



# Insider Newsletter

January 2019

Kennebec Valley Chamber of Commerce  
KennebecValleyChamber.com

## Upcoming Events

### January

- 01/10 **Cynergy: Behind the Scenes**  
5:00 - 7:00 pm  
@ JS McCarthy Printers
- 01/23 **Women's Network Luncheon**  
11:30 a.m. - 1:00 p.m.  
@ Senator Inn & Spa
- 01/23 **Business After Hours**  
5:00 - 7:00 p.m.  
@ Johnson Hall
- 01/25 **The Kenney Awards**  
4:30 - 10:00 p.m.  
Augusta Civic Center

### February

- 02/05 KVCC Board of Directors  
5:00 p.m.
- 02/06 **Cynergy: Behind the Scenes**  
5:00 - 7:00 pm  
Location TBD
- 02/12 **Small Business Resource Team**  
9:00 am - 12:00 pm  
@ Purdue Global University
- 02/13 **Women's Network Luncheon**  
11:30 a.m. - 1:00 p.m.  
@ Senator Inn & Spa
- 02/20 **Chamber Connection**  
7:30 - 9:00 am  
@ Senator Inn & Spa
- 02/27 **Business After Hours**  
5:00 - 7:00 p.m.  
@ A-COPI Tennis & Sports Center
- 02/28 **Cynergy Spring Dodgeball League Starts**

\***Bolded items are open to the public**

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## 2019 Goals

Enhancing life quality in the Kennebec Valley  
by strengthening our regional economy

Create Synergy between  
Business and Education

Strengthen Understanding  
& Engagement of  
Workforce Dynamics

Deliver Value to Members  
through Membership  
Engagement

Be the Connector Between  
Community Organizations

Create Synergy between  
KVCC and Government



## the kenney awards

The Kennebec Valley Chamber of Commerce is proud to present The Kenney Awards on **January 25, 2019!** This event highlights and celebrates the success in our community with the recognition of seven awardees with live voting determining the winners in three categories. Stay after the awards ceremony for dancing and a live performance by the School Street Band! *(Continued on page 4)*

### Women's Network

CONNECT. LEARN. EMPOWER.



**Joanne Crepeau**  
Girl Scouts of Maine

**The Leadership Crisis: the Urgent Need to Develop Young Women as Future Leaders**

January 23, 2019  
11:30 a.m. - 1:00 p.m.  
The Senator Inn & Spa

RSVP to [Info@KennebecValleyChamber.com](mailto:Info@KennebecValleyChamber.com)

**Thank you to our sponsors!**



### CHAMBER CONNECTION

SERIES 2019

Chamber Connections, named for connecting you with different organizations and speakers, covers a wide range of topics with speakers presenting thought provoking ideas that leave you motivated and with new knowledge. The goal of Chamber Connections is to keep our members and the people of the Kennebec Valley up to date and provide information on how to make their businesses successful.

In 2019, Chamber Connections will be held quarterly with buffet breakfasts from 7:30 to 9:00 am. The 2019 dates are February 20, April 17, July 17, and October 23.

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## MEMBER ANNIVERSARIES

### 30+ YEARS

- MaineGeneral Health
- McDonald's East Side
- N.R.F. Distributors, Inc.
- Rolfe's Well Drilling
- Staples Funeral Service

### 20+ YEARS

- Augusta Civic Center
- Coldwell Banker Rizzo Mattson Realtors
- Maine State Credit Union
- Rejean Blais Apartment Rentals

### 10+ YEARS

- Augusta Country Club
- curtisWorks Communications Solutions
- EZToUse.com
- Governor Hill Mansion
- Manchester Lions Club
- Servpro of Augusta
- Steve's Appliance & Furniture

### 5+ YEARS

- A-COPI Tennis and Sports Center
- Harvard Pilgrim Health Care
- Knowles Mechanical, Inc.
- Moody's Collision
- The Advertising Specialists of Maine Inc.

