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Join us for the 2019 Annual Gala!

Thursday, January 10, 2019

Keene State College Zorn Dining Commons

Socialize with business leaders and community members at this premier business event featuring delicious appetizers and a sit-down dinner.

Community Service Award and Windsor Brooks Business of the Year Award will be presented.

.....



Keynote Speaker: Travis Roy

Motivational Speaker, Author, Activist

From an early age, Travis Roy found his passion in the sport of ice hockey and dreamed of one day playing Division I college hockey, and even having his shot at the NHL and the Olympics. On October 20, 1995, with his family and friends in the stands, he took to the ice for his first shift as a member of the defending national champion Boston University Terriers. Eleven seconds

after the puck dropped, Roy found himself lying face down on the ice, unable to move or feel a thing. Within seconds he not only knew he was paralyzed, but that life as he knew it was over.

"There are times in our life when we choose our challenges, and other times when the challenges simply choose us. It is what we do in the face of those challenges that defines who we are, and more importantly, who we can and will become."

By sharing his story, Roy will share the experience of having his dream ripped away and the reevaluation of his goals to face the challenge that ultimately chose him.

.....

Reserve before December 15, 2018 for the Early Bird Discount: \$75 per person
After December 15, 2018: \$85 per person

Sponsorship Opportunities are available!

For more information or to make a reservation, call 603-352-1303.

NOMINATE A BUSINESS OF THE YEAR!

We invite you to nominate a Business of the Year:
Submit the name of the organization with a summary of its community involvement and contributions to its industry.

E-mail to info@keenechamber.com with
Business of the Year Nominaton in the subject line.

November Business BEFORE Hours



Langdon Place of Keene
Genesis HealthCareSM

Langdon Place of Keene

Tuesday, November 13, 2018

7:30 – 9:00 AM

136A Arch St, Keene

Join fellow Chamber members for networking and breakfast at Langdon Place! Enjoy an omelet station, meet the staff and take a tour of the facility.

Bring your business card to be entered into a raffle!

Register online at keenechamber.com, call 603-352-1303 or email nbishop@keenechamber.com.

December Business BEFORE Hours



Filtrine Manufacturing Co.

Tuesday, December 4, 2018

7:30 – 9:00 AM

15 Kit Street, Keene

(behind the Best Western Plus hotel off lower Winchester St.)

This event will be sponsored by Impact Monadnock's Business Ambassadors (IMBA) as part of its series to inform local businesses about family-friendly policies in the workplace. There will be a brief discussion about the challenges faced by retailers and manufacturers to attract and retain employees who have young families, as well as the opportunities to improve retention through family-friendly practices. Refreshments and a raffle will be provided. There is ample parking for all.

Filtrine is a family-owned manufacturer of water cooling and filtering systems for drinking and process water applications and will offer a tour of its operations. Impact Monadnock is the signature early childhood initiative of Monadnock United Way, with the mission to prepare children ages 0-5 for academic, career and life success.

Register online at keenechamber.com, call 603-352-1303 or email nbishop@keenechamber.com.

Attention Small Businesses!

10,000 Small Businesses Training Program

The Community College System of New Hampshire (CCSNH) invites small businesses to apply to participate in Goldman Sachs 10,000 Small Businesses. Goldman Sachs 10,000 Small Businesses is a training program to help entrepreneurs create jobs and economic opportunity by providing greater access to education, capital and business support services.



The program, which is provided at no cost with support from the Goldman Sachs Foundation, is offered in partnership between New Hampshire's community colleges and Babson College. The curriculum is designed by Babson College and used in training community college faculty in delivering the program.

Accepted applicants receive hands-on education for business growth, access to highly-trained, small business professionals, and an expanded peer network of small business owners from across the country. There are no fees to apply for the program and no costs to take the program. The program is part of the Goldman Sachs Foundation's philanthropic efforts to help entrepreneurs create jobs and economic opportunity by providing access to education and business support services.

Eligible businesses have been in business for at least two years, have at least \$100,000 in revenue, and have at least two employees (including the business owner). Businesses of all types and across all industries are encouraged to apply. Eligible businesses can learn more about the program and apply and at www.10KSBAppl.com/NewHampshire. Applications are due on December 3, 2018.

The program will last for three months and will launch in March 2019 with business owners taking a blend of in-person sessions and self-paced online learning. To see the schedule of upcoming webinars and to register, please visit 10KSBAppl.com/NewHampshire.



The GKCC donated a portion of the proceeds from their September Sweeps Raffle to **Joy's Network Cancer Resources** in Keene. Phyllis Custer, GKCC Staff (left) presents a check for \$500 to Kimberley Diemond of Joy's Network.

November Business AFTER Hours

Mon Amie Fine Jewelry

87 Main Street, Keene

Wednesday, November 14, 2018

5:30 – 7:00 PM

(Suggested Donation to GKCC \$5.00 at the Door)

Mon Amie
fine jewelry

Where New Customers Become Old Friends

Join fellow Chamber members at the November Business After Hours hosted by Mon Amie Fine Jewelry. Come see their beautiful selection of jewelry and visit the new gift shop on the second level. Take advantage of free jewelry cleaning that is always offered. Enjoy light snacks and refreshments.

Park along Main Street or in the parking lot located behind the building. Be sure to bring your business card to be entered into the raffle.

We look forward to seeing you!



