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## 2020 Annual Gala Congratulations!

### Windsor Brooks Business of the Year: Bensonwood and Unity Homes



Tedd Benson, Bensonwood  
CEO and wife Christine



Peter Poanessa

### President's Award: Walldogs/The Magical History Tour



Mike Chelstowski & Family

### Citizen of the Year/ Community Service Award: Mike Chelstowski

For more photos from the 2020 Gala, [click here!](#)

Photos by Scott Hussey Photography

## 18TH ANNUAL KEENE ICE & SNOW FESTIVAL

Saturday, February 1, 2020

Downtown Keene, Railroad Square & Central Square

10 am to 4 pm



A day of fun for the whole family! Enjoy carved ice blocks coming to life, snow sculpting, s'more making, face painting, train riding, shopping, & so much more!

Follow us on Facebook at Keene Ice & Snow Festival

# Member **Spotlight**



*The AdviCoach Rapid Impact Strategies process is utilized with input from the business owner to address specific business challenges, resulting in effective business growth and increased profits. With strategy, hard work, and a comprehensive business plan, your business goals will soon become a reality.*

AdviCoach of New Hampshire is a franchisee of AdviCoach based in Southbury, CT, a nationwide network of experienced business coaches who support and educate one another. The AdviCoach team includes former senior executives from Staples and Siemens, as well as serial entrepreneurs who have gone through the experience of building a business from a telephone and a table into a thriving company.

Through interactive business coaching sessions, Advicoach coaches work with business owners to resolve the issues that could be preventing increased sales, quality team participation or consistent business pipeline referrals.

They specialize in working with business start-ups and small companies up to \$30 million in revenue. They also work with business owners on exit planning to maximize the value of their operation when they decide to leave. For family owned businesses, they work closely with all of the family members to establish a smooth transition from one member to another or from one generation to the next.



Business solutions are customized to address the fundamental parts of each client's unique business problems. Once personal goals of the business owner are established, a One Page Strategic Plan for the business that meshes with those long-term personal goals is developed.

**Specialties include:**

- o Business and strategic planning
- o Marketing and communications
- o Financial management
- o Exit planning
- o Team Building and Leadership
- o Product development and marketing
- o Time Management
- o Sales training
- o Human resources recruiting/retention
- o Employee coaching
- o Operations support/process improvement

Advicoach especially enjoys working with not-for-profits, where the time, energy and resources of volunteers are unleashed and then funneled toward the benefit of the clients of the not-for-profit. Many of these volunteers have not been exposed to the tools and skills that are used in the for-profit world, but which work just as well in the not-for-profit realm. The opportunity to help others improve their own skills for the benefit of the community is especially rewarding.

For more information, contact **Wink Faulkner**, Advicoach of New Hampshire, at (603) 499-5458 or [wfaulkner@advicoach.com](mailto:wfaulkner@advicoach.com), or visit [www.advicoach.com](http://www.advicoach.com).

Want your business in the Spotlight?  
Contact Christine Hadlow at [chadlow@keenechamber.com](mailto:chadlow@keenechamber.com) and reserve your spot!

Please note! There will be NO Business After Hours in January.

## February Business AFTER Hours

### League of NH Craftsmen – Keene

41 Central Square, Keene

Wednesday, February 19, 2020

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 the League of New Hampshire Craftsmen --Keene Fine Craft Gallery, and co-hosted by Lee Davis & Company. You'll experience an eclectic collection of jewelry, ceramics, paintings, photography, glassware, home decor, and more. Enjoy light appetizers provided by Yahso Jamaican Grille, 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!

#### Please RSVP to the GKCC:

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



## Thank You to our Gala Sponsors!

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### PROGRAM

Crotched Mountain

Fenton Family Dealerships

The Keene Sentinel

# Member News

Shoppers at the **Monadnock Food Co-op** collectively donated over \$3,835 to the Keene Serenity Center, during the Co-op's month-long Round It Up Donation Drive during November. Customers were able to round up their purchases to donate their change to support this local organization.

The funds raised during this donation drive will go towards Keene Serenity Centers Recipe for Recovery Program. The Keene Serenity's Recipe for Recovery Program will offer workshops that bring people in long-term recovery together with people new to the recovery process to learn healthy eating habits as they share a community meal. These workshops will include mastering the basics of budgeting, planning, shopping, and preparing healthy foods.

"The decision by the co-op to support our work is ground-breaking for the recovery community and the community at large," said **Jocelyn Goldblatt** of the Serenity Center. "The final stages of recovery involve integration into the larger community, and that simply cannot be done without the support of the community. When highly respected organizations like the co-op show their support, it has long-lasting and immeasurable impact. Thank you for giving our community members an opportunity to contribute to solutions."

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

The Monadnock Food Co-op announced that **Leanne Horvath** is their new Finance Manager. Harvath relocated from California, where she worked as a Financial Controller as well as the owner of her own accounting business.



"We are extremely grateful to bring Leanne onto our team as we head into our

expansion project," said Monadnock Food Co-op's General Manager, Michael Faber. "Her skills and experience will be a great asset for us."

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At the Co-op's Annual Meeting and Celebration in October, **Judy Rogers**, owner of **Prime Roast Coffee Company**, was named the 2019 Cooperator of the Year. This award is given out annually to recognize a member-owner, vendor, staff member or co-op partner who exemplifies cooperative values, integral to cooperatives throughout the world. These values include self-help, self-responsibility, democracy, equality, equity, solidarity, honesty, social responsibility, openness, and caring for others.

Rogers was recognized for her triple-bottom line business practices, community leadership, and in her open, affirming, and welcoming approach with everyone she meets.

"As a business owner, Judy supports her employees in an honest and caring way," said **Jay Smeltz**, Monadnock Food Co-op's Board of Directors Secretary. "And most importantly, she offers an open and welcoming space to every person in our community who crosses Prime Roast's well-worn threshold."

