



**JOIN!**  
**Membership is**  
**Good for Business**

# GOOD FOR BUSINESS

## ADVERTISING & PUBLIC RELATIONS

BUSINESS CARD/BROCHURE EXPOSURE  
 FREE PROMOTIONAL OPPORTUNITIES  
 SPONSORSHIP OPPORTUNITIES  
 ANNIVERSARY RECOGNITIONS  
 SOCIAL MEDIA PAGES  
 WEBSITE ADS

## NETWORKING

BUSINESS AFTER HOURS  
 COMMITTEE INVOLVEMENT  
 YOUNG PROFESSIONAL  
 GROUP MEETINGS

# OUR WEBSITE

BUSINESS REFERRALS  
 COMMUNITY CALENDAR  
 DINING GUIDE  
 POST JOB OPENINGS  
 NEWS RELEASE SUBMISSION  
 EVENT REGISTRATION

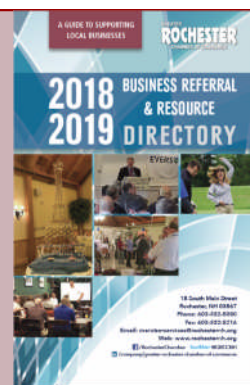
# GOOD FOR THE COMMUNITY

## BE INFORMED ON COMMUNITY ISSUES

GOVERNMENT AFFAIRS COUNCIL  
 CANDIDATE FORUMS  
 BREAKFAST FORUMS  
 SEMINARS

## COMMUNITY PROGRAMS

COMMUNITY EXPO  
 ROCHESTER HOLIDAY EVENTS  
 LEADERSHIP GREATER ROCHESTER



# LET'S DO BUSINESS TOGETHER



**Greater Rochester Chamber of Commerce**  
 18 South Main Street  
 Rochester, NH 03867  
 603-332-5080  
[memberservices@rochesternh.org](mailto:memberservices@rochesternh.org)  
[www.rochesternh.org](http://www.rochesternh.org)



[facebook.com/RochesterChamber](https://facebook.com/RochesterChamber)



@GRCCNH

Follow us on



[LinkedIn.com/Company/  
 Greater-Rochester-Chamber-of-Commerce](https://LinkedIn.com/Company/Greater-Rochester-Chamber-of-Commerce)

# ABOUT US

The Greater Rochester Chamber of Commerce is an active, non-profit business membership organization comprised of 450 business and professionals who are dedicated to fostering a favorable economic climate in which to live and work.

## Our staff



**Laura Ring**  
President/CEO



**Tanya Hervey**  
Member Services  
& Communications

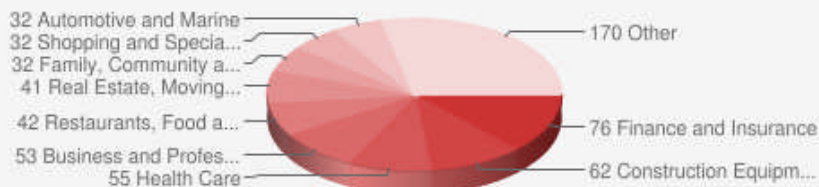
## HOW CAN THE GRCC HELP YOUR BUSINESS?

Business Connections  
Business Promotion  
Networking Opportunities  
Membership Benefits  
Business Workshops

Advertising Opportunities  
Chamber Publications  
Community Involvement  
Keep Informed of Business Issues  
Business Advocacy

## SNAP SHOT of our membership

Out of approximately 450 members...