December Business AFTER Hours

Courtyard Marriott

75 Railroad Street, Keene

Wednesday, December 19, 2018

5:30 – 7:00 PM

(Suggested Donation to GKCC \$5.00 at the Door)

COURTYARD®
Marriott®

Make room for a little fun.™

The Greater Keene Chamber of Commerce invites you to join us for the December Business After Hours hosted by the Courtyard Marriott in the heart of downtown Keene. Come and celebrate the spirit of the season while connecting with area business professionals and enjoying complimentary hors d'oeuvres, networking and holiday cheer!

Help us ring in the holidays and learn more about the accommodations and services offered by the Courtyard Marriott.

Bring your business card to be entered in a raffle for great prizes!

Please RSVP to the GKCC:

- Online at keenechamber.com
- Call (603) 352-1303
- Email info@keenechamber.com



• networking • door prizes • great refreshments • meet new people •
build business connections • catch up with old friends • hosted by a member business

Member News



Shannon Bartolomucci

NBT Bank Regional President **Stephen Lubelczyk** recently announced that Retail Market Manager **Shannon Bartolomucci** has been promoted to Assistant Vice President and **Eliza Berry** has joined the bank as Branch Manager in the Keene Office.



Eliza Berry

Bartolomucci has 17 years of experience in the financial services

industry. She joined NBT in 2016 as a community banker, and is now responsible for the profitability, growth and successful operations of NBT's New Hampshire banking locations in Keene, Manchester, Nashua and Portsmouth. Prior to joining NBT, Bartolomucci worked as branch manager and assistant vice president for Bank of America in Southern California.

Berry has over 10 years of experience in the financial services industry in the United States and Australia. Prior to joining NBT, she was the Financial Center Operations Manager for Bank of America. Berry also has experience as a Branch Manager for Citizens Bank and Personal Relationship and Small Business Relationship Manager for National Australia Bank. Berry attended Northern Beaches Secondary College High School in Australia.

www.nbtbank.com

Monadnock Buy Local invites all locally owned businesses to participate in this year's Shift Your Shopping Promotion running from November 1, 2018 to December 31, 2018. Shift Your Shopping includes Monadnock Buy Local's signature community event called Plaid Friday on Friday, November 23, 2018.

During the winter holiday season, Monadnock Buy Local works extra hard

to ensure that your spending matches the community values you support. To make the 'think local first' message stronger, Monadnock Buy Local participates in the nationwide Shift Your Shopping campaign. This movement encourages citizens to support job creation and economic growth through their holiday purchases at locally owned and independent businesses.



Participation is free. Monadnock Buy Local will share promotional materials on its website that any business is welcome to adapt and use. Businesses are encouraged to connect with their customers and let them know they will be open and celebrating Plaid Friday. Many business owners ask their staff to dress in plaid and others offer special deals to their customers to thank them for their loyalty.

Shift Your Shopping images, social media templates and other updates will be posted at www.monadnocklocal.org/shiftyourshopping

Red Leaf Business Management

had a busy summer adding clients who have needed back-office administrative help including light bookkeeping/QuickBooks work, marketing/promotion of companies and their people, and association management/event planning. They have signed on Chagnon Contracting, a high-



Gary Dennis



Shelly Dennis

level residential Manchester, N.H. based contracting firm.

Owners **Shelly and Gary Dennis** are members of the Elm City BNI networking group and members/supporters of the Greater Keene Chamber of Commerce. They work out of their Walpole office, but service clients in the Monadnock Region, across the state and along the east coast. www.redleafbusinessmanagement.com



Ashley Barbera



Marissa M. Fifield

The regional accounting firm of **Nathan Wechsler & Company, PA** recently welcomed Senior Accountants **Ashley Barbera** and **Marissa M. Fifield** to their staff. The firm also announced that **Ashley E. Kinville, CPA** has joined the Young Professionals Committee of the New Hampshire Society of Certified Public Accountants (NHSCPA).

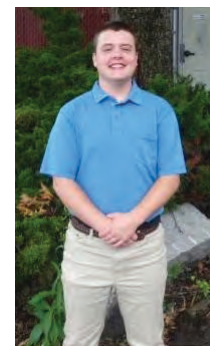
www.nathanwechsler.com



Ashley E. Kinville

Sean Morrison has joined the **Deep Roots Massage** team as a massage therapist. Morrison comes to Deep Roots after working in spas in Connecticut and as a teaching assistant at the Connecticut Center for Massage Therapy. He will specialize in orthopedic massage.

www.deeprootsmassage.com



Savings Bank of Walpole has been ranked number 18 out of 85 Best Banks to Work For in the United States in 2018 by the American Bankers Association (ABA) who recently announced the results of their sixth annual competition. This marks the second year in a row that the Bank has been included on ABA's "Best Banks" list and once again, SBW is only one of two banks in New England to be ranked.

.....



Savings Bank of Walpole (SBW) announced that **Aaron Gill** has joined the Bank's commercial lending team as VP, Commercial Loan Officer. Prior to

joining SBW, Gill worked for Northway Bank in Manchester, NH as VP, Commercial Relationship Manager and also worked in various capacities at Bank of NH and Lake Sunapee Bank, serving as Commercial Banker, Sr. Commercial Credit Analyst and Assistant VP, Portfolio Manager, respectively. He is Credit Risk Certified (CRC), holding a designation from the Risk Management Association.

www.walpolebank.com

Service Credit Union announced several Second Quarter Employee Awards: **Faye Lyseight**, Contact Center Representative III, as Contact Center Employee of the Second Quarter; **Mary Chambers**, Financial Service Supervisor of the Somersworth In-Store Branch as Stateside Branch Employee of the Second Quarter; and **Ling Lin**, Internal Auditor, as Stateside Support Employee of the Second Quarter.