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

**Masiello Employment** recently celebrated their fifth-year anniversary as A Leddy Group Company. Since 1986 Masiello Employment has been devoted to putting the right people in the right places. As a Leddy Group Company they continue their dedication to serving customers and the community with the highest level of service, knowledge, professionalism, honesty and integrity. In the past five years they have changed the lives of nearly 3,000 individuals by finding them employment with over 200 client companies.

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

## Savings Bank of Walpole (SBW)

announced several staff promotions:

**Michelle Howard** as Regional Branch



*Michelle Howard*

Manager for Keene, **Lisa Bierweiler-Franks** to Branch Manager at the Court Street branch, **Heather Scheck** at the West Street location and **Eric Schlim** at SBW's Marlboro Street branch.

Howard previously served as Branch Manager of the Bank's Keene branches. In her new role, she will continue to be responsible for overseeing the three Keene location (84 Marlboro Street, 400 West Street and 817 Court Street), as well as focus on developing and implementing strategies to grow deposits and loans with new and existing customers.

In their expanded roles, Bierweiler-Franks, Scheck and Schlim will continue to direct branch operations with the goal of enhancing the customer experience along with helping to grow the Bank's business with existing customers.

"SBW has been experiencing significant growth in the Keene area," says **Mark Bodin**, President for Savings Bank of Walpole. "We're excited to see Michelle, Lisa, Heather and Eric be part of the Bank's growth and excel in their new roles as they continue to provide the best service and banking experience for our valued customers."

The Bank also announced the promotion of **Kendra Carter** and **Danielle Ruffo** to Officer positions.

A longtime employee of the Bank, Carter previously served as the Bank's Retail Operations Coordinator and has been promoted to Retail Operations Officer. In her new position, she will have increased involvement with the Bank's customer service training programs and will play a key role with all aspects of branch operations and enhancing the customer experience.



Kendra Carter



Danielle Ruffo

Another longtime employee, Ruffo, has been promoted to Community Engagement Officer. She was previously Community Engagement Coordinator and Assistant to the President and quickly elevated the position both internally and externally, becoming a well-known representative of SBW in the community. In her new role, she will continue to spearhead the Bank's community volunteer and donation/sponsorship involvement as well as help oversee the implementation of SBW's marketing and social media programs.

"Both Kendra and Danielle have made such terrific contributions in terms of their work at the Bank and in the community," says President Mark Bodin. "They are both recent Monadnock Region Trendsetters for good reason. They will play key roles in the Bank's future."

In addition, **Dominic Perkins**, has been promoted from Vice President of Retail Administration for the Bank to Senior Vice President of Retail Administration. Perkins joined SBW in 2005 and has led the Bank's retail organization to record growth. He has been responsible for several improvements to branch operations and facilities, all aimed at enhancing the customer experience.



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

**W.S. Badger Co**, an award-winning manufacturer of organic personal care products and a certified B Corp, announced their partnership with

renewable energy company ReVision Energy to install onsite solar at its headquarters in Gilsum, New Hampshire in 2020.

This news comes as over 500 leading Certified B Corporations, including Badger, announced at the United Nations Climate Change Conference (COP25) in Madrid their commitment to accelerate the reduction of their greenhouse gas emissions to reach a 1.5 degree trajectory leading to net zero by the year 2030—20 years ahead of the 2050 targets set in the Paris Agreement.

"With this important commitment to solar, we're building on our momentum to reduce our carbon footprint and do our part to solve the greatest challenge facing humankind today—climate change," says **Rebecca Hamilton**, Co-CEO of W.S. Badger Company. "Signing this contract is just a first step in taking responsibility for our onsite energy use, and setting a goal of NZ 2030 (Scope 1 - 3) underscores our promise to take actionable steps right now that benefit our customers, employees, society, and the planet."

"As an employee-owned solar company and certified B Corporation, ReVision Energy is thrilled to partner with our fellow B Corp W.S. Badger as they complete their transition to 100% solar power for all their operations," says **Dan Weeks**, Director of Market Development at ReVision Energy. "This 1,445-panel (524-kilowatt) roof- and ground-mounted solar array will generate over 600,000 kWh of clean electricity annually, making it one of the largest solar arrays in the region. The 636,000 pounds of annual carbon pollution reduction is equivalent to taking 61 passenger cars off the road or planting 338 acres of forest."

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

The regional accounting firm of **Nathan Wechsler & Company, PA** announced that **Ashley Kinville, CPA** recently joined the Finance Committee of the New

Hampshire Coalition Against Domestic and Sexual Violence (NHCADSV) and **Julie Greenwood, CPA Principle** has been named Chair of the Board of Home Healthcare, Hospice & Community Services in Keene.

A member of the Nathan Wechsler & Company, PA team since 2017, Kinville specializes in serving nonprofits, performing single audits, and testing services for closely-held businesses, including audits and reviews. She holds both a Master of Science in Accounting and a Bachelor of Business Administration with a Concentration in Accounting from the University of New Hampshire's Peter T. Paul College of Business and Economics. In addition to serving the NHCADSV, Kinville is a member of the New Hampshire Society of Certified Public Accountants' Young Professionals Committee. "The NHCADSV is a fantastic organization that truly does valuable work," said Kinville. "I am thrilled at the opportunity to serve as a member of the organization's Finance Committee. I am honored to play a role in furthering their mission."

Greenwood joined Nathan Wechsler & Company in 1999. She specializes in several tax and consulting areas, including high net worth individuals, medical practices, construction, and family businesses. She serves as both a tax principal



and Director of the firm's Keene office. Greenwood holds a Bachelor of Science degree in Business Administration from Keene State College. She is a member of the American Institute of Certified Public Accountants (AICPA) and the New Hampshire Society of Certified Public Accountants (NHSCPA). She has served on the boards of both the Pope Memorial SPCA of Concord-Merrimack County and Dress for Success New Hampshire.