77+  
member events  
per year

90%  
Member  
Retention  
Rate

Most businesses employ  
5 people or less

Chamber Website

34,953 Views

Chamber Facebook

1,260 Likes

Chamber Twitter

3,706 Tweets

**600 categories of businesses and counting - where do you fit in?**

# CHAMBER BENEFITS

PRODUCT / SERVICE	MEMBER	NON-PROFIT	NON-MEMBERS
Brochure/Business Card Display	Free	Free	n/a
Business After Hours attendance	Free	Free	n/a
Business Credibility	Free	Free	n/a
Business Welcome Package (Promotional Items)	Free	Free	n/a
Certificate of Origin	Free	n/a	\$25.00
Community Calendar Postings	Free	Free	Free
Community Information	Free	Free	Free
Constant Contact Chamber Discount	Free	Free	Free
Information Center	Free	Free	Free
Job Posting on Website	Free	Free	n/a
Legislative Alerts	Free	Free	n/a
Magazine/Maps	Free	Free	Free
Member Directory	Free	Free	Free
Member Directory Listing	Free	Free	n/a
Member News – Chamber Newsletter	Free	Free	n/a
Member News-Email Blasts	Free	Free	n/a
News Releases on Website	Free	Free	n/a
Notary Public	Free	Free	n/a
Referrals	Free	Free	n/a
Ribbon Cutting Ceremonies	Free	Free	n/a
Testimonial Ads	Free	Free	n/a
Web Site Listings/Enhanced Listings	Free/\$100	Free/\$100	n/a
Wi-Fi	Free	Free	n/a

Breakfast Forums attendees	Varies	Varies	Varies
Breakfast Forum Sponsor	\$500	\$500	n/a
Business After Hours Sponsor	\$150	\$150	n/a
Directory Additional Category Listings	\$25 each	\$25 each	n/a
Eblast Promotional Flyer	\$100	\$50	n/a
Membership Labels	\$50	\$35	\$300
Membership List (emailed)	\$25	\$25	\$300
During first year of joining	Free	Free	Free
Newsletter Ads (bus card-2"x3.6")	\$50/issue	\$35/issue	n/a
	\$100/issue	\$75/issue	
Newsletter Inserts (quarterly)	due by 10th of previous month		n/a
	\$100	\$100	
Relocation Package Inserts	650, 8 1/2 x 11 flyers due by 18th of previous month		n/a
Directory Ads	Varies	Varies	n/a
Sponsorships	Varies/event	Varies/event	Varies/event
Web Site Advertising (e-cards)	Varies	Varies	n/a

2019

# ABC's of Chamber Benefits

## **Additional Business Membership**

Members receive a \$100 discount on having an additional business they have at least 50% ownership in be a member in and receive all the benefits of the primary membership .

## **Advertising**

As a member, you are provided with several advertising and sponsorship opportunities to receive business exposure through any of our events and publications.

## **Business After Hours**

An event presented by the Chamber and hosted by a member firm for the purpose of showcasing their facility, products and services and for bringing members together to network and increase their business contacts.

## **Business Referrals**

The Chamber receives numerous referrals for information about local businesses. Only members are referred.

## **Business Resource Center**

In addition to the Chamber offering valuable business resources to its member businesses, the Chamber building houses the Rochester Main Street office on the second floor to provide assistance to downtown businesses.

## **Certificates of Origin**

The Chamber provides Certificates of Origin that are needed to certify the country of origin before a product can be exported.

## **Committee Involvement**

Members and their employees can get involved with Chamber committees which provide an opportunity to meet other people and increase business contacts.

## **Community Calendar**

The Chamber provides a Community Calendar on its website as a community service to provide residents and visitors with information on upcoming events.

## **Constant Contact**

Chamber members receive a discount on their Constant Contact subscription. Use this email marketing program to promote your business.

## **Dining Guide**

Dining Guide in print and online promoting member dining options. Visit the Chamber website.

## **Email Blast Promotions**

The Chamber offers its members the opportunity to submit flyers that can be emailed twice per month. Provide us with a jpeg flyer and URL Link that we will email to members.

## **Governmental Affairs**

The Chamber represents the unified voice of Northern Strafford County's business community to local and state elected officials on issues impacting business.

## **Information Center**

Members may supply the Chamber's Information Center with brochures and/or business cards for display where businesses, residents and visitors can obtain them.

Members can post their job openings on the Chamber's website Free. Postings are automatically published on the Chamber website and its social media pages.

## **Leadership Greater Rochester**

A 501(c)3 organization established by the Chamber, Leadership Greater Rochester develops leaders through participation in community awareness sessions and activities designed to encourage participation in a leadership role to benefit the future vitality of the greater Rochester area.

## **Media Discounts**

Members are offered discounts on advertising with various print, radio and cable media upon joining or renewing their membership.

## **Membership List and Labels**

Members receive a complimentary mailing list of members in their first year and can purchase a mailing list thereafter and/or address labels of Chamber members.

## **Member Business Directory & Referral Guide**

The Chamber publishes an annual directory listing all member businesses by their business categories. This publication is distributed free to members and the public (it's also available for download on our website).