### ALSO RENEWING

- Blais Property Management
- Living Space Consultants
- Quarry Tap Room
- Tamara Lilly VO
- Wellness Connection of Maine
- Zardus Art of Massage

## WELCOME NEW MEMBERS!

### American Red Cross

Linda Williams, (207) 729-6779  
[www.redcross.org](http://www.redcross.org)

### Beyond

Ryan Demeny, (207) 844-1011  
[www.getbeyond.com](http://www.getbeyond.com)

### Solutions Advocacy Services, LLC

Susan Parks, (207) 441-4942  
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office, retail or restaurant  
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## 222 MAIN STREET DOWNTOWN WATERVILLE



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**FOR MORE INFORMATION PLEASE CALL (207) 873-5101**

# Supporting Community We Make It Easy

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back into the community.”**

Andrew Silsby, *President & Chief Executive Officer*

*Open our Premier Checking (business or personal) today and you'll support our local community. We target 10% of our income each year to go back to the communities we serve. Doing business with us really does make a deposit back into our community.*



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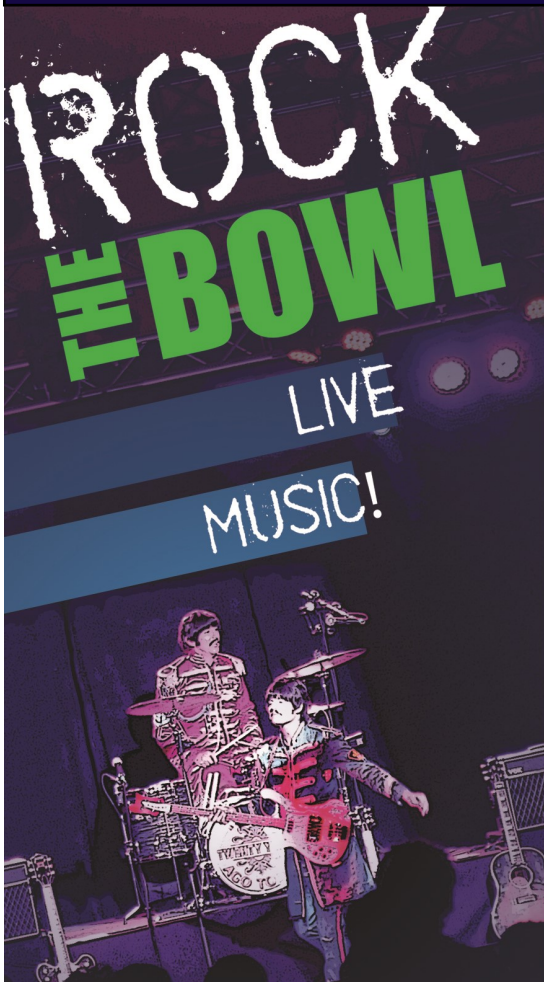
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## MEMBER SPOTLIGHT



SNOW POND  
CENTER FOR THE ARTS

**We all make choices every day on how to spend our dollars.  
There are so many worthwhile things to invest in, so how do we choose?**

One thing to consider might be **IMPACT** - the impact on your family, on your neighbors, and on your community. The Bowl project is about having one of the finest outdoor performance venues in the Northeast and its lasting impact on your quality of life and the richness of our community.

This successful campaign will:

- Generate \$300,000 each and every year in support of arts and music programs for our children in our communities.
- Stimulate our local economy by bringing additional revenue, over \$1,500,000 per year, to our local business owners through event-related spending.
- Resonate deeply with you, your friends, and family through the shared experience of amazing live performances.
- Create a more prosperous and engaged community, anchored around a vibrant, nationally known, cultural arts and community center.

**Please support this 1 Great Cause today by helping Snow Pond Rock the Bowl!**

**To learn more or to donate today, visit [snowpond.org](http://snowpond.org)**



## Peter G. Thompson Lifetime Achievement Award

**John Fallona** gained his strong work ethic while working at a sandwich shop and balancing work, school, and sports. With degrees in Industrial Electricity and Business, John advanced in his career from a Dispatcher at Central Maine Power in 1964 to managing the ice storm of 1998 as Vice President of Operations to his retirement from CMP after 40 years in 2004. Upon his retirement, John purchased Ontarget Utility Services and grew the business from 30 to 300 employees and sold the business in 2018. Beyond the success of his professional career, John is also a leader and dedicated member of the Kennebec Valley community with a determination to give back to help others get a good start in life and make a difference.

## Large Business of the Year Award

When Randy Hutchins joined the **O'Connor Auto Park** team in 1992, it was a successful dealership in a modest building on Riverside Drive in Augusta. Since then, the company has seen much growth. Today, O'Connor offers sales, service, and parts for passenger cars, trucks, and SUVs, as well as medium and heavy-duty trucks and busses! The O'Connor campus covers almost sixty acres on Riverside Drive, with another facility in Portland. From roughly 140 employees in 1992, the team has grown to over 270 employees.



