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## Join us for the 2020 Annual Gala!

Thursday, January 9, 2020

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: Taylor Caswell, Commissioner**  
*New Hampshire Business and Economic Affairs*

Mr. Caswell oversees the state Divisions of Economic Development and Travel & Tourism Development, enabling and growing economic vitality for residents and employers in the Granite State. Caswell has defined the narrative of New Hampshire as a place where people want to live and work and where companies can grow and thrive in the state's unique tax and opportunity climate. In collaboration with policy makers,

stakeholders and business leaders, he is working to update and modernize the state's broad infrastructure of community and economic stakeholders into a more strategic and meaningful network that will be critical to sustaining and growing New Hampshire's economy.



**Reserve before Friday, December 13, 2019, for the EARLY BIRD DISCOUNT:**  
**\$85 per person, \$680 for a table of eight, \$850 for a table of ten**

**After December 13, 2019:**  
**\$95 per person, \$760 for a table of eight, \$950 for a table of ten**

**Sponsorship opportunities are available! See pages 12-13 for sponsorship information. To make a reservation, call (603) 352-1303 or register online at [www.keenechamber.com](http://www.keenechamber.com).**



## 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](mailto:info@keenechamber.com) with Business of the Year Nomination in the subject line.



**The Greater Keene Chamber of Commerce supports the health of our business community and members who work within the greater Monadnock region.**

*We invite you to join us.*



We are Jarvis and Marcia Coffin and we own The Hancock Inn. Businesses like ours put the "greater" into the Greater Keene Chamber of Commerce. The Chamber helps keep us connected with other businesses and communities working throughout the Monadnock Region. Help the Greater Keene Chamber be even greater by joining today!

*Find out how much being a member of the Chamber can do for you and your business today!*

(603) 352-1303  
www.keenechamber.com  
48 Central Square, Keene, NH

## 2019 Membership Campaign

With the help of Monadnock Broadcasting Group, the Keene Sentinel, GKCC Membership Committee and 15 Chamber members, the Chamber has embarked on a full-blown media campaign to attract new members. Have you heard or seen any of our ads? Thanks to the following organizations for participating:

Advicoach of New Hampshire, **Wink Faulkner**  
Beeze Tees Screen Printing, **Tim Pipp**  
CC&D's Kitchen Market, **Denise Meadows**  
City of Keene, **Elizabeth Dragon**  
Colonial Theatre, **Alec Doyle**  
Galloway Real Estate, **Cindy Westover**  
Hancock Inn and Market, **Jarvis and Marcia Coffin**  
Hannah Grimes Center, **Shannon Hundley**  
The Insurance Source, **Cheryl Belair**  
The Keene Sentinel, **Michael Breshears**  
Keene State College, **Melinda Treadwell**  
Luca's Mediterranean Café, **Luca Paris**  
Better Homes and Gardens, the Masiello Group, **Bill Hutwelker**  
Monadnock Broadcasting Group, **Paul Kelley**  
Savings Bank of Walpole, **Mark Bodin**  
Syd's Carpet and Snooze Room, **John Croteau**

To hear featured radio spots, visit [www.keenechamber.com](http://www.keenechamber.com)!

## Welcome New Board Members!

The Chamber announced its new Board of Directors as of October 1, 2019. **Stephen Bianco** (Savings Bank of Walpole) will serve as Board Chair. In addition to the Board Chair, the Executive Board includes the following business leaders: Immediate Past Chair: **Adam Kossayda** (Bragdon, Baron & Kossayda); Incoming Chair: **Kemal Atkins** (Keene State College); Secretary: **Sue Silver** (Mascoma Savings Bank); Treasurer: **Mark Fryberger** (C&S Wholesale Grocers); Vice Chairs: **Jarvis Coffin** (Hancock Inn and Market); **Rebecca Landry** (City of Keene); **Amy Wright** (Keene Housing); and **Wink Faulkner** (AdviCoach of New Hampshire).

The Chamber is pleased to welcome the following new Directors: **Matthew Barone** (Cheshire Medical Center); **Lucia Bergeron** (Bergeron Construction); and **Peter Hansel** (Filtrine Manufacturing).

Returning Directors are **Tom Minkler** (Clark-Mortenson Insurance), **Emily Hall Warren** (W.S. Badger Company), **Michael Breshears** (Keene Sentinel), **Chris Coates** (Cheshire County), **Alec Doyle** (The Colonial Theatre), **Lisa Nugent** (People's United Bank), **Cindy Westover** (Galloway Real Estate), **Bill James** (RiverMead), **Jamie Trowbridge** (Yankee Publishing), **Tim Pipp** (Beeze Tees), **Paul Kelley** (The Monadnock Broadcasting Group), and **Nikki Sauber** (Monadnock United Way).