The Employee of the Quarter award recognizes an employee who demonstrated problem solving ability, extraordinary team support or profound assistance to members.

www.servicecu.org

The Law Offices of Pamela P. Little, PLLC is pleased to announce the opening of

a second office at 54 Main Street, Walpole, N.H. Attorney **Rob Kasper** will serve as of counsel, with Kristine Wright as a full time paralegal. Both offices will be staffed to serve Cheshire County, Sullivan County and Hillsborough County clients.

www.pamlittlelaw.com

The Monadnock Food Co-op

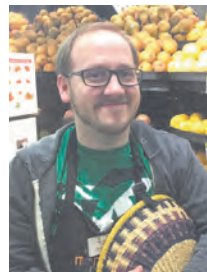
distributed over \$81,000 to staff through the company's Gain Share plan. This employee benefit rewards staff when store performance exceeds the financial plan for the year. The Gain Share program, part of the co-op's Open Book Management model, empowers every employee to understand and contribute to the store's financial, social and environmental goals. A Gain Share approach ties profit sharing directly to the health of a company and better connects individual staff members to the store's success.

.....

The Monadnock Food Co-op recently promoted **Allen Raymond** to Produce Manager. Hired initially as Assistant Produce Manager, Raymond's

background includes retail and customer service experience working at Your Kitchen Store and Sears in Keene.

www.monadnockfood.coop



Keene Door has recently completed some unique projects, including an airplane hangar door that was two 20' wide doors side-by-side, with the center post able to power up and out of the way making a 40' wide opening to allow for a plane to be pulled into the hangar. Other unique projects include replacing commercial box truck doors, kitchen shutter roll-up doors for restaurants, matching a very custom wood door, large steel roll-up doors for a local manufacturer, light weight roll-up doors for a cow barn to help keep the wind



and snow out this winter, and a beautiful epoxy floor for a car collector's garage.

www.keenedoor.com

The Board of Directors of **Monadnock Humane Society** announced the appointment of a new Board Chair, **Wesley H. Wratchford**, and the addition of a new Board member, **Daniel R. Dodge**.

Wesley (Wes) Wratchford became Board Chair on June 1, 2018 when **Jennifer Thompson** completed

her term. A financial services professional for more than 20 years, Wratchford brings experience in executive leadership roles in sales, marketing and management. Throughout his life, he has been passionate about helping others and improving the quality of life for people and animals in need.



Wesley H. Wratchford

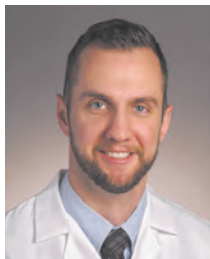


Daniel R. Dodge

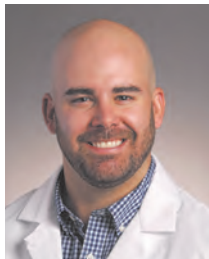
Daniel R. Dodge has a record of success in diverse public, private and non-profit sector environments. He has spent nearly 40 years in hospitality operations in New Hampshire, Massachusetts and Florida, and is a skilled executive in all facets of resort, hotel and club business. He has an extensive record of community involvement. Currently, he is the General Manager of The Keene Country Club as well as the Treasurer and Director of Monadnock International Film Festival (MONIFF). www.monadnockhumanesociety.org

Member News

Cheshire Medical Center recently welcomed the following new staff members: **Evgeny Buharin, MD**, Hospitalist; **Derek Donovan, MD**, Emergency Department; **Kurt Hanniger, APRN**, Walk-In Care; **Tarryn Schneider, PA-C**, Orthopaedic Department; and **Marian Corcoran, PA-C**, Orthopaedic Department.



Evgeny Buharin, MD



Derek Donovan, MD



Kurt Hanniger, APRN



Tarryn Schneider, PA-C



Marian Corcoran, PA-C

.....

Jane Skantze, Substance Misuse Prevention Coordinator for the Greater Monadnock Public Health Region was recently awarded the Jennifer Wierwille Norton Advocacy in Action Award at the New Futures Annual Awards Celebration. As an employee at Cheshire Medical Center, she has taken an active role leading the charge for prevention in the Monadnock Region.

www.cheshire-med.com

The **WorkReadyNH** program recently received positive feedback from funders at NH Office of Workforce Opportunity

(OWO) at the Department of Business and Economic Affairs after the FY17 Review. They stated, "This program has achieved high customer satisfaction results for which you and your program staff should be proud." Of the 440 WorkReadyNH graduates who were surveyed in FY17, 96.5% of agreed or strongly agree that participating in the WorkReadyNH program was beneficial for them. Graduates of this tuition-free program have been from all walks of life and range from 18 to 80 years old, with no high school diploma to Ph.D., employed and unemployed, all who have been committed to their professional growth.

www.ccsnh.edu/workreadynh



L to R: Ki Ferland, WorkReadyNH Day Instructor, Program Director Martha Mott, and Evening Instructor Ellie Cook-Venezia

MoCo Arts welcomed nine new arts educators to its staff, as the organization gears up for an exciting year in its new arts education facility at 40 Roxbury Street in Keene. These new teachers will bring experience and excitement to MoCo's studios in support of an expanded class schedule, which now offers students opportunities to participate in straight theatre and technical theatre, as well as the already popular Musical Theatre and Improv Theatre. They will also help support the new program structure for Musical and Straight Theatre, which are now divided into three groups: Elementary for kids 2nd - 5th grade, Middle School for kids 6th - 8th grade, and High School for kids 9th - 12th grade.

