



**EXETER
AREA
CHAMBER
of
COMMERCE**

New Hampshire

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Rob Ortins
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Linda Simard
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Lynn Dow
Admin. Asst./Bookkeeper

Mascot
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www.exeterarea.org



Tradewinds

THE JOURNAL OF THE EXETER AREA CHAMBER OF COMMERCE

PUTTING THE "AREA" IN EXETER AREA CHAMBER

While our offices are physically located in the town of Exeter, the Chamber is a vital part of the business community representing businesses in ten towns: Brentwood, East Kingston, Epping, Kensington, Kingston, Newfields, Newmarket, Raymond, Stratham and Exeter. In addition, our membership is made up of many businesses in other surrounding towns although they do not fall in our prescribed area. We truly are an area chamber with half of our membership coming from outside the Exeter town line.

Representing such a large geographic area certainly presents challenges. However, it is also one of the great advantages to belonging to our Chamber. When you attend one of the meetings or networking events, you are opening your business to people outside of your immediate location. If you are a business owner from Kingston, your next best client or customer may be that person from Newmarket who you are speaking with at our Morning Mixer.

It is the goal of the Chamber to represent all ten towns and work tirelessly for each member regardless of where you are located. To that end, we are focusing on reaching out to our members in outlying towns to reiterate the value of being a member of this Chamber, as well as remind you of the services we provide. We are currently developing a "chamber on the move" program that will bring Chamber staff and members to each of our towns – in essence, bringing the Chamber to you.

In an effort to continue seeking regular input from some of our surrounding towns, we are using the Honorary Board position that is set up in our by-laws to have town officials or designees serve on our board of directors. We are excited to

(Continued on page 5)

GRAB YOUR DANCING SHOES . . .

Join The Exeter Area Chamber of Commerce on Friday, September 28 at the elegant Sheraton Harborside Hotel in Portsmouth for the Chamber Ball "Dancing with the Stars" from 6:00 - 11:30 pm.

Unitil Corporation has come in as the title sponsor this year; the largest sponsorship the Chamber receives over the year. **Exeter Hospital** has also come in at the Charleston sponsor. Supporting sponsors are: **Comcast, Ocean National Bank, Beals Associates, The Boulders at RiverWoods, Fiducial, Gemini Electric, Langdon Place of Exeter, Public Service of New Hampshire, Waste Management of New Hampshire.** The media partner is **Seacoast Media Group.** We truly could not provide this gala for our members to mix and mingle without their continued support from these sponsors.

There'll be plenty of friends, food and frolicking, interrupted only briefly to mark the changing of the guard on the Chamber's board of directors. **Exeter Copy and More** is sponsoring the local dancers from the Portsmouth Ballroom and Salsa Robics by Gina Guirola who will demonstrate the waltz, swing, rumba, Latin and more periodically throughout the evening.

This is the Chambers' most elegant event of the year and the evening consists of cocktails with a cash bar, hors d'oeuvres and dinner followed by dancing to the sounds of Colours. There will also be plenty of items to bid on for the silent auction and a 50/50 raffle.

It's too much fun to miss! Reply to the invitation you received, call the Chamber at 772-2411, or go online to www.exeterarea.org and purchase your seats right now.

*Providing guidance and
insight for growing businesses.*

RENEWALS

Thank you for making the Chamber your business partner for the future.

ADL Construction Services
Ambrosi Donahue
Congdon & Co.
Amtrak Downeaster
Holistic Animal Healing
Clinic
The Ashworth Hotel
Atrio Properties GMAC
Real Estate
Black Dawg Sealcoat
Breakfast Hill Golf Club
Bruce Mast & Associates
Buckhorn Family
Restaurant & Travelcenter
Budget Storage
The Cabinetworks
Carriage Barn Equestrian
Center
Carriage Towne News
CMS Tours & Travel
Coaching + Healthy
Lifestyle Services
Center for Occupational
and Employee Health
The Copper Canoe
Coventry Cottage
CP Management
Creative Self Storage
cymbidium floral
Demographic Analysis
Deyga Media
Discovery Toys
Dovetailed Kitchens, Inc.
Down to Earth Landscapes
Dutch Ophthalmic, USA
Emanuel Engineering
Employment Times
Equinox Health & Healing
Fireside Sweeps, LLC
Gil's Jeep
Helpware
Here's Where
Homeview, Inc.
The Inn At Spruce Wood
Irving Blue
Canoe – Stratham
JGB Electric
Kevin Roy Builders
Knock on Wood
Lamprey Health Care
Leone McDonnell &
Roberts, P.A.
My Handyman
NASE
Nubble Services