## November B2B

### Sensible Business Rules When Thinking About Your Intellectual Property



**Friday, November 8th, 2019**

Noon to 1 pm • GKCC Conference Room

Cost: \$5 for members, \$15 for not-yet-members

Your company's intellectual property -- whether patents, your brand, trade secrets or just employee know-how -- may be more valuable than your physical assets. In this B2B Lunch workshop, led by **Damian Wasserbauer** from Wasserbauer Intellectual Property Law PLLC, learn sensible actions a business can take to establish basic policies and procedures for IP protection.

The World Intellectual Property Organization's (WIPO's) formal definition of IP is creations of the mind — inventions, literary and artistic works, symbols, names, images and designs used in commerce. You'll learn where to find information and public resources available to make good IP decisions.

To register call the GKCC at (603) 352-1303 or email Nancy Bishop at [nbishop@keenechamber.com](mailto:nbishop@keenechamber.com).

## November Business AFTER Hours

### NBT Bank

210 West Street at the Colony Mill, Keene

Wednesday, November 20, 2019

5:30 – 7:00 PM

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



You're invited to join us at Business After hours hosted by NBT Bank at their new and upgraded office located at the Colony Mill, with three floors to explore. Enjoy appetizers provided by CC&D's Kitchen while networking and socializing with your friends and neighbors from the business community.

Be sure to bring your business card to be entered a raffle! We look forward to seeing you there!

## December Business AFTER Hours

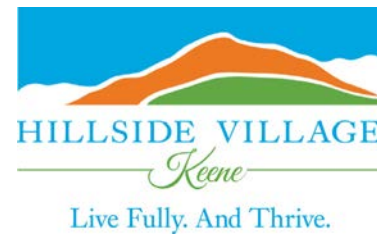
### Hillside Village

95 Wyman Road, Keene

Wednesday, December 18, 2019

5:30 – 7:00 PM

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



You are invited to join us at the December Business After Hours hosted by Hillside Village Keene in their Community Center.

Come and learn firsthand about the exciting lifestyle that Hillside Village offers Seniors age 62 and better. Hillside Village Keene is a welcoming community created for purposeful living, intellectual and social stimulation, and lasting peace of mind. Enjoy hors d'oeuvres prepared by our talented Culinary Team and enter a raffle to win a catered Luncheon meeting for 20 people in Hillside's fabulous meeting room.

Parking is available on both sides of Wyman Road. Business After Hours will be held in the Kimball B. Temple Performing Arts Center. Tours of the Community Center, model apartment and the Prospect Woodward Health Center will run between 5:30 and 6:15PM. Be sure to bring your business card to be entered into the raffle! We look forward to seeing you!

### *Please RSVP to the GKCC:*

- Online at [keenechamber.com](http://keenechamber.com)
- Call (603) 352-1303
- Email [info@keenechamber.com](mailto: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

## Cheshire Medical Center (CMC)

recently welcomed several new staff members.

**David Pinegar, DPM** has joined the Podiatry Department. Prior to joining CMC, he worked at Canton-Potsdam Hospital where he served as a surgical podiatrist. He is thoroughly trained in comprehensive forefoot, rearfoot, and ankle surgery, in addition to all surgical/non-surgical aspects of foot and ankle care. Dr. Pinegar is certified by the American Board of Foot and Ankle Surgery. He completed his residency in Podiatric Surgery at St. Luke's University Hospital and Health Network in Allentown, Pennsylvania and he holds a Doctor of Podiatric Medicine from Des Moines University College of Podiatric Medicine and Surgery.



The Podiatry Department treats patients with postural and/or foot abnormalities, short- and long-term conditions of the skin and musculoskeletal system, and sports-related injuries to the foot and leg offering both surgical and non-surgical options for patients.



Anna Blanc, PA-C



Emily Rosenberg, MD

**Anna Blanc, PA-C**, and **Emily Rosenberg, MD** have joined the Department of Family Medicine. Blanc is a board-certified Physician Assistant. She has a Master of Physician Assistant Studies from Franklin Pierce University in West Lebanon, New Hampshire. Dr. Rosenberg completed her Doctor of Medicine from University of Vermont College of Medicine in Burlington, Vermont and her residency at University of South

Florida/Morton Plant Mease Health Care in Clearwater, Florida. Prior to joining Cheshire, she worked at the Family Health Center of Worcester as a Faculty Physician.