## Small Business of the Year Award

**Clark Marine's** journey has seen the business evolve from land to water. What started as a Buick Dealership founded in Gardiner in the 1940s, turned into a way to serve the Central Maine freshwater boaters in 1958. Today, Clark Marine is a freshwater recreational boat company located in Manchester, with two storage facilities located in Monmouth and Belgrade, that is focused on maximizing its customers' time on the water and is dedicated to enhancing fresh-water boating in the Central Maine lakes region.

## Special Service Award

**Peter Prescott**, Chief Executive Officer at Everett J Prescott, has helped grow his father's company and the community since he joined EJP in 1959. After his father sold the company to Peter and two sons-in-law in 1978, EJP grew to over 300 employees and from three offices. Peter believes that if everyone works together, there is no such thing as can't, won't, and will not. For Peter, a great example of this statement is the Great Race's stop in Gardiner. After years of asking the Great Race to bring the route back to Maine and months of planning and coordinating, the Great Race's Gardiner stop was a huge success for the area, attracting an estimated 7,000 attendees to downtown Gardiner.



## President's Choice Award Finalists



In 1953, Gardiner residents recognized a need for a local Credit Union, craving a community and member supported place for savings and loans. **Gardiner FCU** originally opened in the kitchen of Shirley Withee's home, where members could count on a cup of coffee & pleasant conversation, while they completed their loan applications. That tradition of one-on-one personal attention continues to this day. They have grown from a staff of one, serving a handful of members, to a staff of fifteen, serving over 5,000 members from the Kennebec and Lincoln counties, and the towns of Richmond and Palermo.

When Rob Pushard began teaching karate at the age of 15, he knew he wanted to do it for a living. Rob and his father, Richard Pushard Sr., founded **Maine Isshinryu Karate Academies** in 1984. Now better known as MIKA, what started as a small 16 student club has transformed into seven locations, over 750 active members, 65 active Blackbelts, and a training regimen that includes MIKA FIT, MAT MAX, and Brazilian Jiu Jitsu along with Isshinryu Karate. At MIKA's Awesome After School and Summer Camp Programs, children practice martial arts, dance, tumbling, outdoor sports, educational lessons, and more.



**Merrill's Detector Dog Services**, a women-owned small business, began with a love of dogs and a desire to do something that matters. The company has grown from one team in 2006 to over 30 today. Merrill's Detector Dogs has grown into a nationally recognized provider of quality K-9 teams, specializing in explosives, narcotics, and bed bug detection. Although still based out of Readfield, their client base reaches far beyond, including the NBA, West Point Military Academy, American Airlines Arena, and the Miami Dolphins.

## Community Service Award Finalists

Located in the historic home of legendary publisher and First Amendment champion Guy P. Gannett in Augusta, the **First Amendment Museum** is creating exhibition spaces that show how Americans practice their First Amendment freedoms to give visitors an understanding of our fundamental rights. The museum has created programs to educate and inspire people to use their own voice to strengthen our democracy for our future as well as empower all Americans to live their freedoms every day.



**The Harlow** believes art is for everyone. Opened in 1963 by the Kennebec Valley Art Association, The Harlow is a membership based nonprofit organization that supports the artistic development of its member artists, both amateur and professional. Through countless exhibitions, workshops, lectures, and other special events, the Harlow ensures art is attainable to all and adds vibrancy to the community. Harlow's inclusive model offers artists at every level the opportunity to participate in shows. As the Harlow continues to grow, it remains steadfast in its commitment and connection to the community, regularly partnering with nonprofits on projects and programs.



With a 224 acre preserve, **Viles Arboretum** has six miles of trails, the second longest wetland boardwalk in Maine, twenty botanical collections from around the world, and Maine's largest publicly accessible nature inspired sculpture exhibit. As an education and conservation centered nonprofit, Viles Arboretum's mission is to introduce visitors to nature and to inspire all visitors with the fascinating and rich relationship all of us share with nature. The Arboretum provides and promotes nature based learning opportunities with a specific focus on interactive, creative, and hands-on learning and teaching.