(Continued on pg. 3)

SLATE OF OFFICERS & DIRECTORS 2007-2008

At the Chamber Ball on Friday, September 28, the membership will be voting on the group of leaders selected to represent your interests in the operation of the Chamber over the next year. The Nominating Committee has proposed the following slate of officers and directors for 2007-2008, as approved by the Board of Directors:

CHAIRMAN:
Van Ballantyne, **Fiducial**

PAST CHAIRMAN:
Brian Campbell, **Exeter Hospital**

VICE CHAIRMAN:
Electra Alessio, **Carriage Towne News**

TREASURER:
Jonathan Ring, **Jones & Beach Engineers**

SECRETARY:
Rob Ortins, **Edward Jones of Stratham**

PRESIDENT: Thom Kraus

DIRECTORS: (terms ending 2008)
Lori Breard-Weeden, **ERA Masiello**
Cindy Carroll, **Unitil Corporation**
Mark Danie, **Citizen's Bank**
Dan Jackson, **Arjay Ace Hardware**
Rob Ortins, **Edward Jones of Stratham**

DIRECTORS: (terms ending 2009)
Brian Campbell, **Exeter Hospital**
Michael Donahue, **DT&C Lawyers**
Craig Jewett, **Jewett Construction**
Jonathan Ring, **Jones & Beach Engineers**

DIRECTORS: (terms ending 2010)
Roy Aboody, **Staffing Sense**
Electra Alessio, **Carriage Towne News**
Van Ballantyne, **Fiducial**

HONORARY:
Steve Fournier, **Epping Town Administrator**

RETAIL CHAIRMAN:
Linda Simard, **Coventry Cottage**

In accordance with the by-laws, additional persons other than those so proposed may be nominated for any vacancy by any member in good standing. Any additional nomination (s) must be reported to the Chairman of the Nominating Committee (Cindy Carroll) by twelve o'clock (noon) of the day prior to the Chamber Ball. If further nominations are received by the Chairman of the Nominating Committee within the stated time period and before the deadline of twelve o'clock (noon), the Chamber Ball will then proceed to vote (by voice, hand, or ballot) on multiple candidates for a particular vacancy. Otherwise, the proposed slate will be duly elected.

SEACOAST CHAMBERS' SCHMOOZE

Mark your calendars for Thursday, October 25 for the Seacoast Chambers' Schmooze at the Frank Jones Center in Portsmouth from 4:00 – 7:00 pm. This event will feature 3 hours of networking with both facilitated and free-form opportunities. Attendees will have time to visit sponsor and exhibitor booths as well as connecting with up to as many people as you would like in a crowd of 300.

The underwriter is **Public Service of New Hampshire** along with sponsors; **Daystar Computer Services**, Federal Savings Bank, Laconia Savings Bank, **Northeast Credit Union**, Profile Bank and **Unitil**. Other partners include Gentle Giant, **Seacoast Media Group**, WTSN and 98.7 The Bay along with Dover, Exeter, Hampton, Portsmouth, Rochester, Somersworth and York chambers of commerce.

The cost is \$10 per person for Chamber members and \$15 for non-members. Refer to the enclosed flyer for more registration information or visit www.seacoastschmooze.com. This is the place to be on October 25!



Thom Kraus helps cut the ribbon with Executive Director Susan Cole, and Richard Cutter, Vice Chair of Seacoast Hospice BOD to celebrate their new logo.

NEWS-LETTER ADVERTISING

Advertising in the Chamber's *Tradeninds* newsletter has always been a cost effective way of reaching Chamber member businesses and contacts.

Refer to the enclosed flyer for all the details

Questions: contact Lynn Dow at 772-2411.