At Cheshire Medical Center, each Family Medicine patient is assigned a primary care provider who leads the team in caring for him or her. This provider may be a physician or a nurse practitioner. In Cheshire's Medical Home team-based care model, several highly specialized providers and healthcare professionals work together to provide the right level of care for each patient. As a family physician, Dr. Rosenberg provides primary care to individuals of all ages, with an emphasis on preventive medicine and comprehensive patient care. She guides patients to maintain wellness by focusing on preventive treatments and helps those with chronic conditions understand and manage their illnesses to reduce symptoms.

**Aalok Khole, MD** has joined the Infectious Disease Department. Dr. Khole completed his fellowship in Infectious Diseases at University of Massachusetts Medical Center in Worcester, Massachusetts. He holds a Bachelor of Medicine, Bachelor of Surgery from Seth G.S. Medical College and King Edward Memorial Hospital in Mumbai, India and completed his residency and chief residency in Internal Medicine at Saint Vincent Hospital in Worcester, Massachusetts. His areas of interest include general infectious diseases, antimicrobial stewardship and outpatient parenteral antibiotic therapy management (OPAT).



Cheshire's Infectious Disease team offers caring and thorough evaluation, treatment, and management of patients presenting with a wide array of infections including endocarditis, bone and joint infections, hepatitis, skin and soft tissue disorders, and other systemic infectious illnesses.

**John Nesbitt, MD** has joined the Emergency Department. Dr. Nesbitt completed a Master of Science in Geography from the University of British Columbia and a Doctor of Medicine from the University of Vermont, College of Medicine in Burlington. He completed his residency in Emergency Medicine at Hartford Hospital through the University of Connecticut.



The Cheshire Medical Center Emergency Department (ED) provides continuous emergency care, round the clock, 365 days a year. The state-of-the-art ED includes private, universal treatment rooms, triage rooms, telemedicine, and dedicated Behavioral Health space designed to meet these patients' unique needs until appropriate treatment or placement becomes available.

[www.cheshire-med.com](http://www.cheshire-med.com)

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Shoppers at the **Monadnock Food Co-op** collectively donated \$3,753 to the Northeast Organic Farming Association of New Hampshire (NOFA-NH). The Monadnock Food Co-op held a month-long Round It Up Donation Drive during September to support the NOFA-NH's 2020 Farm Share Program. Customers rounded up their purchases to donate their change to support this organization.

NOFA-NH's Farm Share Program provides funds for limited-income individuals and families to purchase certified organic Community Supported Agriculture (CSA) shares, also known as farm shares, at a discounted rate. The program has partnered with 11 certified organic farms to reach over 135 low-income individuals since 2017.

During the Co-op's last fiscal year, the Round It Up program raised over \$36,700 and supported seven non-profits.

Since 2013, Keene has embraced the Monadnock Food Co-op and made it a success. The demand for the co-op's healthy and wholesome foods and products has grown steadily, prompting the Board and management to pursue expanding the current building. The co-op recently launched a Member-Owner Loan Campaign to allow eligible Member-Owners to help finance this expansion and invest in their community at the same time.

Consumer cooperatives around the country use Loan Campaigns to generate capital for projects, while simultaneously offering their Member-Owners a chance to invest their money in a local business dedicated to serving the community.

The Co-op aims to raise \$1,500,000 through loans from its Member-Owners, through October 15, 2019. These are not considered donations as the loans are taxable investments, structured to generate financial gain for the Member-Owners who choose to invest. However, these investments are not backed by the FDIC or any other governmental authority and have certain investment risks.

The money loaned to the co-op will help finance the purchase of equipment, inventory, and cover a portion of the expansion expenses within the building. The campaign is open only to Member-Owners of the Monadnock Food Co-op who are in good standing and bona fide residents of New Hampshire.

[www.monadnockfood.coop](http://www.monadnockfood.coop)

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**Monadnock Humane Society (MHS)** is sponsoring a dog lovers' adventure in the Cotswolds, created and offered by Travel Fever Tours, LLC of Putney, VT. The trip is scheduled for June 2-9, 2020. The trip is designed for dog lovers to visit one of the loveliest parts of England. As part of the itinerary, participants will receive a private introduction to sheep dog handling from one of the leading sheep dog trainers in the UK. The group will also attend sheep dog

trials and visit dog breeders and animal shelters. And when not obsessing about all things dog, there will be visits to fine English estates and gardens as well as visits to a few pubs for dinner and perhaps live music in the evening.