# Member News

“I have truly enjoyed my time serving on the board of Home Healthcare, Hospice & Community Services,” said Greenwood. “I consider it a huge honor to be asked to take on the role of Chair. I hope that the time I spend in this position will be one of growth and development for the organization.”

The Firm also announced that **Annie Scionti Brett** has joined the firm as a senior and **Demetrios “James” Mitkonis, CPA** has been promoted to manager.

As a senior, Brett performs a variety of work for clients, including accounting, compliance, income tax return preparation, and special projects. “It is a pleasure to welcome Annie to the firm,” said **Oreste “Rusty” Mosca**, Managing Director of Nathan Wechsler & Company, PA. “She is an eager and intelligent young professional. I think that she will be a great fit for our team.”

Brett graduated from Bentley University in 2015, earning a Bachelor of Science in Accounting with a double major in Ethics and Social Responsibility. She is currently affiliated with the Connecticut Society of Certified Public Accountants.

Mitkonis has been with the firm since 2012. In his new capacity as a manager, he directs all phases of audit engagements, from planning to financial statement preparation. He also performs tax services for both businesses and individuals. “I am very excited for James as he takes on this new role,” said Mosca. “His commitment to the firm and his clients over the last seven years has really impressed me. This promotion is well deserved.”

A graduate of the University of New Hampshire’s Peter T. Paul College of Business and Economics, Mitkonis holds both a Master of Science in Accounting and a Bachelor of Science in Business Administration with a Concentration in Marketing. He is currently affiliated with the New Hampshire Society of Certified Public Accountants. Mitkonis volunteers

for the Circle Program, serving as a board member, the treasurer, and a member of the organization’s Finance and Investment Committee.

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

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**Jeff Saari** of Visionary Coaching, LLC has refocused his business and changed his business name to **Workplace Culture Solutions**. “Something I teach my clients is the importance of having a strong focus, clear strategy, and balance between their business and personal life,” says Saari. “Since I work diligently on practicing what I preach, I felt it was time to change my business name to match that focus.” Nothing has changed in the work Saari offers his clients throughout the Monadnock Region. “I still have an extreme focus on doing what I do best for my clients,” says Saari, “that is helping small to medium-sized organizations to improve their company culture, to help management be the best managers they can be, and to ultimately improve the bottom-line in financial strength and employee engagement.”

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

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**The Local Crowd (TLC) Monadnock**, a community-based crowdfunding program serving the entire Monadnock Region and state of New Hampshire, invites emerging and established social enterprises to submit project proposals.

For this proposal cycle, TLC Monadnock seeks projects focusing on affordable housing, farms & food or living wage jobs & equity. While all for-profits, non-profits and community initiatives are welcome to apply, projects addressing these community needs will receive extra campaign support and resources -- beyond what is currently provided to all TLC Monadnock campaigns.

All crowdfunding campaign teams receive hands-on technical assistance to help them launch a successful crowdfunding campaign. Campaign teams also receive

a free crowdfunding assessment to ensure that they receive the coaching and training that best fits each team’s needs.

In addition, TLC Monadnock will award one proposal a free video, produced by 710 Main Films, to support their crowdfunding campaign. Studies show that crowdfunding campaigns with videos raise four times more funds than campaigns without videos.

TLC Monadnock will select up to six social enterprises to participate in this crowdfunding cohort, based on the potential of each project to positively impact their local economy and community. Accepted proposals will launch their campaigns in winter or early spring.

**This request for proposals is available online at [tlcmonadnock.com/rfp](http://tlcmonadnock.com/rfp). All proposals are due before 5:00 p.m. on January 17, 2020.**

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TLC Monadnock is one of five communities participating in a research project with the National Science Foundation and The Local Crowd designed to uncover the best ways to support social enterprises -- mission-driven organizations that use business principles to make the world a better place.

Locally, this program is hosted by Monadnock Food Co-op and managed by a team of volunteer community economic development leaders and business advisors. Program partners include New Hampshire Small Business Development Center, Greater Keene Chamber of Commerce, Greater Peterborough Chamber of Commerce and Monadnock Economic Development Corporation.

The Local Crowd Monadnock is a community-based crowdfunding program helping start-up ventures, early-growth stage companies and community-focused projects find access to capital. Since TLC Monadnock launched in March 2017, eighteen crowdfunding

campaigns have collectively raised over \$120,000 from 900 supporters: [tlcmonadnock.com](http://tlcmonadnock.com)

In recognition of its unyielding commitment to customers, communities, employees, and the environment, **Eversource** is being nationally celebrated as one of America's Most JUST Companies for 2020 according to Forbes and JUST Capital. The energy company ranked as the number one utility and 26th overall in the annual top-100 list, which celebrates publicly-traded American corporations for their positive impact and leadership on top priorities identified by the American people such as fair pay, ethical leadership, good benefits and work-life balance, equal opportunity, customer treatment and privacy, community support, environmental impact, and delivering shareholder return.

The JUST 100 list is widely considered a leading recognition of corporate citizenship, and the companies selected exemplify that corporate responsibility and financial success go hand-in-hand. In addition to its ranking as the number one overall utility in the JUST 100, Eversource also led all utilities on environmental metrics.

"We're honored at Eversource for this distinguished national recognition as one of the country's most just companies and the number one utility in the annual JUST 100 list, which reflects many of our core values as a company and demonstrates our commitment to our customers, communities, employees, and the environment," said Eversource Chairman, President and CEO **Jim Judge**. "From providing safe and reliable service to our customers and nurturing a diverse, inclusive, and supportive culture for employees to advancing clean energy and protecting the environment, we're focused every day on working together for a better tomorrow."