This new arrangement will improve the student/teacher ratio and provide students

with a higher quality arts education. The new class schedule also features expanded programming in Dance, with more adult classes, a new Dance Conditioning Class for High School students who are enrolled in a technique class, and additional class times in other disciplines. Rounding out the expanded programming is an exciting new class in the Young Arts program, Storytelling Through Music, in which children ages 3 & 4 will bring their favorite books to life through singing, dancing, creative movement and simple instrument play.

www.moco.com

The Board of Trustees of **The Prospect-Woodward Home** has appointed **Andrew Kropff** to be the Director of Facilities Services at Hillside Village, a not-for-profit Life Plan Community under construction on Wyman Road in Keene expected to open at the start of 2019. In his new position, Kropff will establish and oversee the Maintenance, Security, and Housekeeping Departments. At present, Kropff helps monitor construction progress on the site.

Kropff was most recently the District Manager for Amerigas in Southeast Alaska. His other previous experience includes Hospital Manager for the Wasilla Veterinary Clinic, Business Manager for two Primary Care Medical Practices for the Veterans Administration, and Director of Facilities of Birch Bay Retirement Village in Bar Harbor, ME.

www.hillsidevillagekeene.org

WakaDoodles, LLC has re-located to 12 Norway Avenue in downtown Keene and will share space with Big Ideas Warehouse, a new creative resale center. The shared space allows crafters, artists and creative personalities a place to create on location or buy re-purposed materials for future work in their own studios.

www.wakadoodles.com

Thank You Renewing Members!

The following members renewed their GKCC membership in August and September 2018:

*Arcomm Communications Corp.
Fireworks Restaurant
Grove Street Fiduciary
Keene Downtown Group
Keene Santa Claus
Kennedy Information, LLC
New Hampshire Public Radio
Perry Family Dental Care
Unity Building Technologies*

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DOWNTOWN KEENE NH
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Belinda S. Oster, CPA, MST
President



86 West Street
PO Box 623
Keene, NH 03431

boster@osterwheeler.com
PHONE: (603) 352-4500
FAX: (603) 352-8558

www.ostercpa.us.com

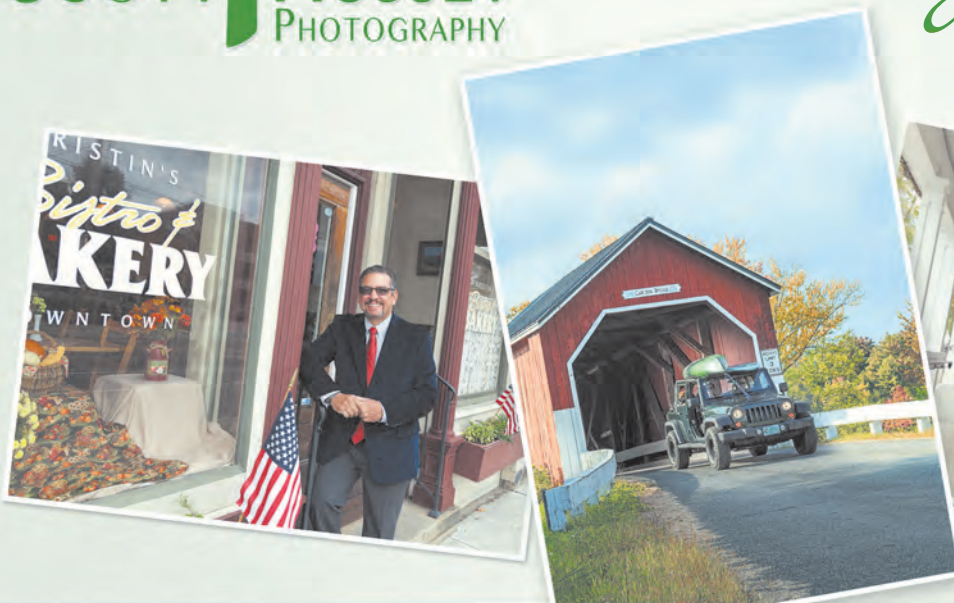
THE COLONIAL THEATRE

*Bringing the best in world class
music, dance, theater and film
to the Monadnock Region
for 95 years!*

95 Main Street, Keene, NH 03431 | 603-352-2033 | TheColonial.org
The Colonial Theatre is a 501(c)3 non profit organization

SCOTT HUSSEY
PHOTOGRAPHY

**Commercial
Photography**



(603) 762-1013 — www.ScottHussey.com — 43 Cypress St. Keene

New Members



The Runnings story began on December 5th, 1947, when founder **Norman “Red” Running** opened the first store in downtown Marshall, Minnesota. Runnings started as an automotive supply store and was deeply rooted in selling farm and fleet supplies until the late 80’s when additional product lines were added. And, as they say, the rest is history. In 1988, a group involving **Dennis and Adele Reed** purchased the company. Under the Reed’s leadership, Runnings has evolved to become a retail destination for high quality merchandise including clothing, footwear, automotive, sporting goods, farm supplies, lawn and garden, toys, housewares, tools, pet and animal supplies and more.