The group size will be a maximum of twelve. Monadnock Humane Society will be the beneficiary of a percentage of the proceeds. For more information regarding trip logistics, pricing, inclusions, etc. please visit the Travel Fever Tours website:

[www.travelfevertours.com/dogs](http://www.travelfevertours.com/dogs)

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Monadnock Humane Society (MHS) has received two grants totaling \$9,000 - one from C&S Wholesale Grocers of Keene, NH in support of a one-day low-cost feline spay/neuter clinics and to help defray the costs of transportation of cats from areas of overpopulation, the other from the ASPCA (American Society for the Prevention of Cruelty to Animals) to fund a second low-cost feline spay/neuter clinic. MHS will be partnering with both Keene Housing Authority and the Southwest Community Services to offer the feline spay/neuter clinics to their residents (note that the clinics will be open to others in the community as well).

Kathy Collinworth, Executive Director, said that "these gifts will directly support the Monadnock region, and this specific funding will help provide a vital resource to people in the community as they care for their animals." Both of the feline spay/neuter clinics are offered to those in our community who are not able to afford this critical surgery for their cats. "We see this as another opportunity to live by our mission - to strengthen the animal-human bond by promoting and providing for the well-being of animals." She attributes the fact that over-population of cats in our region is no longer a problem because of these clinics.

Emily Kerylow, MHS Shelter Operations Director, is pleased to have the financial assistance for a cat transport from another

part of the country. "We've been fortunate in the northeast to have stemmed the tide of pet overpopulation, but there are so many homeless animals in other areas. I'm thankful we have the resources to bring those pets to our region where people really want to adopt, and to have this important support to help us do it."

The two feline spay-neuter clinics will be held - the first on December 19, 2019 and one in spring of 2020 (date to be announced). Limited appointments are available to applicants who demonstrate financial need. For more information on how to apply, please contact Emily Kerylow at 352.9011, ext 203.

[www.monadnockhumanesociety.org](http://www.monadnockhumanesociety.org)

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Representatives of the Active Business Connectors (ABC) Chapter of BNI recently presented **American House Keene** with a garden bench in appreciation for hosting their weekly business networking meetings. The bench, which will be enjoyed by American House Keene residents, was accepted by **Bonnie Moore**, Director of Community Relations.

[www.americanhouse.com/keene](http://www.americanhouse.com/keene)



*ABC Chapter of BNI, President, Janet Penfield; Vice President, Clifford Pafford, and Secretary/Treasurer, Betty Andrews (Betty Andrews Writing Services), Bonnie Moore, American House)*

# Member News

MoCo Arts named **Niko McPherson** as the recipient of the 2019 Arts for Life Scholarship – a scholarship fund established to honor long-time MoCo Arts board member, **Maich Gardner**. McPherson has been part of the MoCo family for several years, and currently participates in both the dance and the theatre programs. The scholarship will help cover the cost of his tuition for classes at MoCo during the 2019/2020 school year.

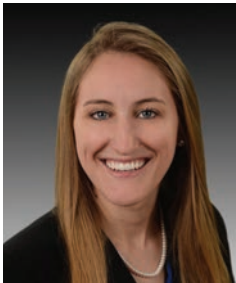
“MoCo is a safe haven from the rest of the world, a place where I can truly be myself and express myself through the arts,” said Niko McPherson, now a senior at Keene High School. “It was at MoCo that I was able to discover my passion for live theater and dance, a passion that I hope to continue into the future. This scholarship allows me to pursue this at a time where it might not have been so easy, and I am extremely grateful to **Maich, Ed, Reagan [Messer], Marty [Hennum], and Danielle [Fitzpatrick]** for making this possible.”

[www.moco.org](http://www.moco.org)

**Savings Bank of Walpole** announced that New Hampshire Housing Finance Authority (NHHFA) recently chose **Sarah Rosley**, Mortgage Loan Officer (NMLS #1722915) for Savings Bank of Walpole, to participate in their Homeownership Fellowship Program.

The New Hampshire Housing Homeownership Fellowship offers mortgage

professionals an interactive and educational opportunity to explore the issues and challenges of the mortgage finance system. Each year, up to 10 individuals are selected through a competitive application process to participate in this unique program.



“This is an important program and we’re proud that Sarah was selected to join this exclusive group,” says **Mark Bodin**, President for Savings Bank of Walpole. “As a Homeownership Fellow, Sarah will be examining the bigger picture of housing in the state and garnering additional knowledge about affordable lending and housing policies. Her enhanced understanding of these policies will be useful in helping the Bank to potentially augment our existing mortgage lending products.”

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Savings Bank of Walpole was once again ranked as one of the 85 Best Banks to Work for in the United States in 2019 by the American Bankers Association (ABA), who recently announced the results of their seventh annual competition. This marks the third year in a row that SBW has been included on ABA’s “Best Banks” list and the Bank is the only bank in New Hampshire to be ranked.