GOING WEST A FEW MILES

I am moving west just a couple of miles to take on some new challenges at RiverWoods. It has been a privilege to work for and with all of you over the past four years. I have really enjoyed it and it is due in large part to all of you! I have been fortunate to work with a top-notch staff; Steve Goren, Lynn Dow, Tracey McGrail and now Thom Kraus.

The Exeter Area Chamber has the BEST board, staff, members, ambassadors, volunteers and mascot “Chamberlin”, which leads to the BEST chamber in NH. I hope you can tell how proud I am of the Chamber.

If you are near RiverWoods don't hesitate to stop in to say hi. It has been a fabulous ride. Again, thanks to all of you I will leave with many fond memories.

~ Mary Rulison

JOIN FALL FESTIVAL

The **Exeter Area Retail Merchants Association** of the Chamber is in the midst of planning its annual Fall Festival on Saturday, October 13 from 10:00am—4:00pm and they invite you to participate, regardless of the type of business you have or where it's located.

Here are just some of the ways you can get engaged:



SCARECROWS—Imagine Water Street in Exeter lined with an army of scarecrows, every one unique. Create yours as a symbol of your business. Or, get your neighbors together to make a village of scarecrows.

APPLE PIE CONTEST—Dust off granny's old secret family apple pie recipe and pit it against

your friends and neighbors. A panel of judges will have the enviable task of tasting all of the entries and choosing the best.

PENNY RAFFLE—People will be able to purchase raffle tickets to put them in buckets of the item (s) they would like to win. You can put your tickets into one or many to win all sorts of goods or services. You can help by donating goods or services, or maybe a themed basket with your name on a tag and list of contents for raffle prizes.

VOLUNTEER—Help with decorations, or loading people on and off the hay wagon, or register vendors, or whatever.

COME ON DOWN—And bring the kids and neighbors. Stroll through the shops and find that perfect gift for that special person on your holiday gift giving list.

For more information on this year's festival fun, contact chairman of the association, Linda Simard at **Coventry Cottage**, 772-4543, or call Lynn Dow at the Chamber, 772-2411.

FORE!

The **Exeter Golf Club** was the place to be on Wednesday, August 22 for the Business After Hours. The event was well attended while Joel Jenkins and his staff did an excellent job with the food and hors d'oeuvres.

Many of the attendees had a chance to play a four hole “mini” golf course for a chance to win a \$50 gift certificate at the Pro Shop.



Pictured l-r: Katherine Lewis, Eventide Home; Tom Petot, Inn of Exeter; Bill Jordan, Jordan Signature Heating; Al Lampert, Al's Automotive Service; Karen Uebele, Eventide Home; Paul McCoy, McCoy Professionals.

Prizes were donated by the **Exeter Golf Club, Citizen's Bank, Dot's Flower Shop, Sam's Club** and **Shur Communications**.

Plan to join us for a Morning Mixer on September 12 at **Donahue, Tucker & Ciandella** with **The Baker's Peel** and September 26 at the Folsom Tavern co-hosted by **Spoerl & Strathern** and **American Independence Museum**.

RENEWALS

Continued from pg. 2

On the Vine Marketplace
Pairpoint Group
Polly's Flower Shoppe
Portfolio Kitchen & Bath
Postal Center USA
RAM Printing
Rejuvenations Professional
Massage
Rockingham Visiting Nurse
Assn. & Hospice
S & S Communications
Seabrook Greyhound Park
Seacoast Learning
Collaborative, Inc.
Seacoast School of
Technology Seacoast
Solutions for Business, LLC
Serendipity Boutique
Shields Brokerage
Sir Speedy Printing
Strawbery Banke
The Tavern at River's Edge
To Your Arts Content
Top Drawer, LLC
Trends Gift Gallery
Tuck Realty Corp.
Weddings by Kathryn
WS Goodrich, Inc.
Yelle's Goldsmith &
Silversmith.

(June 11 – August 22, 2007)

CLICK IT! You Might Find These Websites Interesting:

www.nhsbdc.org — Information on starting a new business.
www.nheconomy.com — Information and services for business and industrial development.
www.nhed.state.nh.us/elmi/index.html — NH economic and labor market information.