The number of stores serving the needs of their customers has changed as well. Runnings has grown from eight stores in two states to 44 stores in seven states including Minnesota, South Dakota, North Dakota, Montana, New York, New Hampshire and Connecticut . In 2014, the company began an expansion into the northeastern region of the US by opening stores in Canandaigua, Rome and Gloversville, New York. Additional stores have since been added in Clay and Brockport, NY, Claremont and Hinsdale, New Hampshire and Putnam, Connecticut.

The company has undergone incredible change over the years, but one thing that will never be compromised is owner Dennis and



Adele Reed’s commitment to serving the needs of their customers. When you visit a Runnings store, you’re shopping an extensive selection of thousands of products, all built to last at a competitive price. And most importantly, we hire and train knowledgeable team members who are passionate about taking care of the customer with expert advice and hometown friendly customer service. Runnings is your home, farm and outdoor store!

Runnings

18 George’s Field, Hinsdale NH

(603) 614-4603

www.runnings.com

Facebook, Twitter and Instagram (@myrunnings)



For over 15 years, The Restaurant at Burdick’s has modeled its menu on the time-honored tradition of the French Bistro, emphasizing seasonal and locally sourced food in classic preparations: Onion Soup Gratinée, Roasted Chicken, Oysters, Mussels Meuniere, Lyonnaise Salad, Steak Frites, Quiche, and Beef Stew Provençal are just a few base menu examples. The restaurant serves lunch, dinner, and Sunday brunch as well as a “Bon Voisin” or “Good Neighbor” special prix fixe dinner with 3-course menus from across the globe each Wednesday. The restaurant has a full bar and an extensive wine list. The private dining room, “Second Story” may be booked for private events.

Walpole Grocery is a small specialty store dedicated to working hand-in-hand with area farmers and other artisan producers to make good, clean food readily



accessible. The store features a diverse selection of international and locally sourced artisanal cheeses, meats and bakery items, as well as a constantly changing seasonal array of organic fruits and vegetables. At the butcher counter, house-made charcuterie is de rigueur, along with freshly made sausages and butchering done to order. Seafood is sourced as close to home as possible, with an emphasis on wild catches and sustainable practices. Elsewhere, the grocery’s flair for unique products is apparent in its variety of European cheeses, broad range of ethnic ingredients, and growing collection of carefully selected wines and craft beers.

The Restaurant at Burdick’s and Walpole Grocery are under new ownership with **Tom Goins** serving as managing partner with long-time owner and filmmaker, **Ken Burns**.

The Restaurant at Burdick’s & Walpole Grocery

47 Main Street, Walpole NH

(603) 756-9058

www.47mainwalpole.com



PHOENIX CONSTRUCTION, INC.

Phoenix Construction, Inc. is a family owned construction firm serving clients in New Hampshire and Massachusetts. The company is led by **Michael A. Bailey**, who has over twenty-five years of experience as a builder and craftsman. He has been a licensed builder in the Commonwealth of Massachusetts for several decades. Phoenix Construction, Inc. focuses on the renovation of existing residential structures, including but not limited to kitchens, bathrooms, porches and decks, as well as new home construction.

Phoenix Construction, Inc. prides itself on delivering the highest quality craftsmanship at a reasonable price, being responsive to clients' needs and desires for their projects, creating an atmosphere of open and effective communication with clients, and completing projects in a timely manner. Whether the project is large or small, Phoenix Construction, Inc. is the company with the professionalism, knowledge, and experience to get the job done right.

Phoenix Construction, Inc.
42 Nash Corner Road, Gilsum NH
(603) 357-0900
phoenixconstructionincnh@gmail.com
www.phoenixconstructionincnh.com



Keene Yoga Center (KYC) opened in 2014 with the belief that "More People Doing Yoga = A Better World." Since then they have offered over 4,000 classes to nearly 3,000 people in the Monadnock region.

KYC wants to make yoga accessible to as many people as possible and do this through a variety of classes for the beginner to advanced student. With a team of nearly 20 teachers, KYC offers 35 classes each week including gentle yoga, vinyasa yoga, hot yoga and even aerial yoga.

If you or anyone you know is interested in lowering stress, improving balance, sleeping better, losing weight, getting more fit and flexible, or just making your life better, then check out the Keene Yoga Center. Yoga CAN make your life better-- it all starts with your first class, or starting again if you have practiced yoga in the past.

Whether you are brand new to yoga, or an experienced practitioner, you will find a class that you will love at Keene Yoga Center-- guaranteed!

Keene Yoga Center
80 Roxbury Street, Keene, NH 03431
(603) 354-3159
info@keeneyogacenter.com
www.KeeneYogaCenter.com

More New Members!