[www.walpolebank.com](http://www.walpolebank.com)

The regional accounting firms of **Nathan Wechsler & Company, PA** and **Thomas S. Bates, CPA, PC** have merged. The merged practices will retain the name Nathan Wechsler & Company, PA. The Thomas S. Bates, CPA office will move into Nathan Wechsler’s Keene location.

“I have a great deal of respect for the practice that Tom built over the years. The firm’s strong ethical foundation, quality work, and loyal clients make them a fantastic fit for Nathan Wechsler,” said **Oreste “Rusty” Mosca**, Managing Director of Nathan Wechsler & Company, PA. “Our decision to merge was based on a variety of factors, not the least of which is our firms’ similar service philosophies. Combining our resources and knowledge base is a tremendous win for our clients and professionals, alike.”

“We view this merger as the first step to continued success,” said **Tom Bates**,

CPA, founder of Thomas S. Bates, CPA. “Our main goal as a firm is to provide exceptional client service. Collectively, we believe this move enhances our ability to provide efficient, timely, and accurate services and guidance.” Founded by Tom Bates, Thomas S. Bates, CPA is a full-service accounting firm located in the Monadnock Region of southwestern New Hampshire. The firm serves individuals and businesses in and around Keene, New Hampshire and provides forensic accounting and fraud examination services.

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Nathan Wechsler & Company, PA also announced several additions to staff. **Ryan Sosnak** joined the firm as an associate. He will perform a variety of work for clients, including accounting, auditing, compliance, financial statement preparation, tax return preparation, and special projects.

A graduate of the University of New Hampshire’s Peter T. Paul College of Business and Economics, Sosnak holds a Master of Science in Accounting, a Bachelor of Science in Business Administration with a concentration in Accounting, and a Bachelor of Science in Business Administration with a concentration in Finance. As a member of the UNH football team, he was awarded the Jack French Unsung Hero Award.

**Viola Tebah** has joined the firm as a senior. She will perform a variety of work for clients, including accounting, compliance, financial statement preparation, income tax return preparation, and special projects. She specializes in business taxation, individual taxation, and nonprofit tax reporting.

Currently in pursuit of a Master of Science in Taxation degree from Southern New Hampshire University, Tebah expects to graduate in 2021. She already holds a Bachelor of Science in Accounting from Coppin State University. She is

the founder of the Tebah Educational Initiative Organization, which is an initiative that supports students in developing countries through mentorship programs, scholarship opportunities, and more. Tebah is currently affiliated with Sigma Beta Delta and the National Society of Leadership and Success. She has a history of serving as a motivational speaker, educator, business consultant, and humanitarian.

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The firm announced the promotions of eight team members. **Brett McConn** and **Toni Mitrano** have been promoted to senior. **Kayla Tanguay, CPA**, and **Ashley Kinville, CPA**, step into the role of supervising senior. **Josh Parker** will serve as a manager. **Jameson Meschino, CPA**, **Matt Nadeau, CPA, CVA, CFE**, and **Melissa Biron, CPA** take on the role of senior manager.

[www.nathanwechsler.com](http://www.nathanwechsler.com)

**Masiello Employment Services** announced that **Andrea Smart** has earned the American Staffing Association's Certified Staffing Professional Certification (ASA CSP).



All members of Masiello's Staffing team have earned and maintain the ASA CSP credentials. When you partner with Masiello Employment, you are partnering

with a professional team that has the knowledge and expertise to work with both employees and clients in compliance with federal and state laws and regulations. Requiring and supporting their staff to be ASA CSP certified is a part of their commitment to providing the best service possible to their clients, employees, and candidates. Participating in continuing education ensures the Masiello Employment team always has the most current knowledge regarding all employment issues that can impact the clients they serve.

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Masiello Employment Services recently welcomed **Gretchen Krug** to their team as staffing coordinator. A NH native, Krug is currently seeking her bachelor's in Human Resources Management. Formerly a combat medic for the US Army and now in Veteran status, Krug decided to shift her professional focus from helping people in the field, to helping people take control of their careers.



[www.masemp.com](http://www.masemp.com)

The **Keene SwampBats** have named **Megan Gage** as their new Director of Operations. Gage assumes the role from **Sara Pelkey** who was the Operations Director for five years. Gage worked for C&S Wholesalers for eleven years in various departments providing relationship management, business development, and project management services. She resides in Marlborough with her fiancé, Rob Miner, and their three children.



"We are excited to continue to have strong leadership in our operations role. Megan was able to work alongside Sara and the board of directors this past season and will now assume all operations tasks and responsibilities. Her previous background and work at C&S and strong connections in this community make her a great fit for our operations director," said **Kevin Watterson**, President of the Keene SwampBats. "Sara brought many things to our organization during her tenure as our Operations Director, we thank her for all her great work and wish her the best of luck in her new endeavors."