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

**Monadnock Developmental Services (MDS)** presented two distinguished service awards to three local leaders – **Stephen Bragdon** and **Suzanne and Larry Butcher** – at a recognition event on November 7 at the Hannah Grimes Center in Keene. Their impact on our community is immeasurable, and MDS is honored to showcase their role in the work of helping people with developmental and related disabilities live, work, and go to school in our communities.

Stephen Bragdon received the Dennis DiTullio Citizen of Honor Award in recognition of his passion and enthusiastic support for people with disabilities and his unselfish service to the community.



Bragdon has been practicing law in the Keene area for more than 40 years. His commitment to the Keene community is substantial. He served as Board Member and Chair for the Greater Keene Chamber of Commerce, the Keene Industrial Development Committee, the Keene Downtown Housing Corporation, and the Keene Family YMCA. He presently serves on the Monadnock Economic Development Corporation and Keene Downtown Housing Corporation boards.

At MDS, Steve was a Board member for 11 years, serving as its President from 1997-2000. Over the years, he has quietly but effectively lent guidance, insight and wisdom to MDS as the organization refined and expanded its services with a full commitment to quality. His commitment to the organization and the people it serves continued long after his official capacity as a Board member. He has provided support, dedication and tireless work in assisting individuals and families with developmental and related disabilities.

Suzanne and Larry Butcher of Keene will receive the Manfredo Torelli Family Advocacy Award for their commitment and dedication to people with developmental disabilities and their unselfish service to families in our community.

The Butchers' commitment to community is longstanding. They both served our nation as Foreign Service Officers with the U.S. Department of State for almost 30 years. They are active members of the Keene Unitarian Universalist Church, serving on various committees that further social justice and environmental defense. Larry served as President of the Board of KUUC.

Suzanne served in the NH House of Representatives representing Keene from 2004-2010, working to create bills



to establish the purpose and policy of the state's Developmental Disability services. Larry has testified many times to budget committees about the needs of citizens who have developmental disabilities, at the same time organizing and supporting other parents to help them speak to legislators about their needs.



Drawing on their own experiences advocating for their son, Galen, and helping him learn to advocate for himself, the couple has spent many years advocating for MDS families, helping them find resources, connections, and quality services. Larry served as Co-Chair of the MDS Family Council and Suzanne as a member of the MDS Board. They have dedicated 20 years in our region working on behalf of families who have children or siblings of any age who experience developmental and related disabilities.

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

# Member News

At the 2019 AdviCoach Conference, **Wink Faulkner** of **Advicoach NH** was awarded the “Sharpening the Saw Award”. According to Faulkner, the award’s name is drawn from a concept put forth by Stephen Covey who is often quoted as having said, “Sharpen the Saw means preserving and enhancing the greatest asset you have – you”. “I am very proud to have been awarded the AdviCoach Sharpening the Saw award because it demonstrates a commitment to helping others improve themselves by improving myself”, said Faulkner. “In that scenario, everybody wins. What will you do today to sharpen the saw?” [www.advicoach.com](http://www.advicoach.com)

With the return of **Angelique Shepard** from maternity leave, **Erica Secord** re-joining the staff, and new therapist **Tessa Montano** coming on board, **Deep Roots Massage** has added 70 more opportunities to book an hour massage very week. Many of the new appointments will be available nights and weekends – the only times a lot of people are able to get there. [www.deeprootsmb.com](http://www.deeprootsmb.com)

The Board of Directors of **Home Healthcare, Hospice and Community Services (HCS)** has named **Maura McQueeney, MPH, DNP, RN**, as President/CEO. McQueeney has executive level experience in home health and post-acute care, including as the top administrator for several agencies. Most recently she has been serving as the organization’s interim CEO. Prior to coming to HCS, McQueeney served as the President for the Baystate Visiting Nurse Association and Hospice



and Post-Acute Care Executive in Massachusetts. She has also served as the Executive Director of Homecare, Hospice and Palliative Care in Connecticut.

McQueeney obtained her Doctorate in Executive Nursing Practice from the Massachusetts General Hospital’s Institute of Health Professions and her Master’s in Public Health from Boston University. She received her Bachelor of Science in Nursing from the University of Rhode Island.

**Dawn Michelizzi** has joined HCS as Chief Financial Officer. She has served as the Senior Vice



President of Finance and Chief Financial Officer for the Visiting Nurse Association of Greater Philadelphia, the nation’s oldest visiting nurse association. She has also held financial leadership positions with several other healthcare organizations and has been a consultant with Blacktree Healthcare. She has a Bachelor of Science in Business Administration from Delaware Valley College.

**Sareen Sarna** has joined HCS as Director of Program Access and Growth. She comes to HCS with an extensive background in



program development and customer service in the healthcare arena. Most recently she was the National Director of Programs for Ascend Health; she also has extensive experience in the field of hospice care at Beacon Hospice. She has a BA in Education, Government and Public Affairs for Colby Sawyer College in New London, NH.

Home Healthcare, Hospice and Community Services (HCS) is the leading provider of home care and hospice services in southwestern New Hampshire and provides service to over 4,000 people annually. HCS is a Monadnock United Way agency. [www.hcsservices.org](http://www.hcsservices.org)

**Service Credit Union** recently introduced changes to its checking and savings products focused on delivering personalized solutions to its members.

Among the enhancements are newly introduced Everyday Checking and Dividend Checking accounts, each coming with benefit tiers: Basic, Direct Deposit, and Direct Deposit+. Tiers are based on a members’ account activity. These accounts feature up to \$30 in ATM reimbursements and 0.75% APY discount on personal and auto loans in the top tier.