## **New Business "Welcome Rochester" Packages**

Include your business promotional items in the Chamber's "Welcome to Rochester" packages that are provided to new businesses in the greater Rochester area.



### **New Member Press Release**

Use the Chamber to help spread the word about your business. The Chamber provides members with a New Member Press Release tool. This tool captures the most important information about your business, which is then sent to the local print media.

### **Newsletter**

The Chamber publishes an electronic monthly *UPDATE* newsletter to inform members of upcoming events and programs, committee news, legislative updates, etc. Free member news column is included and advertising opportunities are available.

### **Notary Service**

The Chamber has a New Hampshire State authorized Notary Public in the office during business hours for your convenience.

### **Professional & Dedicated Staff**

Your Chamber has a team of professional and dedicated staff members here to provide you with information and help you promote your business. Staff members are available every day to assist members with whatever needs they may have.

### **Programs and Seminars**

Programs include seminars and a variety of topics of concern to area businesses.

### **Publications**

The Chamber publishes and distributes community information such as Community magazines, Dining Guide, Northern Strafford County Street Maps, COAST Bus schedules, Legislative Guide, Rochester Special Event brochures, Rochester postcards and other publications.

### **Relocation Package Advertising**

Members are provided the opportunity to promote their business to hundreds of potential residents interested in relocating to the area by providing promotional inserts for relocation packages.

### **Ribbon Cutting/Groundbreaking Ceremonies**

Free advertising opportunity, coordinated by the Chamber, to announce member grand openings, anniversary, business relocation and ground breaking ceremonies in the local newspapers, social media and more.



### **Scholarship Program**

As a benefit of Chamber membership, member employees and children of those employed at a member business are eligible to apply for a \$500 scholarship that is awarded in a student's second year of attendance at a full-time college, university or technical school.

### **Social Media**

The Chamber uses social media outlets to communicate with members and the general public about what's going on at the Chamber, to promote member businesses and community events. As a member, you are provided with the opportunity to advertise your business promotions, events and job postings for free by providing the Chamber with information that can be posted to these media sources. Be sure to:

Like us on Facebook at [www.facebook.com/RochesterChamber](http://www.facebook.com/RochesterChamber), Follow us on Twitter at [www.twitter.com/GRCCNH](http://www.twitter.com/GRCCNH) and Connect with us on LinkedIn at [www.linkedin.com/pages/greater-Rochester-chamber-of-commerce](http://www.linkedin.com/pages/greater-Rochester-chamber-of-commerce)

### **Testimonial Ads**

The Chamber offers members the opportunity to have their business in the spotlight by offering a testimonial. Simply tell us how being a Chamber member has helped your business succeed and how you, or your employees, have become involved in Chamber committees or activities. We will create an ad that will be displayed for 1 month on the Chamber website, newsletter and Rochester Channel. 12

### **Web Site**

All members are promoted FREE on the Chamber user and mobile friendly website. Visit our online membership directory located at [www.rochesternh.org](http://www.rochesternh.org). Members are also provided the opportunity to increase their presence on the website with an **Enhanced Web Listing** offering a 1600 word description, photos and video. Call us for details.

### **Young Professionals Group**

The Chamber offers young professionals the Greater Rochester Young Professionals Group designed for young professionals in the area between the ages of 21 and 35 who meet in a casual setting while networking with others and building their professional contacts. The group meets the third Tuesday of each month. Meetings include tours, guest speakers on various topics and networking.

## **Log onto your member portal on the website to:**

ADD/CHANGE INFORMATION ON THEIR LISTING  
POST EVENTS

POST JOB VACANCIES  
POST NEWS RELEASES

POST UPCOMING COMMUNITY EVENTS  
REGISTER AND PAY FOR EVENTS ONLINE  
COMMUNICATE WITH OTHER MEMBERS

# Advertising & Sponsorship Opportunities

## E-BLASTS

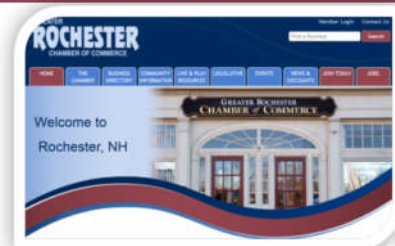
Members may provide a brief paragraph/photo to promote news, awards, or specials for your business in the Chamber Members News e-blast sent to members and contacts in the region the second and fourth Tuesday of each month (FREE).