"I am very excited to be a part of the SwampBats family. I am incredibly impressed with the heart of the board, volunteers, and community for this organization. It was a very exciting season to onboard with the team as NECBL Champions! I look forward to continuing to lead their operations and grow our relationships on and off the field," stated Gage.

The Keene SwampBats were founded in 1997 as part of the NECBL collegiate wooden bat league. The SwampBats have won the league Vincent Fay Cup in 2000, 2003, 2011, 2013 and 2019.

[www.swampbats.com](http://www.swampbats.com)

**Savings Bank of Walpole** recently became a founding sponsor of **The Local Crowd (TLC) Monadnock's** Pay-It-Forward Fund.

The Pay-It-Forward fund will empower TLC Monadnock to provide extra support and resources to crowdfunding campaigns aligned with the program's 2019 community priorities. These priorities include recruiting campaigns connected to affordable housing, farms & food, living wage jobs & equity and amplifying campaigns led by low-income individuals.

While these campaign teams may be rich in social capital, TLC Monadnock will provide access to additional resources such as business consultants, videographers,

# Member News

social media marketers and other people who can contribute to the success of these crowdfunding campaigns. TLC Monadnock will identify each campaign team's specific needs through a pre-assessment survey and provide extra resources to fill in the team's most critical gaps.

"Savings Bank of Walpole is honored to be a founding sponsor for the TLC Monadnock Pay-it-Forward campaign," said **Mark Bodin**, President of Savings Bank of Walpole. "It's great to see the different initiatives being developed in our community and the collaboration of resources being used to make it happen."

[www.tlcmonadnock.com](http://www.tlcmonadnock.com)

People's United Community Foundation (PUCF), the philanthropic arm of **People's United Bank, N.A.**, announced that it awarded \$78,000 to New Hampshire non-profits during its most recent grant cycle.

This cycles' grants were focused on addressing a wide variety of needs across the State of New Hampshire. Funding was allocated to 13 non-profit programs and services that range from efforts to end homelessness, creating and increasing opportunities for students to pursue higher education and gain access to job training, in addition to increasing food security and supporting small business initiatives.

In total, People's United Community Foundation awarded \$973,000 during its second grant cycle of 2019 to 179 organizations throughout the communities it serves in Connecticut, New York, Massachusetts, Vermont, New Hampshire and Maine. The grants were disseminated in alignment with the foundations' three areas of focus, including 45 percent to community and economic development, 42 percent to youth development, and 13 percent to affordable housing initiatives.

For a detailed list of organizations that People's United Community Foundation supported during the second grant cycle of 2019, visit [www.peoples.com/foundations](http://www.peoples.com/foundations).



## — REGIONAL ISSUES SERIES —

# SHIFTING THE WORKFORCE SOURCING PARADIGM

Establishing Creative Strategic Partnerships



**Wednesday, November 6, 2019**

**Keene State College Alumni Center • 8:00 - 10:00 am**

Presenters and panelists include representatives from: C&S Wholesale Grocers, Clark-Mortenson Insurance, Franklin Pierce University, Keene State College, Masiello Employment, NH Dept. of Employment Security, River Valley Community College, SAU-29, and SAU-93

The subject of "workforce" comes up in the Monadnock Region nearly every day, as it does throughout the state, and around the country. Some of the challenges we all face are rooted in demographics – "older" workers are retiring with fewer students in the pipeline to replace them. Work is more automated than in the past, eliminating certain types of jobs while developing skills that match the needs of the 21st century. The good news is that there are programs and partnerships emerging in our region that help address our workforce challenges. This forum will feature some of those stories.

Join us to learn about things you can do to meet your workforce needs, and what resources are available. You'll hear from both workforce "consumers" (employers) and workforce "producers" (educators). A great opportunity to learn and share. Ask good questions. We'll all learn something.

Suggested Donation of \$5 at the Door. Register at [www.keenechamber.com](http://www.keenechamber.com) or call the Greater Keene Chamber of Commerce at 603-352-1303.

*Please note that this public program may be videotaped for GKCC use.*

Thanks to  
Masiello Employment  
*for hosting our September  
Business After Hours!*



Photos by  
Scott Hussey  
Photography

**HOWARD PRINTING**

I n c o r p o r a t e d

We wish you and yours  
a wonderful Thanksgiving  
and Holiday season!

With much appreciation from  
all of us at Howard Printing!

802-254-3550 • Brattleboro, Vermont  
[HowardPrintingInc.com](http://HowardPrintingInc.com)

## New Members



Northern Basement Systems is the leading basement waterproofing, crawl space moisture control, and foundation repair contractor in Vermont and New Hampshire, specializing in warranted repairs and upgrades for foundations and below-grade spaces of all types. They provide fast, effective results and their products have been successfully installed in hundreds of thousands of homes worldwide.