“Member feedback allows us to make changes and create more value within our products,” said **David Araujo**, CEO of Service Credit Union. “Our membership told us how important certain benefits are, with non-Service CU ATM fee reimbursements being near the top of the list. The new Everyday and Dividend Checking accounts put the member in control of their own benefits, which allows for added flexibility as they plan to reach their financial goals.”

Savings accounts at Service Credit Union also saw an overhaul as part of the new product announcement. All members now earn 5% Annual Percentage Yield (APY) on the first \$500 in their Primary Savings Account, and 0.5% APY on all funds over \$500. This change simplified the previous multiple savings accounts into one, enhancing members’ savings power.

“Saving is so important to financial well-being, and we wanted to enhance the savings power for our members,” said Araujo. “The changes to our savings

account help simplify our product line and we encourage members to take advantage of a great rate built into the new Primary Savings Account.”

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

Danielle Martin recently joined the **Insurance Center LLC** as a senior commercial insurance advisor. Martin brings to the agency many years of insurance experience in both commercial and personal lines and will work primarily from the agency’s Newport NH office. “We are extremely happy to have Danielle join our agency as she will bring valuable experience and background as our agency continues to grow”, says Senior Vice President Scott Olmstead. Martin resides in White River Junction Vermont with her husband and two daughters.

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

**Electronic Imaging Materials, Inc.** is proud to announce their preferred supplier relationship with medical technology giant Hologic®. Since completing Hologic’s comprehensive qualification process, EIM can supply chemical resistant specimen labels to labs who use Hologic’s molecular diagnostic instruments, such as the Tomcat Instrument, ThinPrep® 5000 & Panther Fusion® System.

“Accurately tracking individual specimens is absolutely critical to Hologic’s customers—so they went to great lengths validating our printed labels,” says EIM Product Manager **Juan Munoz**. “Our years working with barcodes and variable data helped us accurately recreate their unique label formatting that’s critical to their diagnostic instruments.” Munoz adds, “But because every laboratory can uniquely calibrate their Hologic diagnostic instruments, it’s made-to-order for each individual lab.”



A recent study reported that medical error is the third-leading cause of death in the United States. With up to 70 percent of clinician decisions being influenced by laboratory test results, clinical laboratories can play a vital role in reducing medical error and increasing patient safety.

Learn more at [https://barcode-labels.com/landing\\_page/labeling-with-hologic-machines/](https://barcode-labels.com/landing_page/labeling-with-hologic-machines/)

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the New Year  
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# New Members

**FRISKY COW  
GELATO**



Frisky Cow Gelato made in Keene, NH, is a healthier alternative to American ice cream that tastes great and is made with single-source organic milk and local flavor ingredients. This is done by insuring that the cows where the milk comes from (Stonewall Farm in Keene) are happy, healthy and frisky. The brand is made with only the things that make gelato creamy and flavor-dense: hormone and antibiotic free, organic milk, real fruit, nuts and berries (often locally sourced), flavor creams and syrups made from scratch, and all-natural local flavorings.



Company president, **Linda Rubin**, studied the art of gelato-making under Italian artisans at Carpigiani's Gelato University in Chicago, Ill. She reports being "obsessed" with offering a homemade frozen dessert that tastes great and "puts smiles on people's faces". "I gave my gelato the name, Frisky Cow, because I wanted it to be a very high quality, yet accessible and fun frozen treat - not something you would only eat at a fancy ice cream shop," says Rubin.

Frisky Cow Gelato can be purchased in 4 oz and 16 oz containers at more than 20 farm stores, co-ops, and grocers in parts of VT, NH and MA. It is also sold at a number of Keene restaurants. A portable cart allows Rubin to cater weddings and parties, and provide gelato for sale at community events and farmers markets.

Pints of Frisky Cow Gelato will be available in three Hannaford stores in Rindge, Keene and Brattleboro in the new year.

In January 2020, FCG will introduce a custom flavor – called Mint Owl Crunch – to area stores. The new flavor, described as a "dark Belgian chocolate with all natural mint flavor and crunchy red and white candy "owl pellets", was developed by Rubin as a special tribute to Keene State College (KSC).

"Keene is a college town and I'm proud of the many roles KSC plays in helping to make our region of the state a very special place to live, learn, work and play in," says Rubin. More than 400 students, faculty and staff were involved in the creation and naming of the dedicated flavor with special support from the college's food services provider, Chartwells. According to Rubin,

5% of the sales from Mint Owl Crunch will be donated to KSC for activities that support increasing access to local food on campus.

Frisky Cow Farm Products, Inc is a woman-owned business and a NH Benefit Corporation with a triple bottom line. In addition to growing profits the company is also dedicated to being a force for good in the community and the environment and donates 5% of sales to local non-profits working to grow our local food system.



Her personal philosophy and values drive her business goals. "I think it's critical, especially in a rural part of the country like NH, for people to invest in their communities, to support the farms, restaurants, shops, and salons that bring color to our neighborhoods and towns and strengthen our local economy.

Frisky Cow Farm Products, Inc.  
610 West Street  
Keene, NH, 03431  
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(603) 757-2522  
Facebook: @friskycowgelato  
Instagram: @eatfrisky



Hudkins Law provides real estate, estate planning and corporate law services to clients in New Hampshire, Massachusetts, Maine, and Vermont.

### Real Estate

Hudkins Title & Settlement Services provides real estate title and closing services to Buyers, Sellers, and Lenders in connection with residential and commercial real estate closings. Their title company is powered by Hudkins Law & Title: a team of nine real estate attorneys. Hudkins Law & Title's legal services include title examination and opinions that explore easements, restrictive covenants, and any impediments to marketability or insurability of title. Hudkins Law & Title provides title insurance through First American Title Insurance Company, Stewart Title Guaranty, Old Republic National Title, and CATIC. With offices in Bedford NH, Concord NH, Hampton, NH, Keene, NH, New London, NH, Windham, NH, Norwich, VT and Andover, MA, their attorneys are licensed to practice law in New Hampshire, Massachusetts and Vermont.