*\$100 to e-blast your own flyer*

*\$50 for member non-profits*

## WEBSITE ADS

Stand out on the Chamber website that receives approximately 3,000 visits per month.



Enhance your listing on our website  
➤➤ Include video, photos & more

**\$100.00/Year**

**Advertise with a Banner Ad**

**\$1,000.00/Year**

## NEWSLETTER



The Chamber forwards its electronic UPDATE newsletter on a monthly basis to inform members of upcoming events, programs, committees, member news, legislative updates, etc. A print newsletter is published quarterly.

Members may provide a brief paragraph/photo to promote news, awards, or specials for your business on the Member News page (FREE).

Members may submit a flyer to be inserted into the newsletter:

*Promotional Flyer (8.5 x 11)      \$100/issue*

*Member non-profits                \$75/issue*

## SPONSORSHIP OPPORTUNITIES



Several sponsorship and advertising opportunities are available each year, including:

**Annual Dinner & Awards Banquet**  
**Breakfast Forums**  
**Business After Hours**  
**Business & Community Expo**  
**Candidate Forums**  
**Chamber Publications**  
**Chamber Raffle Bash**  
**9 Hole Golf Social**  
**Annual 18 Hole Golf Tournament**  
**Holiday Parade**  
**Holiday Tree Lighting**  
**Operation Thank You**  
**Scholarship Champions**

# PUBLICATIONS

The Chamber produces a number of publications that promote members and what is happening in Rochester. These include a Business Referral Directory, Relocation packages, Rochester postcards, Special Events brochure, Rochester Dining Guide, Community Magazine, Legislative Guides and more.



## MEMBER NEWS

## BENEFIT TO YOU

The Chamber offers its members the opportunity to submit articles to be included in Chamber Member News e-blasts, at no charge, that are emailed twice per

## FREE ADVERTISING

Receive free advertising in our Chamber news blasts sent twice each month to promote specials, awards received, new employees, etc.

## ELIGIBILITY

All you have to do is be a member in good standing with the Greater Rochester Chamber of Commerce.

# Chamber Member Testimonials

The Chamber offers members the opportunity to have their business in the spotlight by offering a testimonial. Simply tell us how being a Chamber member has helped your business succeed and how you, or your employees, have become involved in Chamber committees or activities. We will create an ad that will be displayed for 1 month on the Chamber website, newsletter and Rochester Community Channel.

**HOW BEING A MEMBER OF THE  
GREATER ROCHESTER  
CHAMBER OF COMMERCE HELPED  
TANYA LEE HERVEY PHOTOGRAPHY**

"Joining the Greater Rochester Chamber of Commerce has been one of the best business decisions I've ever made. I'm primarily a portrait photographer, and it's important for me to do networking on a regular basis to keep my business thriving; attending various Chamber events and the Business After Hours events has proven to be an excellent way to meet other business professionals in my area, and start building relationships, which is key to getting and keeping clients."

The Greater Rochester Chamber of Commerce keeps its finger on the pulse of Rochester's business community, and provides many opportunities for local business to be seen, and to grow. It brings businesses together with events and I wouldn't operate my business without it. The year I joined, not even a month had gone by and I had earned back my yearly dues with work that came to me as a direct result of being a Chamber member. I've met so many great people at Chamber events, and I highly recommend membership for any business, large or small."

-Tanya Lee Hervey  
Owner

**TANYA LEE HERVEY  
PHOTOGRAPHY**

**GREATER ROCHESTER  
CHAMBER OF COMMERCE**  
18 South Main Street, Rochester, NH  
603-333-5080  
www.rochesterchamber.org

**It's good for business!**  
Serving northern Strafford County

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# JOIN A COMMITTEE

## ➡➡➡ and get involved!

**The strength of your business can be increased through volunteerism on Chamber committees. If you or someone in your company is interested in joining a committee, please contact us!**

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### Ambassador Committee



### Membership Retention

Build professional relationships through personal contact with Chamber members, assist to retain membership base and generate involvement.

Meeting Date: Second Wednesday of every other month at 8:00am

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### Membership Development Committee



### Membership Recruitment

Plan, devise and execute strategies and actions to increase the membership base.