Northern Basement Systems is accredited with the Better Business Bureau and maintain a consistent A+ rating. They offer quality basement & foundation work while providing outstanding service to each customer. They are proud to be the exclusive Basement Systems and Supportworks dealer for Vermont and New Hampshire, delivering expert solutions and continued service to their valued customers.

Northern Basement Systems provides free, no-obligation quotes for all homeowners in their service area who are interested in knowing more about how Northern Basement Systems can help repair or upgrade their home.



Northern Basement Systems  
358 Gallison Hill Rd, Montpelier VT  
1-855-DRY-TIME  
[www.northernnefoundations.com](http://www.northernnefoundations.com)



Motivate Gym, located at 180 Emerald Street, Suite 202 is a great place to start working out!

Owner **Jessica Pipp** offers personalized fitness and group training for a maximum of five people at a time. Pipp said, "I went through many ups and downs in my life and realized that fitness and putting in time for yourself is the number one priority and I wanted to make other women feel good about themselves."

At Motivate there are no expectations and you don't need to have any previous experience. Pipp said, "I'm looking for people who have zero to little fitness experience, people who dislike overcrowded gyms, or who feel judged in big crowds. This is a place you can feel comfortable about yourself and your body and feel great inside and out!"

Pipp focuses on individuals who need someone to hold them accountable, want a workout plan designed to their personal goals, and think they don't have time to work out (she will work with your schedule).



Motivate is child friendly and offerings include:

- 1 personal 1-hour training session for \$20
- 3 personal 1-hour training sessions for \$49
- 3 personal 1-hour sessions/week for 1 month for \$175

Ask about the "bring a friend" and group pricing promotions.

Motivate  
180 Emerald Street, Keene  
(916) 792-3484  
[www.motivategym.com](http://www.motivategym.com)

## More New Members!

**Jack Daniels Motor Inn**  
80 Concord Street, Peterborough NH  
(603) 924-7548  
[www.jackdanielsinn.com](http://www.jackdanielsinn.com)

**Monadnock Cooling Systems, Inc.**  
23 Emerald Street, Peterborough NH  
(603) 924-2513  
[www.monadnockcooling.com](http://www.monadnockcooling.com)

**Tree Free Greetings**  
3 Krif Court, Keene NH  
(866) 873-3373  
[www.tree-free.com](http://www.tree-free.com)

**Edward Jones – Scot Ward**  
108 Main Street, Keene NH  
(603) 352-9404

**Brown Computer Solutions**  
148 Key Road, Keene NH  
(877) 447-9663  
[www.nhmacs.com](http://www.nhmacs.com)

**Shae Sterrett, LLC**  
(603) 831-3238  
[www.shaesterrett.com](http://www.shaesterrett.com)

**Lee Davis and Company**  
836 Old Country Road South, Franconstown NH  
(603) 803-1422  
[www.leedavisandcompany.com](http://www.leedavisandcompany.com)

**Davis Oil**  
559 Main Street, Keene NH  
(603) 352-1306  
[www.davisoilkeene.com](http://www.davisoilkeene.com)

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Free Online Banking and Bill Pay	✓	✓
Free Mobile Banking with Mobile Deposit	✓	✓
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Monthly Account Fee		\$10*
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\*With Flex Business Checking, you get a monthly Earnings Credit that may be used to offset Account Fee, Statement Fee, and/or fees for any flexible services you choose.



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# Annual Gala 2020

## Thursday, January 9, 2020

**Keynote Speaker:** Taylor Caswell, Commissioner,  
NH Dept of Business & Economic Affairs

*Support the Chamber by being a sponsor at this signature event!*

### Sponsorship Opportunities

What You Get	Platinum \$7500	Gold \$5000	Silver \$2500	Bronze \$1500
Recognition as a business community leader at the largest regional business event of the year!	★	★	★	★
4-color ad in the <i>2019 Report to Members and the Community</i> (\$750-\$1900 value, <u>available to Gala Sponsors only</u> )	Inside Front Cover	Inside Back Cover	Inside Full Page	Inside Half Page
Logo on GKCC website's Gala event page (\$175 value)	★	★	★	★
Full Page Ad in the Outlook Newsletter (\$200 Value)	★	★		
Day of Event Publicity: Logo on Table Signage	★			
Banner Displayed at Event	★	★		
Logo in Program, Power Point, Verbal Mention	★	★	★	★
Priority Seating	★	★	★	★
Seats Included with Sponsorship (\$95 value per seat)	10 (table)	8	4	2

*Be the first to congratulate the 2019*  
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☐ Check Enclosed

Please mail, fax to (603) 358-5341, or scan and email this form to [dhathaway@keenechamber.com](mailto:dhathaway@keenechamber.com).