NEW MEMBERS

Please join the Board of Directors in welcoming these new members. Keep them in mind when making your business decisions.

Scott Richards
Carbonated Carpet Solutions

Carpet & Upholstery
Cleaning
35 Manchester Rd, Ste 11A,
Box 233
Derry, NH 03038
603-370-1044

They use the power of carbonation to deep clean the fibers of your carpet. There's no better way to keep your carpets looking great, while extending their life.

Tony Silva
Vantage Development
Business Consultant
128 Jenness Road
Epping, NH 03042
603-235-0642

Vantage Development assists businesses, organizations and individuals in the development of business processes and leadership practices that lead to unprecedented levels of success and achievement.

Susan Hobbs
Send Out Cards
Marketing
Greeting Cards
7 Greenleaf Drive
Exeter, NH 03833
sendoutcards/18306.com
603-772-0976

A personalized greeting card service ideal for building "strong client relationships". Postcard .31 cents, greeting card .62 cents. Your own handwriting, ability to upload photos, and include gift cards.

BY THE NUMBERS

1245

Number of Exeter Area Gift Certificates sold so far this year, before we even get into the holiday rush.

LOCATION, LOCATION, LOCATION

Daystar Computers Services Inc. has recently opened their new state-of-the-art facility, located at 121 Shattuck Way in Newington, NH. For information on Daystar and their services, visit www.daystarinc.com

Northeast Credit Union is expanding with the construction of a new branch located at 144 First NH Turnpike in Northwood, at the intersection of Routes 4 & 9. The one-story, 2,880 sq. ft. facility is scheduled to open in November 2007. For more information on Northeast Credit Unions products or services, please visit www.necu.org.

Al's Painting & Custom Homes has opened their new office located at 250 Calef Highway in Epping, NH (located right across from the Irving station). For more information on their services, please visit www.als-painting.com.

Exeter Adult Education has moved to their new location at the Tuck Learning Center at 30 Linden Street (old Exeter High School). Check out their website at www.adultedrw.sau16.org for information on classes and their open house in September.

NETWORKING KNOW-HOW:

Making Meetings and Memberships Worth the Time and Money

When we interview people who are about to attend our keynotes and workshops, they often say, "I join organizations and go to conferences, but I wonder if it's worth the time and money." You're probably a member of several groups – a professional association, a leisure time or "hobby" group, the Chamber of Commerce, maybe your alumni group. And you may wonder the same thing. So we've packed 16 years of our customer research and experience about how to make the most of your memberships into 10 Q & A's to help you make networking an art . . . not an accident. Questions #2 and #3 of this continued series.

2. How many organizations should I join? Which ones? What's your purpose? If you work for a corporation, join organizations that will teach you about the industry and put you in touch with resources to get the job done. If you are in sales and your product is bought by small businesses, then join several organizations that have small businesspeople as members. If you are job hunting, join groups whose members could hire you. We recommend that you plan to become known in 5 or 6 arenas: your family (Does cousin

Bob really know what you do?"), a community or leisure time group, one or two professional organizations that serve your job type, one or two "target" groups - if you're looking for a job or are in sales.

3. How do I find just the right organization for my purpose? Look at the calendar in your newspaper's business pages for names of local organizations. Go to the library and look for groups in the Encyclopedia of Associations or search the web using key words and phrases. Ask people who might know -- colleagues at work, peers in other organizations, mentors, experts in your field. Ask your clients/customers what groups they belong to. Ask people who have the job you want what professional groups they belong to, or what conferences they go to.

Lynne Waymon and Anne Baber are managing partners of Contacts Count, the nationwide training and consulting firm specializing in business and professional networking. They are authors of Make your Contacts Count (AMACOM, 2007) and provide keynotes, workshops, train the trainer programs and webinars. www.ContactsCount.com 301-589-8633.



Ambassadors assist Family Practice physician, Hugh Mac Donald, MD and Greg Walker, President and CEO, cut the ribbon for Wentworth-Douglass Hospital's new medical office building in Newmarket.

