



Chamber Channel

March 2010

Serving the business communities of Somersworth, Rollinsford, and the Berwicks of Maine

58 High Street, PO Box 615, Somersworth, NH 03878 • 603-692-7175 • Fax 603-692-4501 • email: info@somersworthchamber.com • www.somersworthchamber.com

Eastern Propane & Oil Joins Chamber Board



The Chamber's Board of Directors is pleased to announce the election of Robert "Cider" Berry to fill a vacancy on the Board. Cider is the Public Relations Director of

Eastern Propane & Oil and brings extensive Board experience to the Somersworth Chamber. He served for six years on the Board of the Rochester Chamber and was the President of the Wakefield Chamber for two of his four years on that Board. Cider is a member of the Chamber's Membership Committee and the Golf Committee.

Let Us Know!

Use your Member Benefit: Let the Chamber get your name in front of other members. We publish your press releases, events, awards & honors. Send your information electronically in plain text to the Chamber: jennifer@somersworthchamber.com.

Seeking Nominations

The Chamber is seeking nominations for the 2010 awards for Business of the Year and Citizen of the Year. Businesses and organizations may self-nominate. Nomination forms are available online at www.somersworthchamber.com. Nominations deadline is Monday, March 22, 2010.

Swing into Spring

Annual Dinner & Awards
Friday, April 30, 2010
VFW Post 4485, Somersworth
6:00 p.m. - 9:00 p.m.

Presentation of 2010 Awards for Business of the Year & Citizen of the Year

Welcome New Members!

Bascom Wealth Management

32 Market Street, Somersworth, NH 03878
603-841-7560 thomas.bascom@lpl.com
www.bascomwealth.com

We create financial stability and security to provide financial independence to our clients.

Tranquility Wellness

76 Oak Street, Rochester, NH 03839
603-319-4685 amaineagent@aol.com
Help reduce stress through wellness coaching, massage & improved nutrition.

Sterling Solution

17 Sterling Road, Kittery, ME 03904
207-439-7603 info@sterlingsolution.biz
www.sterlingsolution.biz
Private website services including e-commerce & social media.

Town of South Berwick

180 Main Street
South Berwick, ME 03908
207-384-2263
www.southberwickmaine.org

Gov. Lynch Announces Business Outreach Series



Gov. John Lynch has announced a series of regional business outreach sessions designed to directly connect NH businesses with state leaders and state services. The sessions will give businesses an opportunity to hear from and question state agency heads about state services.

During Gov. Lynch's Jobs Cabinet Roundtable Series held over the last several months, many business leaders asked about what services may be available to them to help grow their companies and make them more competitive. Others had questions about regulations such as permitting and about how to better connect and do business with other NH companies.

"Through these outreach sessions, business leaders will be able to hear directly from and question commissioners from a number of agencies," Gov. Lynch said. "Business leaders will get a better understanding of the services available to them, be able to ask questions about regulations and make suggestions about how to improve state government." The first two sessions will be held in

Lebanon and Laconia with additional regional sessions announced soon.

The two-hour sessions will feature presentations by state agency leaders and will provide business leaders the opportunity to meet directly with state agency heads. It will also give business leaders the chance to network with other New Hampshire businesses.

The commissioner of the departments of Employment Security, Resources and Economic Development, Labor, Insurance, Environmental Services, Administrative Services and Revenue Administration, and officials from the Community College System of New Hampshire will present overviews of their departments and the types of business services they provide.

"New Hampshire is a business friendly state, and this outreach effort will allow Commissioners to reinforce the close relationships we want with business leaders," said George Bald, Commissioner of the Dept. of Resources & Economic Development. Bald also serves as the chairman of the Governor's Jobs Cabinet.

Thank You Renewing Members!

Awards Plus
Back Bay Networks
Dumais & Ferland CPAs, LLC
Law Office of Donald R. Routhier
Rehab 3 at Marshbrook
Seacoast Orthopedics & Sports Medicine
Seacoast Pain Institute
Hardees Market
Strafford Learning Center
Tri-City Dodge & Tri-City Subaru



SAVE THE DATE!
WEDNESDAY May 19th
22nd Annual
Chamber Golf Tournament
Cochecho Country Club
Dover
Registration/Breakfast 7:30 a.m.
Shotgun Start 8:30 a.m.
\$125 per player

Tri-Chambers Business After Hours

Microtel[®]
Inn & Suites

Tuesday, March 23rd
5:00 - 7:00 p.m.
Register online at
www.somersworthchamber.com

Blood Drive
Friday, March 12th
Noon to 5:00 p.m.