### Services include:

- Title and Settlement Services for Purchases, Refinances, Home Equity Lines of Credit, Reverse Mortgages, Construction Loans, and 1031 Exchanges
- Buyer Representations
- Seller Representations
- Analysis of easements, restrictions, and covenants
- Drafting of deeds, real estate contracts, purchase and sale agreements, easements, rights of first refusal, private road maintenance agreements, leases, private financing documents, escrow agreements
- Condominium Association Formation and Dissolution

### Estate Planning

While many specific reasons drive people to put together an estate plan, the common denominator is that we all worry about the "what ifs." You want to know that if something unexpected should happen and you become incapacitated or pass away, there is someone who can step in quickly to make decisions on your behalf. You want to feel confident that your affairs are in order so that administering your estate is not a mess. And of course, you want the peace of mind that comes with knowing that your loved ones will be taken care of.

Estate planning involves the most intimate and important aspects of our lives. We are dealing with the assets we've worked hard to grow, the possessions we value and treasure, and most importantly, the people we love and care about. While our worries and concerns about these things are often similar, our specific life circumstances are personal and unique. That means your estate plan should be crafted with the utmost care and customized to your unique needs and goals to bring you the peace of mind you crave.

### Corporate Law

Do you own your own small business in Massachusetts or New Hampshire? Make sure your hard work is protected!

Starting and running a business is about far more than merely filing the necessary paperwork with the Massachusetts or New Hampshire Secretary of State's Office. Whether you have an existing small business, are considering starting a new company, or own rental properties, it is important to consult with an experienced corporate attorney to provide guidance about liability protection, succession planning, and estate planning. Hudkins Law can help you choose the right entity for your needs, form the entity, plan for emergencies, plan for eventual succession, draft and review contracts, and provide assistance with many other needs that arise when owning a small business. This allows you to focus on what you do best—run your business!

### Do I Need to Incorporate My Small Business?

You don't have to, but you may want to! Most businesses fall under one of the following categories:

- Sole proprietorship
- Limited liability company
- S-Corporation
- C-Corporation

Creating a new entity for your business can provide you with valuable liability protection, allow for easier growth and transition of ownership of the business, and create alternative management options in the event of death or incapacity. A knowledgeable attorney can help you decide the type of entity that is right for you.

For more information, call (603) 755-6805 or visit [www.hudkinslaw.com](http://www.hudkinslaw.com).

# New Members

## Lee Davis Company

Lee Davis & Company, a bookkeeping, QuickBooks training and business management firm located in Keene and Peterborough, has recently joined the Greater Keene Chamber of Commerce as the company's market begins to grow considerably in the Elm City and up the Connecticut River valley.

While providing typical bookkeeping services using desktop and online QuickBooks programs, LDC also offers QuickBooks training classes, one-on-one QuickBooks training and general business management of small- to mid-sized companies so owners can work in their business while a reputable and professional firm works on their business.

Davis, who has been referred to often in the Monadnock Region as "The QuickBooks Guy," says he has a passion for start-ups and helping to get entrepreneurs off and running as they face the challenges of opening a new business.

"I've also got a love for teaching and find those who take the training courses or bring me in for some one-on-one training will often down the line become clients," Davis said.

The firm recently brought on **Gary Dennis** of Walpole as an associate. Dennis most recently co-ran a business management and marketing firm in the Keene area, but joined up with Davis after realizing what he said was the "enormous growth potential" of Davis' firm.

"Having belonged to the Keene Chamber and a local BNI group within the last few years, I know firsthand the Monadnock Region has a lot of entrepreneurs and business start-ups," Dennis said. "The need for good solid bookkeeping and the ability to set up and use the QuickBooks products to their fullest potential is a must-have in this area...and our increasing list of happy clients is proof of that."

Dennis said he teamed up with LDC after training with the firm himself and after watching the way Davis handles prospects and clients.

"He truly is one of a kind," Dennis said. "He's just so knowledgeable in accounting, bookkeeping and QuickBooks. Yet he easily works with those who have absolutely no QuickBooks experience as well as those with a working knowledge of it."

The firm also includes **Angie Robinson** of Peterborough, **Erica McIntyre** of Lebanon, **Patti Shepard** of Peterborough and

**Megan Davis** of Frankestown. The entire LDC team is QuickBooks certified...Davis himself has achieved Intuit/QuickBooks ProAdvisor status.

Reach the pros at Lee Davis & Company at [gary@leedavisandcompany.com](mailto:gary@leedavisandcompany.com) or (603) 803-1422.

## More New Members!

### Hamblet Electric

29 Victoria Street, Keene, NH 03431  
(603) 352-2330  
[www.hambletelectric.com](http://www.hambletelectric.com)

### Hubbard Farms

195 Main Street, Walpole, NH 03608  
(603) 756-3311  
[www.hubbardbreeders.com](http://www.hubbardbreeders.com)

### Lab'n Lager

122 Main Street, Keene, NH 03431  
(603) 352-0028  
[www.labnlager.com](http://www.labnlager.com)

### Lifestyle Benefits – Jay Robinson

433 Pako Ave, Keene, NH 03431  
(603) 209-9724  
[www.aflac.com](http://www.aflac.com)

### Quality Care Collision

(603) 352-4472  
[www.qualitycarecollisionandrefinishing.com](http://www.qualitycarecollisionandrefinishing.com)

### Sally's Place Adult Daycare

515 Monadnock Hwy, Swanzey, NH 03446  
(603) 338-0073  
[www.sallysplacenh.com](http://www.sallysplacenh.com)

### SV Electric LLC

613 West Street, Keene, NH 03431  
(603) 313-1255  
[www.facebook.com/getwiredplus](http://www.facebook.com/getwiredplus)

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Business After Hours!*



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Tim Pipp | Owner  
Beeze Tees  
SBW customer since 2017

**Best bank for a community business? Ask a local.**

As owner of Beeze Tees, Tim Pipp's success is the result of attention to detail, producing quality products and providing great customer service. When it comes to business banking, Tim knows a good fit when he sees it—for him, that's Savings Bank of Walpole.