Meeting Date: First Wednesday of every other month at 4:00pm

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### Government Affairs Council



### Legislative Monitoring, Advocacy

Represent, monitor and advocate members' interests and concerns to local, regional, state and federal governmental organizations on issues that affect the economic well-being and quality of life in the greater Rochester area.

Meeting Date: Third Thursday of each month at 7:30am

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**The three committees above provide the excitement, innovation, ideas and progress needed for a Chamber to foster growth and stay relevant**

**Have ideas? Want to use your talents? Learn new things? Join a committee!**

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The Leadership Greater Rochester Committee develops and evaluates curriculum for the Leadership Greater Rochester program year. Committee members outline each session and work on marketing initiatives to solicit sponsors, presenters and class participants.

Meeting Date: As needed.

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# SPECIAL EVENT

## committees

Fun & Rewarding

### Annual Dinner & Awards Banquet Committee

Develop a festive dinner and awards banquet where the organization presents the Citizen of the Year and Business of the Year and Non-Profit of the Year awards and where

Meeting Date: 4 - 5 meetings at 4:00pm from December - April



### Business & Community Expo Committee

Establish event to showcase member businesses in a trade show format. Promote event to existing members and the

Meeting Date: 4 meetings at 4:00pm from December - May as determined by the committee



### Golf Tournament Committee

Create golf tournament fundraiser for Chamber members and their guests to unite socially while promoting member businesses.

Meeting Date: 4 - 5 times at 8:00am from February - June as determined by the committee



### Chamber Raffle/Bash Committee

Sell tickets for \$10,000 cash prize or motorcycle and create festive event to conduct reverse raffle drawing.

Meeting Date: 4 - 5 times at 8:00am from February - August as determined by the committee



### Holiday Parade/Tree Lighting Committee

Coordinate spectacular holiday parade of floats, marching bands, mobile units and marchers for the community. Coordinate tree lighting ceremony to kick-off the holiday season.

Meeting Date: 4 - 5 times at 8:00am from September - December as determined by the committee



**Get involved - see back page of booklet to sign up for a committee**

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# RIBBON CUTTING

## CEREMONY

### A TIME-HONORED TRADITION

As a benefit of your Chamber membership, this public relations service is available to **members only** at no charge.

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#### **Chamber**

*We invite:*

Chamber President

Chamber Chairman

Mayor or City Council members of

City/Town where business is located

Police Department & Fire Department of

City/Town where business is located

Rochester Main Street Director

(if a downtown Rochester business)

Media representatives to obtain information and take photo - Rochester Times and/or Foster's Daily Democrat

*We bring:*

Ribbon

Scissors

\*In the event media representatives are not available, the Chamber takes photo to be provided to the media.

*A ribbon cutting ceremony is usually held when a business opens, moves, expands, is under new management, or celebrating an anniversary.*

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#### **Members**

Submit a request for a Ribbon Cutting to the Chamber at least 3-4 weeks in advance (please choose two possible dates).

Consider inviting owners, key staff members, supporters of your business, and family members!



## Welcome to Rochester Packages

Members may insert promotional items at no charge in Rochester Welcome Packages that are distributed to new businesses that locate to Rochester. Just drop off 50 items to the Chamber office to be included.

I/We apply for membership in the Greater Rochester Chamber of Commerce and agree to pay an annual membership investment appropriate for my/our firm according to the rate formula described below.

Name of Firm \_\_\_\_\_  
 Address \_\_\_\_\_  
 Mailing Address \_\_\_\_\_  
 Telephone \_\_\_\_\_ Fax \_\_\_\_\_  
 Email Address \_\_\_\_\_  
 Facebook \_\_\_\_\_ Twitter \_\_\_\_\_  
 Website \_\_\_\_\_  
 Contact Name/Title \_\_\_\_\_  
 Designated Company Representative \_\_\_\_\_  
 Product Sold or Services Rendered \_\_\_\_\_

Number of Employees Full Time \_\_\_\_\_ Part Time \_\_\_\_\_  
 Membership Category (how you are listed in the yellow pages) \_\_\_\_\_

Are you interested in serving on a Chamber committee? *See back page of booklet*

**Membership rates are based on the number of employees unless otherwise specified below.**

1-5 Employees = \$285.00	26-50 Employees = \$510.00	201-300 Employees = \$960.00
6-10 Employees = \$310.00	51-75 Employees = \$635.00	301-500 Employees = \$1,160.00
11- 20 Employees = \$360.00	76-100 Employees = \$760.00	501-750 Employees = \$1,410.00
21-25 Employees = \$385.00	101-200 Employees = \$860.00	751-1000 Employees = \$1,660.00