Rehab 3 at Marsh Brook
7 Marsh Brook Drive, Somersworth, NH
Each presenting donor receives an American Red Cross Tote Bag.
Blood donor card or valid picture ID required to donate
Contact: 603-749-6379 to schedule appointment.

7 Tips to Get Your Business Moving in 2010

By Mike Dolpies (Reprinted from NH Business Review)

- **Develop a sense of urgency:** A sense of urgency in your business is not a “sky is falling” mentality with which you make hasty decisions out of fear. In the world of successful small business, it’s about hurrying to make things happen, hurrying to create products and services to market and sell. It’s about getting your clients and customers the results they want quickly — faster than your competitor can. A sense of urgency is also about being proactive and not reactive. It’s about getting priorities in order. It’s about taking massive action to produce results.
- **Set ambitious deadlines:** The greatest time management tool is the deadline, because without it nothing else would ever get done. Something to experiment with this year is raising the bar on completion dates. Remember, getting it done is more important than getting it perfect.
- **Let go of waste:** Hanging on to old ways of doing things or systems that just aren’t productive anymore will equal a ton of waste. Many companies that struggle in economic downturns are usually carrying a lot of waste in the form of advertising that’s not working or operational procedures that are inefficient and outdated.
- **Be unique in your marketing:** Are your marketing messages too inwardly focused and egotistical? Do they get lost in the shuffle because there’s nothing unique, fun, new or different about them? In our economy, there’s no room for “sameness.” Brainstorm the ways you are different from your competitors and communicate why your differences are of benefit to your prospects
- **Get savvy about selling:** In some circles, “selling” has become a dirty word. But the truth is nothing happens until somebody sells something. It’s sad when businesses spend money on marketing to generate traffic to their locations or get their phones to ring and then someone drops the ball or “un-sells” the prospect. Get back to basics and focus on the little things. Train yourself and your sales staff to ask questions to uncover the desires of your customers. Once you know what your customer wants, show them how to get it. Have regular meetings, role-play and study the art of ethical persuasion.
- **Keep it simple:** To move quickly in 2010 and reach all of your goals a little faster, adopt an attitude of simplicity. Does anything seem to be a little over-complicated in your business or life? Be honest with yourself and then take corrective action to simplify.
- **Have fun:** P.T. Barnum, the famous showman and promoter, said people will spend their last nickel to have fun. Think of ways you can make things more fun and enjoyable for the people around you, including your customers and clients. I’m not advocating not taking business seriously – just make it a priority to enjoy it this year.

Mike “Mike D” Dolpies of askmiked.com and nhinternetmarketinghelp.com is a veteran small-business owner, radio host, author, speaker and marketing consultant. He can be reached at 603-286-4864.

The Somersworth Festival Association
Spring Craft Fair
Saturday, March 20, 2010
9:00 a.m. to 3:00 p.m.
Somersworth High School

Member-to-Member Benefits

Donna Tsakiris - Independent Beauty Consultant for Mary Kay - 25% discounts for Chamber members on any products in my catalog or on my web site.

Mr. Electric - 15% off Mr. Electric's standard rate for electrical work for any Member.

Ocean Bank - Fee waived for Chamber member opening a Merchant Credit Card account.

Profile Bank - \$200.00 off closing costs of any new mortgage. (Exp. date 12/31/10)

Tri-City Christian Academy - 10% tuition discount for families of members or Chamber member employees. (new students only).

*Sign up for the Chamber's Member-to-Member benefits program. Contact the Chamber 603-692-7175 or email: jennifer@somersworthchamber.com. **Benefit language must be received in writing.***

Leni Redden Named Federal Savings Bank Employee of the Year



James J. O'Neill, Jr., FSB President & CEO recently named Commercial Loan Assistant, Leni Redden, as the Bank's Employee of the Year. The announcement was made at the Bank's annual employee meeting held February 10, 2010 at the Coheco Country Club in Dover.

Redden has worked for FSB for 13 years and was recognized for her dependability and commitment to quality customer service. O'Neill pointed out that, "in her 13 years of service, Leni has called in sick just three times." He also noted that she, "consistently treats her customers and colleagues with respect and always goes the extra mile to get the job done right." In addition to the award, Leni was given dinner and a weekend away for two as well as a cash donation to a charity of her choice, which she plans to donate to Coheco Valley Humane Society.

Since 1890, FSB has operated as a true community bank, a "mutual" bank. The bank has offices in Dover, Barrington, Durham, Portsmouth and Rochester. For more information, call toll-free at 1-800-462-2265 or visit www.fsbdoover.com.

SAVE THE DATE!

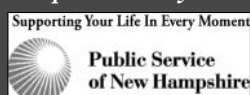
*Tri-Chambers
State-of-the-State Breakfast*
with

Governor John Lynch
Tuesday, April 13th
7:30 a.m. - 9:00 a.m.