At SBW, we appreciate the vital role local businesses play in our community. That's why we offer simple, straightforward, low-fee business checking accounts—plus mobile business banking, e-banking, fraud protection, and much more.

Ready to try a new style of business banking? Come see us, call **603-352-1822** or learn more at [walpolebank.com](http://walpolebank.com).

"I'm not just an account," says Tim. "At SBW, they care about local businesses—and our community. Products like online banking and remote deposit capture, save me time—plus loan decisions are made right here."



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FDIC



**"SBW meets our business banking needs to a tee."**

# Thank You Renewing Members!

*The following members renewed their memberships October – December 2019:*

1911 Office, LLC  
AAA  
AARP New Hampshire  
Achille Agway  
Adison Architects, PLLC  
Adventure Limousine Inc.  
AdviCoach of NH  
AMETEK Precitech, Inc  
Ann Henderson Interiors  
Anthony L Olson CPA/PFS  
Antioch University New England  
Apple Hill Center for Chamber Music  
Applewood Care & Rehabilitation Center  
Athens Pizza  
Atkins Callahan  
Autex Mazda  
Beeze Tees Screen Printing  
Bergeron Construction Company  
Better Homes & Gardens The Masiello Group  
Blais & Associates Realtors  
Bradley & Faulkner PC  
Bragdon, Baron & Kossayda, P.C.  
Brickstone Land Use Consultants LLC  
Bridges Inn at Whitcomb House  
Budget Blinds of Keene, NH  
Builders & Remodelers Assoc. of SWNH  
C&S Wholesale Grocers Inc  
Camino Verde Designs LLC  
CASA of NH  
Cedarcrest Center for Children  
Charter Trust Company  
Chesco Inc  
Cheshire County  
Cheshire Glass Company, LLC  
Cheshire Medical Center - a Dartmouth Hit  
Cheshiremen Chorus  
Chesterfield Inn  
City of Keene  
Clark Mortenson Agency  
Colonial Theatre, The  
Colony House  
Community Kitchen, The  
Community Volunteer Transportation  
Cooper Properties  
Country Business, Inc. (CBI)  
Country Life Restaurant & Health Food Sto  
Cup of Life Healing Center  
Curry Copy Center of Keene, Inc  
Cushing & Sons Water Wells  
Custer Design  
D'Alessio and Associates, Inc  
Davis Oil  
Days Inn Keene  
Dead River Company  
DEW Construction  
Diluzio's Foley & Fletcher Funeral Homes  
DLC Management  
Economizer, The  
Edward D Jones & Co - Alan Stroshine  
Electronic Imaging Materials  
EMF Inc  
Emile J Legere Management Co Inc  
Engelberth Construction Inc  
EyeWorks  
Facilitated Change  
Fairfield Inn & Suites  
Fenton Family Dealerships  
Filtrine Manufacturing Company  
Fireworks Restaurant  
Franklin Pierce University  
Frazier & Son Furniture  
Frogg Brewing  
Galloway Real Estate  
GemGraphics  
GFA Federal Credit Union  
Glazy for You! Pottery Place LLC  
Greenwald Realty Associates  
Guyer & Son Roofing  
Hamshaw Lumber Inc  
Hancock Inn  
Hancock Market  
HCS, Home HealthCare, Hospice & Community  
Historical Society of Cheshire County  
HKS Associates Inc  
Hoffman Family Foundation  
Holiday Inn Express KeeneHome  
Horatio Colony House Museum  
Indian King Framery/Ashton Gallery  
Ingram Construction Corp  
Insurance Source Inc., The  
J & J Discount  
Jay Kahn, State Senator  
Jeff Saari Coaching  
John Burk & Associates  
Joslin Management Corporation  
Kapiloff Insurance Agency  
Keene Auto Body Inc  
Keene Chrysler Dodge Jeep  
Keene Country Club  
Keene Day Care Center  
Keene Family YMCA  
Keene Housing  
Keene Monument Co Inc  
Keene Orthodontic Specialists, PC  
Keene Senior Citizens Center  
Keene Sentinel  
Keene Signworx  
Keene Smiles, PC  
Keene State College Office of Continuing  
Korvin Appliance Inc  
Lane & Bentley  
Langdon Place of Keene Retirement & Rehab  
LaunchingU  
Lee and Mt Fuji Restaurant  
Liberty Mutual Insurance Company  
Liberty Mutual Insurance Company NE Regio  
Liberty Utilities  
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Luca's Mediterranean Café  
Maps Counseling Services  
Markem-Imaje  
Mascoma Bank  
Masiello Employment Services  
Masiello Insurance Agency Inc  
Maxcess International  
McLaughlin Investment Management LLC  
Menadena, LLC  
MoCo Arts  
Mon Amie Fine Jewelry  
Monadnock Broadcasting Group  
Monadnock Center for Violence Prevention  
Monadnock Developmental Services Inc.  
Monadnock Economic Development Corp  
Monadnock Family Services  
Monadnock Humane Society  
Monadnock Natural Health  
Monadnock Shopper News  
Monadnock United Way  
Montessori Schoolhouse of Cheshire County  
Mudita Massage & Wellness  
NBT Bank  
New England Fabrics & Decorating Center  
The Main Street America Group  
NH Employer Support of the Guard and Reserve  
Nicola's Keene  
Noyes Volkswagen  
Oster & Wheeler PC  
Pamela's Pantry  
Pamela P. Little Law Offices  
Papagallos Restaurant  
Paragon Digital Marketing  
People's Linen Service  
People's United Bank - Keene  
Phil-Mack Media  
Phoenix House - Keene Center  
Pizza Pie  
Powers, Smith & Associates, Inc  
Prime Roast Coffee Co  
Primerica  
Princeton Properties Management Inc  
Racquet Club, Inc, The  
RBC Wealth Management  
RE/MAX Town & Country  
Richards Group, The  
River Valley Community College  
RiverMead  
Road's End Farm  
Rust & Co. CPAs  
Salvation Army/Keene, The  
Savings Bank of Walpole  
Scully Architect  
Selman & Company  
SERVPRO of Cheshire Co.  
Solutions for Today  
Sophia's Hearth Family Center  
Southwest Region Planning Commission  
Southwestern Community Services  
St. Joseph Regional School  
Stan's Auto Body  
Stone Pond Technology, LLC  
Sullivan Tire and Automotive Service  
SymQuest Group Inc  
Takodah YMCA  
Targett Cleaners  
TD Bank  
Thai Garden  
The Entrepreneur's Source  
The Insurance Center, Inc.  
The PEAK Radio  
Thomas Eaton  
Timken  
TNT Fireworks  
Toadstool Bookshop, The  
Tousley Property Management, LLC  
True North Investment Partners, LLC  
True North Networks, LLC  
U-Save Auto Rental  
W.S. Badger Company  
Weller & Michal Architects Inc  
Westside Animal Hospital  
Works, The  
Yankee Publishing Inc.  
Ye Goodie Shoppe