WE NEED YOU . . . to have fun

The Chamber is "a buzz" during the year, and the fall is no exception. We have several opportunities for you, our valuable member, to volunteer your time at the Chamber. Over the next few months we have the Fall Festival, holiday decorations, Holiday Open House, Festival of Trees, and the Chamber Children's Foundation just to name a few events where volunteers help us pull it all together.

Why do it? Because volunteering for the Chamber is FUN! Whether it's on a committee or at an event or stringing holiday lights, we have a job for you. And it's FUN! Really. Call Lynn at 772-2411 or email at lynn@exeterarea.org and get ready to have some fun.

CLIPS OF THE MONTH

The Chef's Cottage, Inc., a participative, hands-on cooking school in Exeter, has announced two new professional collaborations. Chef James Halter, former owner/operator of the Blue Strawberry in Portsmouth, and Pastry Chef Arie Kidder, recently of Top of The Hub and Biba in Boston, will both be teaching classes this fall. For more information visit www.thechefscottage.com.

For the third year in a row, **Edward Jones** received the highest rank in investor satisfaction by J.D. Power and Assoc. Stratham/Exeter financial advisors include: Rob Ortins and Elizabeth Thompson. For more information, visit www.edwardjones.com.

Great Bay Kids' Company was recently chosen to receive a grant from the Newmarket Community Education Partnership for their "Handwriting Without Tears" program. The Handwriting Without Tears program is based on educationally sound principles that are entertaining and fun. More information can be found at www.greatbaykids.org.

Jordan Signature Heating is proud to announce that Bill Jordan passed the North American Technician Excellence exam recently. This certification benefits local homeowners by giving them an independent standard by which to select a knowledgeable technician to work on their home comfort system. For more information about Jordan Signature Heating, please call 580-2262, or visit www.jordansignatureheating.com.

The **Amtrak Downeaster** began operating a fifth daily 2 1/2 hour round-trip between Portland and Boston on Friday, August 17. The new schedule will allow new evening departures (8:10pm) from Portland, Maine and the return of the 11:20pm departure from Boston. For more information on their schedule, visit www.amtrakdowneaster.com.

My Handyman of Southern New Hampshire, announces that Caroline Amport has joined their staff as Operations and Business Development Manager. Caroline brings 10 years of operations, management experience to the home maintenance services provider. For more information on their services, please visit www.myhandymannh.com

These clips are taken from press releases sent to the Chamber. If you've got some good news to share, please email details to info@exeterarea.org. Inclusion is a benefit of membership and is limited by space and the discretion of the editor.

(Continued from page 1)

announce that Stephen Fournier, the Town Administrator of Epping has begun serving a one year term with our Board of Directors.

We also work closely with existing business associations in neighboring towns. We are glad to announce that the latest organization to join the Chamber is the Newmarket Business Association. We look forward to working with them to promote and enhance the Newmarket Business community.

Our Chamber will continue to focus on our entire region and promoting the economic health of all our members.

~ Thom Kraus
President

HOW TO START YOUR OWN BUSINESS

Tuesday, September 25, 2007
6:00pm-9:00pm

SCORE OFFICE
195A Commerce Way, Portsmouth

This workshop is for people interested in learning the fundamentals of what is required to start a business.

Discuss the details with experienced executives, and receive valuable tools and reference materials to assist in starting your own business.

Fee: \$30, materials included

Contact SCORE at 433-0575 for details.
www.scorehelp.org

YOUR BUSINESS DESERVES THE SAME RESPECT YOU GIVE YOUR CUSTOMERS.

Robert Ortins
Financial Advisor
(603) 775-0009
STRATHAM

Elizabeth Thompson
Financial Advisor
(603) 773-5822
EXETER

www.edwardjones.com
Member SIPC

At Edward Jones you'll get more than respect. We'll help your business gain a financial advantage.

Edward Jones
MAKING SENSE OF INVESTING

NEW MEMBERS

Please join the Board of Directors in welcoming these new members. Keep them in mind when making your business decisions.