Governor's Inn, Rochester
Member: \$15.00 ♦ Non-member: \$25.00

Registration Form in This Issue or Download at
www.somersworthchamber.com

Sponsored By



Educational Workshops at Wentworth-Douglass Hospital

The Wentworth-Douglass Hospital & Health Foundation is hosting 16 educational workshops in 2010. Free and open to the public. Topics include planning for retirement, long term care, caring for older relatives, estate planning and special needs trusts. For more info, visit www.wdhospital.com. Click on Foundation Tab and Special Events. Space is limited.

Green Tip of the Month Avoid Harmful Chemical Exposure: Try Vodka!



Harsh cleaning chemicals may work well for a particular job, but why expose your family to these expensive and toxic substances when a little vodka will work just as well.

- 1- Use vodka to **clean glass without leaving any streaks**. Wet paper towels or newspaper with vodka and use it to clean windows, glass table tops, eyeglasses, windshields, or any other glass.
- 2- Spray vodka on your shower walls, shower curtain and bathtub. Vodka **kills mold and mildew**. Spray the areas and let it sit for about ten minutes prior to your regular cleaning, and a lot less scrubbing will be required.
- 3- Rub down any crystalline jewelry with vodka. It both **cleans and polishes the jewelry**.
- 4- Remove those maddening remnants of price stickers with vodka. **It dissolves weak adhesives**, so you can easily scrape off the sticky residue of any labels. Vodka, for the same reason, can be poured over a Band-Aid for painless removal.
- 5- **Kill many odors in fabrics** by misting vodka over them. This works particularly well on clothes and furniture that smell of cigarette smoke.

Tri-City Christian Academy Member Benefit

Tri-City Christian Academy is offering one free month's tuition for all families of Chamber members and employees of a member business. The offer applies to new students for the 2010-11 school year and applies to all grade levels, including kindergarten and pre-kindergarten classes, beginning at age three. Additional rate discounts are offered to all families registering before April 15th. Please contact the school at 692-2093 for additional information or to schedule an interview.

You Need More Exposure!

Make new contacts and get new leads by hosting a Business **Before Hours** for Chamber members. Providing coffee and pastries in the morning is a great way to market yourself before business hours. The Chamber promotes the event for you! Contact the Chamber for available dates:

603-692-7175 or jennifer@somersworthchamber.com



58 High Street
 PO Box 615
 Somersworth, NH 03878

Return Service Requested

PRESORT STD.
 U.S. Postage
 PAID
 Somersworth NH
 Permit #38

**Greater Somersworth
 Chamber of Commerce**

2010 Board of Directors

Chair

René Philpott

The Homemakers Health Services

Vice-Chair

Ann French

Profile Bank

Secretary

Craig Wheeler

City of Somersworth, Development Director

Treasurer

Jonathan Shapleigh

Laconia Savings Bank

Immediate Past Chair

Donna Tsakiris

Mary Kay Independent Beauty Consultant

Benny Benmoussa

La Belle's Bridal

Robert "Cider" Berry

Eastern Propane & Oil

Paul Edgar

Tri-City Christian Academy

Kelly Higgins

Spence & Mathews Insurance

Paul Kayne

Seacoast Orthopedics & Sports Medicine

Tony Lemmo

Brownell Insurance

Peter Mathieu

The Coolidge Law Firm

Connie Philbrick

Ocean Bank

Donald Routhier

Law Office of Donald R. Routhier

Beth Salinger

Somersworth Housing Authority

Karen Warburton

Gorman Insurance & Risk Management

Jennifer Soldati

Executive Director

Printer

*Digital Ink Printing
 72 High Street, Somersworth
 603-692-6002*

Calendar

Thursday, March 18th

Lunch 'n Learn

Chamber Conference Room

58 High Street, Somersworth

11:30 a.m. - 1:00 p.m.

"How to Write a Press Release"

Advance Registration Required

Tuesday, March 23rd

Tri-Chambers

Business After Hours

Microtel Inn & Suites

31 Webb Place, Dover

(Behind Blockbusters)

5:00 - 7:00 p.m.

Friday, April 30, 2010

"Swing into Spring"

Annual Dinner & Awards

Social Hour 6:00 pm

Swing to the Music of Ben Baldwin & the Big Note

VFW Post 4485 located at 43 High Street, Somersworth

SAVE THE DATE!

Wednesday, May 19, 2010

22nd Annual Chamber Golf Tournament

Coheco Country Club, Dover

Registration/Breakfast 7:30 a.m.

Shotgun Start 8:30 a.m.

\$125 per player