Aldworth Manor
184 Aldworth Manor Road, Harrisville NH
(603) 903-7547
www.thealdworthmanor.com

Atkins Callahan
20 Depot Square, Suite 220, Peterborough NH
(603) 845-1959
www.atkinscallahan.com

Beaulac Law, PLLC
25 Roxbury Street, Suite 109, Keene
cindy@attorneybeaulac.com

Boy Scouts of America, Daniel Webster Council
571 Holt Avenue, Manchester NH
(603) 625-6431
www.nhscouting.org

Cielinski Family Dental
650 Court Street, Suite 3, Keene NH
(603) 352-0708
www.drc-smiles.com

Hancock Market
30 Main Street, Hancock NH
(603) 525-4433
www.facebook.com/30MainStreet/

Corporate OM
(603) 757-2116
Pamela@corporateom.us
www.corporateom.us

Keene Confections
10 West Street, Keene
(603) 354-3506
www.facebook.com/KCPS10/

Montshire Pediatric Dentistry
340 West Street, Keene NH
(603) 354-3895
www.montshirepediatricdentistry.com

Mudita Massage and Wellness
69 Emerald Street, Keene
(603) 903-4221
www.mudita.live

Sending Sunshine
Priscilla Reynolds
preyns@yahoo.com

Thanks to
Camp Takodah
for hosting our
September
Business After Hours!



Photos by
Scott Hussey Photography

A special thank you to Takodah YMCA from
Jennifer Rousseau, Langdon Place of Keene
Sales and Marketing Assisted Living Director:



"I was the lucky raffle winner at the GKCC's
September Business After Hours at Camp Takodah
and received a coupon to attend Camp Takodah's
Women's Weekend for free! It was an amazing
experience that allowed me to make new friends,
try different activities including kayaking, hiking,
canoeing, reiki, yoga, candle making, zip lining and
mountain biking, and enjoy delicious meals!
Thank you so much to Takodah YMCA for such
a generous prize!"

**Award-Winning
Business Coaching**
The Team of Connor Business Resources LLC
formerly The Connor Team
of AdviCoach® Supporting businesses with
online education and resources
cbr CONNOR
BUSINESS
RESOURCES
Call today: 603-930-8233
ConBizResources.com

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www.cheshirecleaning.com
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2011-2012-2013
Readers' Choice Awards
VOTED BEST
CLEANING SERVICES
3 YEARS IN A ROW



Small business. BIG IMPACT!

Join an elite group of businesses who are having a big impact in the Monadnock region. Become a member of the 365 Small Business Circle.

For a dollar a day, or \$365 a year, your business can become a member of the Monadnock United Way 365 Small Business Circle.

Member benefits include:

- Monadnock United Way 365 Small Business Circle decals
- Listing and website link on MUW's website and social media recognition
- Acknowledgement and appreciation at our annual Recognition event
- Opportunities for networking, social and philanthropic activities



Questions? Contact Peter Smith at 603-352-4209 ex. 28 or peter@muw.org.

Your contribution will allow Monadnock United Way to continue to fight for children, education and financial stability in every community throughout our region.

In 2017, Monadnock United Way and its partners helped the community in many ways, including:

- Connected 1,200 families to services to improve parenting skills
- Distributed meals to over 3,300 people in need
- Assisted 420 families with scholarships to access child care and mental health programs
- Provided developmental, social and emotional screenings for over 200 young children



CHILDREN



EDUCATION



FINANCIAL STABILITY

JOIN OUR 365 SMALL BUSINESS CIRCLE TODAY AT MUW.ORG/365

The savings bank of promises kept.

At Savings Bank of Walpole, we believe that communities benefit from strong community banks—and we know our success depends on keeping our word to the people we serve. That's why we're committed to being customer-focused and community-centered in everything we do, just as we have been since 1875.

Making and keeping our promises to customers is one reason why so many local people and businesses choose to bank with Savings Bank of Walpole. Today, we are in a stronger position than ever to fulfill those promises. If you haven't switched to SBW yet, we'd welcome the opportunity to become The Savings Bank of *You*.



walpolebank.com |  Member FDIC |    



We promise to be accountable and responsible to our customers and our community. We have no shareholders; therefore we are responsible only to our employees, our customers, and our community.

We promise to reinvest in our community so that local families and businesses can prosper.

We promise to only provide products and services that are in the best interest of our customers.

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Member Events

Monadnock Capital Group

Maximize Your Social Security Benefits Workshop

Monday, November 5, 2018 from 5:30 – 7:00 pm

Historical Society of Keene

Josh Houle, Wealth Manager & Vice President of the Monadnock Capital Group, and certified with the National Social Security Advisors will host a Maximize Your Social Security Benefits Workshop to share insights on how to optimize lifetime Social Security income. Houle will address the following:

- Will Social Security go bust? Can I count on it being there for me? Should I claim early?
- How do I maximize my individual and my spouse's benefits?
- What claiming strategies are available to me? How do spousal, divorcee and survivor benefits work?

For more information or to register call (603) 847-7229 or (603) 827-4246.

The Entrepreneur's eSource

Start a Business Weekend

Thursday, November 8 through Saturday November 10, 2018 from 10:00 am to 10:00 pm ET

Online Expo

The country's largest virtual Franchise Expo features over 175 business ownership opportunities to explore. Using your computer or mobile device, you can move through 3D exhibit halls arranged by investment level or industry. No cost or obligation. Register at www.startabusinessweekend.com/?nbrooks or call (603) 785-0425.