## February B2B

# Master the Art of Goal Setting for Business and Life



with Jeff Saari  
Business, leadership, and team coach

**Friday, February 14, 2020**

Noon to 1 pm • GKCC Conference Room

Cost: \$5.00 for members, \$15.00 for not-yet members

### Who Should Attend:

- Owners
- Executives
- Managers
- Employees

### What managers and leaders will learn:

- Identifying what is most important for you to create at this time
- Assessment of barriers that may hold you back
- Strategies to mitigate barriers
- Work and life balance explored
- How to help others set goals

### What to Expect:

Saari's workshops are very engaging and dynamic. He uses a blend of teaching and coaching to make the content real for the participants, so they can put the ideas and strategies into everyday organizational life immediately. Saari uses a blend of solo, small and large group formats to learn from other participants and support different learning styles.

He will raffle off three copies of his new book *Zero Stress Leadership*.

If you have any questions about this workshop or would like to schedule a free 45-minute consult, he can be reached at (603) 762-4866.

### About Jeff Saari:

Jeff Saari created Workplace Culture Solutions in 2008 and coaches many local small to medium-sized organizations in the Keene, NH area on strategy, communication, teamwork, and leadership excellence. He is the coach of the 2011 and 2012 Entrepreneurs of the Year recognized by The Hannah Grimes Business Center in Keene. He is also a faculty-adjunct at Keene State College and has certifications in mindfulness meditation, mediation, Gentle Teaching and Structural Thinking. Learn more at [www.WorkplaceCultureSolutions.com](http://www.WorkplaceCultureSolutions.com)

Sign up today for this limited-space workshop!

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

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# Member Events

## City of Keene

Coffee with a Councilor

*Thursday, January 16, 2020, 9:30 - 10:30 am and every third Thursday*

Area residents are invited to meet with two Keene City Councilors and discuss Keene issues at an informal meeting at a Keene cafe. Coffee with a Councilor takes place every third Thursday of the month between 9:30 a.m. and 10:30 a.m. at **The Works Cafe** at 120 Main Street in Keene. Ward One Councilor **Raleigh Ormerod** and Councilor At-Large **Steve Hooper** are organizing this recurring event. The next date for the gathering is Thursday, January 16th. For questions please e-mail Hooper at [shoop4@gmail.com](mailto:shoop4@gmail.com)

## The Monadnock Food Co-op SOUPer BOWL PARTY

*Sunday, January 26, 2020, 1:00 pm - 3:00 pm*

The SOUPer Bowl is a tasting party where co-op departments compete for the best tasting soup. The co-op invites the community to taste samples of each soup and then vote for their favorite. Over 200 people participated in last year's SOUPer Bowl Party.

The co-op will provide recipe information online for all the soups served to encourage attendees to cook their favorite soups at home: [monadnockfood.coop/souperbowl](http://monadnockfood.coop/souperbowl).

"We look forward to another super SOUPer Bowl Party," said Jen Risley, Monadnock Food Co-op Marketing Manager. "The competition sure does heat up between co-op departments during this event. Come on out and vote for your favorite soup and help choose this year's co-op champion!"

This event is free and open to the public.  
[www.monadnockfood.coop](http://www.monadnockfood.coop)



## Hannah Grimes Center for Entrepreneurship Navigating Your Tax Responsibility As a Small Business Owner

*Wednesday, January 29, 2020, noon-1:30 pm  
25 Roxbury St, Keene*

**Ashley Guion** of Nathan Wechsler & Co will lead a workshop on navigating bookkeeping as a small business owner and what your tax responsibilities are. Participate in a discussion of entity choice selection, the pros and cons of each, and the tax responsibilities for each entity. Learn the beginning steps of starting your own company to closing your 'books' at the end of the year for tax prep. Learn what is required of you in terms of tax preparation, as well as how to lessen not only your tax liability but also your tax preparation bill. To register: [www.hannahgrimes.com/event/navigating-your-tax-responsibility-as-a-small-business-owner](http://www.hannahgrimes.com/event/navigating-your-tax-responsibility-as-a-small-business-owner)



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