## Thank You Renewing Members!

The following members renewed their GKCC membership in August and September 2019:

Aldworth Manor

Arcomm Communications Corporation

Beaulac Law, PLLC

Boy Scouts of America, Daniel Webster Council

Communicators! Group

Community Finance, LLC

Connor Business Resources

Crotched Mountain Rehabilitation Center

Discover Europe

Granite Gorge Ski Area

Keene Confections

Keene Elm City Rotary Club

Keene Santa Claus

Keene Toastmasters

Monadnock Conservancy

Montshire Pediatric Dentistry

New Hampshire Public Radio

New Hampshire Public Television

NH Oil Undercoating Inc.

Perry Family Dental Care

Sending Sunshine

Sterling Design & Communications

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415 Marlboro Street, Keene NH  
**(603) 352-7112**  
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# Member Events

## Country Life Restaurant

November Cooking Class:  
Delicious Diabetic-Friendly Recipes

**Sunday, November 3, 5:00 pm - 6:30 pm**  
**Keene Seventh-day Adventist Church, 42 Forbush Lane, Swanzey, NH**

Come celebrate Diabetes Awareness Month and learn to prepare delicious and healthy foods to help you maintain your ideal weight and blood sugar levels. **Sarah Jane Victor** will prepare and share four recipes. Sample the finished products at the end of class. Come early for a free finger-prick test of your blood sugar. Attendance limited to 75. Class is free. For more information, visit:

<https://countryliferestaurant.com/events/2019/11/3/november-cooking-class-delicious-diabetic-friendly-recipes>

December Cooking Class:  
Vegan Mexican Cuisine

**Sunday, December 8, 5:00 pm - 6:30 pm**  
**Keene Seventh-day Adventist Church, 42 Forbush Lane, Swanzey, NH**

Join instructor Scott Christiansen as he prepares vegan dishes with a Mexican flair including Potato-stuffed Chili Relleno, Grilled Vegetable Enchiladas, Mexican Rice, Refried Beans and home-made Flour Tortillas. Everyone who attends gets to eat a full Mexican meal. Class is free.

Scott Christiansen learned to cook at his mother's knee in the melting pot of Southern California, where Arabic, Chinese, Italian, and Indian recipes regularly appeared on the menu, but where Mexican food was a daily staple. For more information, visit:

<https://countryliferestaurant.com/events/2019/12/8/december-cooking-class-veganmexicancuisine>

Both classes are jointly sponsored by Country Life Vegan Restaurant and the Keene, NH Seventh-day Adventist Church, as part of their ongoing series of classes about improving health. Classes will be held at Keene Seventh-day Adventist Church, 42 Forbush Lane, Swanzey, NH.

Pre-registration is required for both classes:

<https://www.eventbrite.com/e/delicious-diabetic-friendly-recipes-tickets-6730732702>

<https://www.eventbrite.com/e/vegetarian-mexican-cuisine-cooking-class-tickets-74873120519>

Register through the links above, call Lewis LaClair at (603) 381-2541 or email [llaclair@advancedrisk.com](mailto:llaclair@advancedrisk.com).

## Kiwanis Club of Keene Annual Tree Lighting Celebration

**Friday, November 29, 2019 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 family-friendly festivities -- listen to live music and join in the caroling, visit with Santa & Mrs. Claus, and enjoy hot cocoa and cookies. For more information e-mail: [contact@keenekiwanis.org](mailto:contact@keenekiwanis.org) or visit: [keenekiwanis.org](http://keenekiwanis.org)



*The GKCC donated a portion of the proceeds from their September Sweeps Raffle to the Salvation Army in Keene. Phyllis Custer, GKCC staff, (right) presents a check for \$500 to Lt. Nick Senak of the Salvation Army.*



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*for hosting our October  
Business After Hours!*

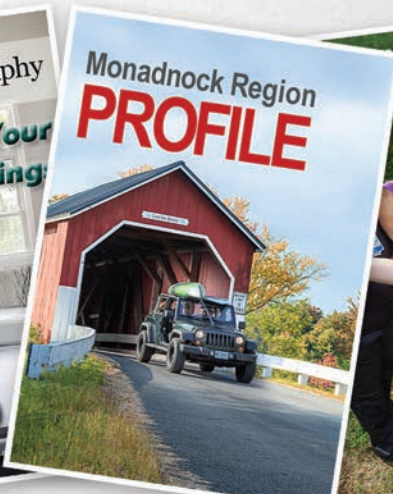


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