Monadnock Conservancy

Film: David Attenborough's "Light on Earth"

Thursday, November 8, 2018 from 7:00 to 8:30 pm

Putnam Arts Lecture Hall theater, Redfern Arts Center, KSC

The spectacular light produced by glowworms, fireflies, and plankton is known as "bioluminescence" — light made by living creatures. But those familiar glows and flashes are just a fragment of the bioluminescent world. Explore the mysterious realm of living light with this award-winning documentary film, which follows David Attenborough and a team of researchers as they investigate the science of bioluminescence, including several species found right here in New England. For more information, email Katrina Farmer: Katrina@MonadnockConservancy.org or call 603-357-0600, ext. 111.

Film: "Farmers for America"

Friday, November 9, 2018 at 6:30 pm

Stonewall Farm, 242 Chesterfield Rd, Keene

With the average age of the U.S. farmer pushing 60, and with young people unable to afford farmland and equipment, who will grow our food? This film explores the challenges our farmers are facing and the reasons why agriculture is facing a looming skills gap unlike anything

we've ever encountered. A panel of local farmers and experts, including the Conservancy's Conservation Project Manager Stacy Cibula, will share how people can work together to address this issue in our area. Part of the 2018 Feast on This! Film Festival; suggested donation \$10/per person. For more information, contact Roe-Ann Tasoulas: coordinator@mfccoalition.org or call (603) 357-0600.

Intro to Herbal Tinctures

Tuesday, December 11, 2018 from 6:30 to 7:30 pm

Camp Glen Brook, 35 Glenbrook Road, Marlborough, NH

This is a great class for you and your friends who are interested in the inherent healing and substance that plants provide. Brenna Morris of Luna's Herbals will introduce you to native plants and their medicinal properties, and then teach the basics of tincture making. You will make a tincture from native plants and take the tincture home to enjoy or give as a gift. This class is hosted at a conserved property. The cost is \$25 for Conservancy members and \$35 for non-members. (Fee covers all workshop materials.) For more information, email Shauna Sousa: Shauna@MonadnockConservancy.org or call 603-357-0600, ext. 110.

Monadnock Developmental Services and Keene State College

Film: Dan Habib's Intelligent Lives

Monday, November 19, 2018 at 3:00 pm and 7:00 pm

Norma J. Walker Alumni Center at Keene State College

There will be two free showings of this essential film about rethinking intelligence and ability. Between showings attendees will be able to discuss the film and meet award-winning filmmaker Dan Habib.

Habib created Intelligent Lives in part as a catalyst to transform the label of intellectual disability from a life sentence of isolation into a life of possibility for the most systematically segregated people in America. The film challenges what it means to be intelligent, and points to a future in which people of all abilities can fully participate in higher education, meaningful employment, and intimate relationships.

This event is free. The KSC Alumni Center is an accessible facility, and the film is captioned. For accommodations, please contact Deb Merchant, dmerchant@keene.edu or 603-358-2330 by Friday, November 2.

Kiwanis Club of Keene

Annual Tree Lighting Celebration

Friday, November 23, 2018 from 5:30 to 8:00 pm

Central Square, Downtown Keene

Free, fun-filled evening of music and celebration, culminating in the arrival of Santa and the countdown to light up the large tree on the square. Join in the festivities -- live music and caroling, visit with Santa & Mrs. Claus, and enjoy hot cocoa and cookies. E-mail: contact@keenekiwanis.org or visit: keenekiwanis.org.

Masiello Employment Services

Social Media and Work - Guidance for Employers Webinar

Wednesday, November 28, 2018

Masiello Employment Services has partnered with Spectrum Consulting to provide expert HR consulting services and resources. Join Spectrum Consulting for an informative, complimentary webinar "Social Media and Work - Guidance for Employers Webinar". You're sure to gain valuable insights on this relevant topic. Can't fit the webinar into your schedule? Spectrum Consulting will offer a playback of the webinar, simply register here: <https://spectrum.consulting/webinar-series/social-media-work/>.

Heaven Hair Gallery

Blackjack & Bubbles Soiree

Saturday December 15th, 4:00-6:00 pm

Heaven Hair Gallery, 670 Park Avenue, Keene

Heaven Hair Gallery is celebrating the one-year anniversary of their expansion. Enjoy a game of blackjack, champagne and take a tour of the salon! www.facebook.com/heavenhairgallery

Keene Cheshiremen Chorus

Annual Festival of (4-part barbershop) Holiday Harmony

Saturday December 15th, 2018 at 3:00 pm

United Church of Christ – Central Square, Keene

Tickets for the event are \$8 in advance, \$10 at the door, \$5 for students and under 12 are free. Buy in advance from Toadstool Bookshops (Keene & Peterborough), Hannah Grimes Marketplace and Hannaford Supermarket Keene OR from any Cheshiremen and at www.Cheshiremen.org or by calling the B-Shop hot line: 877-312-7467. Proceeds support educational and charitable missions.



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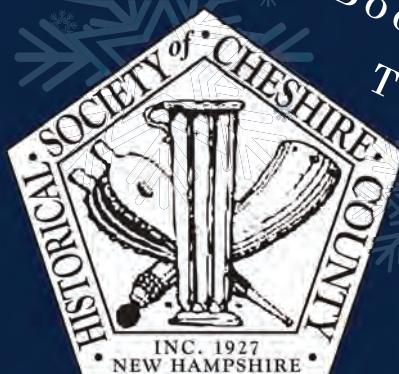
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November/December 2018

GKCC November Events...