"Employees" are defined as your estimated average annual full-time workforce.  
 Two part-time employees are equivalent to one full-time employee

Non-profit (1-24 Employees) 501C with Tax ID	\$180.00/year
Non-profit (25+ Employees) 501C with Tax ID	\$285.00/year
Individual (must be retired from member business)	\$ 85.00/year
Utility companies/Manufacturers/Supermarkets	\$500+\$5.00/Employee
Financial Institutions	Base Rate of \$650 plus \$18/million of deposit base
Municipality/Hospital	Per Agreement

Membership Investment (based on above) \$ \_\_\_\_\_  
 Application Fee (one-time expense) \$ 25.00  
**Total Membership Investment** \$ \_\_\_\_\_

Method of Payment: ☐ Check ☐ MasterCard ☐ Visa ☐ Discover ☐ American Express

Account # \_\_\_\_\_ Expiration Date \_\_\_\_\_ CVV \_\_\_\_\_

Signature \_\_\_\_\_ Today's Date \_\_\_\_\_

*Payment of membership dues may be deductible as an ordinary and necessary business expense.*

If providing a partial payment at time of application, one half of the membership investment and application fee must accompany the application. Installments can be made with the balance paid in full 60 days from application. Benefits will begin when membership is paid in full.

**Please make checks payable and return to:**

**Greater Rochester Chamber of Commerce  
 18 South Main Street, Rochester, NH 03867**

FOR INTERNAL USE ONLY

☐ CM  
☐ Accounting

☐ Email  
☐ Social Media

☐ Membership Accounts  
☐ Ambassador Committee

☐ Board of Directors  
☐ Welcome Email

**You may tear this page out. There is a back to this application. You may mail with payment or drop by our office.**

## UTILIZE YOUR LOCAL CHAMBER

GET INVOLVED  
WITH YOUR BUSINESS  
COMMUNITY

CONNECT WITH  
APPROXIMATELY  
435 BUSINESSES

*Our Chamber services businesses throughout northern  
Strafford County including Rochester, Barrington, Farmington,  
Middleton, Milton, Milton Mills, New Durham, Strafford as  
well as Lebanon, Maine.*

## BECOME A MEMBER & MAXIMIZE YOUR BENEFITS!

Let us know if you are interested in:

- |  |  |
|--|--|
| <input type="checkbox"/> Website Enhanced Listing        | <input type="checkbox"/> Advertising Opportunities |
| <input type="checkbox"/> Hosting a Business After Hours  | <input type="checkbox"/> Sponsorship               |
| <input type="checkbox"/> Rochester Welcome Bag Promotion | <input type="checkbox"/> Committee Involvement     |
| <input type="checkbox"/> Testimonial Ads                 | <input type="checkbox"/> Ribbon Cutting            |

## RIBBON CUTTING

BUSINESS NAME: \_\_\_\_\_

CONTACT: \_\_\_\_\_ PHONE: \_\_\_\_\_

DAY and DATE: \_\_\_\_\_

(Days of week in order of best possibility: Mon Tues Wed Thurs Fri)

TIME: \_\_\_\_\_ (10 am, 11am, 1pm, 2pm or ½ hrs in between)

LOCATION: \_\_\_\_\_

(Please request two possible dates)

THE CHAMBER WILL CONTACT YOU TO CONFIRM PLANS FOR THE RIBBON CUTTING CEREMONY REQUESTED

## COMMITTEE SIGN UP PLEASE CHECK COMMITTEES YOU ARE INTERESTED IN JOINING

- ☐ Ambassador Committee
- ☐ Membership Development Committee
- ☐ Government Affairs Council

- ☐ Annual Dinner & Awards Banquet
- ☐ Community Expo
- ☐ Golf Tournament
- ☐ Chamber Raffle/Bash
- ☐ Holiday Parade & Tree Lighting

*Please return this form along with your member application to:*

Greater Rochester Chamber of Commerce  
18 South Main Street, Rochester, NH 03867

p: 603.332.5080  
f: 603.332.5216

[memberservices@rochesternh.org](mailto:memberservices@rochesternh.org)