Gerry O'Connell
Winsor Brook
Property Advisors
Real Estate-Commercial & Residential
100 Main Street, Suite 100
Dover, NH 03820
winsorbrook.com
603-978-8381

Referred by: Rob Ortins, Edward Jones
Winsor Brook Property Advisors-"Providing real estate solutions through experience, knowledge and commitment". They help clients with all their real estate needs. Sales, leasing, investing.

Gerry O'Connell
Newmarket Business Association
Business Association
P.O. Box 346
Newmarket, NH 03857
newmarketbusiness.com
603-978-8381

Referred by: Rob Ortins, Edward Jones
The primary purpose of the Newmarket Business Association is to promote the benefits of Newmarket by improving communication among members of the business community

Roger Smith
Fast-teks
On-Site Computer Services
Computer Services
P.O. Box 895
Exeter, NH 03833
Fastteks.com
603-319-1738

Fast-teks On-Site Computer Services provides emergency repair, maintenance and installation for PCs/laptops, servers, software, data storage and networks to customers on the New Hampshire Seacoast.

EVENTS

Morning Mixer
WED., SEPT 12
 7:30am-9:00am
 Donahue, Tucker &
 Ciandella, PLLC and
 Baker's Peel, Exeter

Business After Hours
WED., SEPT. 26
 5:30pm-7:30pm
 Spoerl & Strathern
 Real Estate &
 American Independence
 Museum at the Folsom
 Tavern, Exeter

Chamber Ball
Dancing with the Stars
FRI., SEPT. 28
 6:00pm—11:30pm
 Sheraton Portsmouth
 Harborside Hotel

Morning Mixer
THURS., OCT. 11
 7:30am-9:00am
 Sam's Club, Seabrook

Fall Festival
SAT., OCT. 13
 10:00am—4:00pm
 Downtown Exeter

Business After Hours
WED., OCT. 24
 5:30pm-7:30pm
 Lindt & Sprüngli, Stratham



A Publication of the
 Exeter Area
 Chamber of Commerce
 120 Water Street
 Exeter, NH 03833
 Phone: 603/772-2411
 Fax: 603/772-9965
 Email: info@exeterarea.org

www.exeterarea.org

DEADLINE: 23rd of each month

HAVE A STUDENT JOB SHADOW YOU

The many work-based learning opportunities for the students at Seacoast School of Technology have been scheduled for the new school year, so mark your calendars! The annual Seacoast School of Technology / Business Roundtable will be on Wednesday, November 7th for its 13th year! Career Network Brunches and Luncheons are scheduled for October 24th (Computer Programming and Pre-Engineering), November 14th (programs Digital Communications and Marketing programs), December 7th (Early Childhood Education and Health Science programs), January 9th (Culinary Arts program), February 20th (Biotechnology program) and April 2nd (Animal & Plant Sciences program). These events are extremely effective in helping the students understand what they need to do now, while still in school, to better prepare for careers when they graduate.

The goal is to have students job shadow after these events. The students will have had the opportunity to meet professionals in particular careers and spend time talking with them about actual job possibilities. Job shadows let students investigate these careers more thoroughly by spending time with business people at the workplace and observing what expectations and requirements exist. Focus on non-traditional career opportunities for our young men and women will continue to be emphasized. Internships are also available to students during the school year and as summer experiences. It is critical that the community be involved in their young people's learning and development as they mature into young adults. Providing work-based learning experiences helps students understand

themselves better to become successful contributors to their community.

Seacoast School of Technology, the regional career and technical center, is committed to combining rigorous academics with applied career training and local employment exploration to develop confident, industrious leaders of the future. We at SST are eager to work with you in these varied endeavors. Please contact the school to set up your opportunity to participate in the various events that interest you.

This space is provided each month to Marilyn Kellogg, Career Advisor at Seacoast School of Technology, in an effort to keep the membership apprised of the many opportunities available to help prepare the consumers and employees of the future. If you are interested in getting involved, contact her at mkellogg@sau16.org or call 775-8466.

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Exeter Area Chamber of Commerce
 120 Water Street
 Exeter NH 03833

Wednesday, September 26
BUSINESS AFTER HOURS
Spoerl & Strathern Real Estate

PRESORTED
 STANDARD
 MAIL
 US POSTAGE
 PAID
 EXETER, NH
 PERMIT NO. 32