November Joint Business After Hours -- Monadnock Region Chambers of Commerce

Thursday, November 1, 2018
5:30-7:00 pm
The Dublin School
18 Lehmann Way, Dublin, NH

November Business Before Hours

Tuesday, November 13, 2018
7:30 - 9:00 am
Langdon Place of Keene
136A Arch St., Keene

November Business After Hours

Wednesday, November 14, 2018
5:30-7:00 pm
Mon Amie Fine Jewelry
87 Main St., Keene

SBA Business Breakfast -- Joint Chamber Forum

Thursday, November 15, 2018
7:30 am
Peterborough Town House
\$12.00 Admission

GKCC December Events...

December Business Before Hours

Tuesday, December 4, 2018
7:30 - 9:00 am
Filtrine Manufacturing Company
15 Kit St., Keene

December Business After Hours

Wednesday, December 19, 2018
5:30-7:00 pm
Courtyard Marriott
75 Railroad St., Keene

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While the GKCC does its best to verify the content of this publication, details may change after publication date and member information is dependent on our members' submissions. Please verify content when appropriate.
Please note: The Greater Keene Chamber of Commerce is neither a member of, nor is affiliated with the United States Chamber of Commerce.

Country Business, Inc.

Acquisition, Brokerage & Financial Services



A SAMPLE OF OUR CURRENT OPPORTUNITIES

1TAR80218 – Highly Profitable Counter, Cabinet and Appliance Business.



This well-established and growing business has been serving an affluent market for over 24 years. Revenue of \$2.4 million generates discretionary earnings of \$300,000. The business is offered at \$590,000 plus inventory.

2JAS1101 – New England Maple Museum.



Seasonal Business allows the owner plenty of free time off from January to April. Easy to learn, and seller will train to provide an orderly transfer. Tremendous upside potential. The sale includes real estate, museum pieces, equipment & inventory. The business and real estate are listed at \$450,000 plus inventory.

2JAS030119 – VT Natural Products Manufacturer.



Quality natural body care products include soaps, lotions, creams, shampoos & gift products. Made in Vermont & distributed throughout New England. Well positioned to benefit from the growing market for natural products. The company can easily be relocated. The two owners work part time, generate sales of around \$200,000 and spendable income of \$70,000. The manufacturing assets of the company are offered for sale at \$150,000 plus inventory as of the closing date.

2JAS412 – Multiple Retail Operation with market, deli, liquor store & rental property.



This complex includes retail businesses—a market and deli, gasoline sales, and a Vermont Liquor Store. In addition, there is a rental segment which includes a U.S. post office and other space. The facility consists of 19,000 sq. ft on 6 acres ideally located on an access road to one of Vermont's best-known resorts. Revenue of \$3.2 million generates an operating profit to the owner approaching \$500,000. The price of the businesses and real estate is \$5.8 million.

2JAS0301 – Communication Dealership.



The business sells, installs, and services communication equipment used in a variety of industries—construction, transport, manufacturing, education, safety and health care. The products meet the needs of the marketplace, with a commitment from the manufacturer (Motorola) to provide products for the future. Revenue of \$1.3mm, generates an operating profit to the owner of around \$200,000. The Dealership with its premium brand, has significant growth opportunities and can be purchased for \$450,000 plus inventory.

1PHS612 –Premier Excavating Company



provides a full range of services for commercial, industrial, institutional, municipal & state projects. Incisive project management, value engineering for design work, superior job performance, experienced staff and state-of-the-art equipment. Revenue in 2018 will surpass \$10 million and generate discretionary earnings to the owner of \$2 million. The owner is willing to continue as an employee during a transition period and has a management team in place capable of operating the business. The price of the business is negotiable, and will approximate the underlying value of the equipment (approximately \$6 million).

1PHS725 –Ready Mix and Precast Concrete Manufacturer, plus Sand and Gravel Quarry.



Well-established company meets the needs of a loyal, repeat customer base. Revenue of over \$4 million in 2017, generated operating income of \$700,000 before salaries to its owners. The Plant has the capacity to triple current production. The owners are prepared to sell the business at a price commensurate with the underlying value of the assets.

1PHS062718 – Durable Medical Equipment Supplier.



Rapidly growing and very profitable business. Revenue, with growth of 25% for the past two years, will reach \$1,100,000 in 2018, and generate discretionary earnings to the two owners approaching \$500,000. Demographics favor continued growth. The price of the business is \$1,150,000 plus inventory and accounts receivable.

1TAR62618 – Upper Valley Lawn Maintenance & Landscaping Business.



With over 35 years in operation, the business earned an outstanding reputation for service. Its strong loyal customer base and retention rate of 95% has solidified its place in a growing affluent market. With revenue of \$525,000 in 2017, the business generated discretionary earnings of close to \$190K. The business is well priced at \$395,000.

2JAS3119 –Landscape & Garden Center.



This well-established, reputable Landscape, garden center and specialty contractor has serviced customers for decades. The business operates from prime real estate—high traffic count and excellent visibility. The real and personal property is included in the sales price of \$1.3 million. The owner is prepared to continue with the business as an employee and designer. He will consider selling just the business and leasing the real estate.

2JAS101 – Florist.



Modest, well established, highly reputable, attractive business. It is well-established, highly Located in the Burlington, VT area. Revenue of \$480,000 generates a nice level of income. The business is well priced at \$100,000 plus inventory. The owner will train a new buyer and consider a small amount of financing.

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