## Cynergy Young Professional Award Finalists



**Craig Garofalo's** work ethic and motivation to do a job well done all began with some wise words from his grandfather: "Don't start something unless you intend to finish it." Over the past 18 years, Craig has moved up through the ranks at Kennebec Savings Bank from summer teller to his position today as Executive Vice President and Chief Operating Officer. Craig and his family chaired the United Way of Kennebec Valley's 2015 fundraising campaign, and he is also involved with the Maine-Dartmouth Family Medicine Residency and the Maine Bankers Associations as well as local youth sports. He formerly chaired the board of directors of the Children's Discovery Museum and was involved with the finance committee for MaineGeneral.

Texas native **Jessilin Quint**, D.O., FAAO, is an optometrist and co-owner of Smart Eyecare Center. She moved to Maine three years ago in pursuit of joining a practice that is deeply committed to serving it's local community. Jessilin is passionate about patient care and takes the time to treat every patient like family. As a local business owner, she feels being involved in the community is vital and has led her team at Smart Eyecare to participate in multiple community events. Jessilin speaks at local schools on the importance of eye care and is a member of the Cynergy Steering committee. She enjoys lecturing at national conferences and is an author in many industry publications. Jessilin volunteers abroad and has completed eye care mission trips with Unite for Sight.



**Courtney Yeager's** passion for nonprofit work began when she was 11, volunteering at her local soup kitchen. What she didn't know then was that her enjoyment of giving back and the ability to put a smile on someone else's face would turn into a career. Courtney has truly found her dream job as the Director of Development and Marketing at United Way. There, she doesn't have to choose among the different causes she is passionate about. Instead, she gets to work hard to support all of them. Through her career and volunteering, Courtney is working to build an ever more generous community that cares for its neighbors.

*Thank you Ledgehill Photography for the photos!*

# THANK YOU TO THE 2019 KENNEY AWARDS SPONSORS!

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# CHAMBER MEMBER NEWS



**Bar Harbor Bank & Trust** supports Maine College Circle with the presentation of a donation. The mission of Maine College Circle is to help more students make more of the opportunity of higher education, with a special focus on rural Maine communities. They pursue their mission by supporting better, earlier, and equal access to information on the opportunity education, particularly higher education.

**CrossFit Undaunted** in Augusta raised money for the Food for Thought, a program that provides food for the weekend to food insecure children in MSAD 11. With a fundraising goal of \$2,000, CrossFit Undaunted surpassed their goal and raised over \$5,000.



**The Harlow** presents "Commonplace", a two-person exhibition featuring work by Nathan Allard of Somerville and Maxwell Nolin of Belfast. The exhibition is on view January 4 - February 9 at 100 Water Street in Hallowell. The public is invited to attend and meet the artists at the opening reception on Friday, January 4, 5-7pm. In Commonplace, Allard and Nolin highlight people of New England through portraits and figure paintings

represented in oil and egg tempera paint. The exhibition takes a look at the simple, quiet moments in life, and offers a space for contemplation and reflection.



**New Dimensions Federal Credit Union** is pleased to announce their new Business Development Officer, Molly Woodward, who will be located at the Waterville branch. Molly will be focusing on developing new business relationships in all service areas for New Dimensions and comes to them with an extensive background in the financial industry. She is a graduate of Penobscot Valley High School and went on to get her BS in Marketing Management from Thomas College. Currently, Molly lives in the Waterville area with her husband, Richard, and their dog, Princess.



**Tri-State Staffing** welcomes Rachel Demos as the Human Resources/Operations Manager. Born and raised in Augusta, she has a long standing, strong tie to area businesses, its residents and the community as a whole. As a UMA graduate, she earned her degree in Business Administration and has a proven work history of 20+ years in the Human Resource Manager and General Manger fields. Rachel, coupled with the HR experience, will bring professionalism, integrity, enthusiasm, and a commitment to community.

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Elizabeth Johnston and her family wanted to start a new brewery. They talked with other banks, but only Bar Harbor Bank & Trust had the solution to help them achieve their goal. To see how Bar Harbor Bank & Trust worked with Lake St. George Brewing to write their success story, go to [www.bhbt.com/LSGB](http://www.bhbt.com/LSGB).

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**"From the get-go, Jeff, our banker, was trying to understand us as people."**

*-Elizabeth Johnston*



[www.bhbt.com/success-stories](http://www.bhbt.com/success-stories)

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## KVCC Board of Directors

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### KVCC Staff

**Katie L. Doherty**, President & CEO  
**Lindsay L. Corbett**, Office Manager  
**Chris A. Voynik**, Events & Membership Director  
**Caroline A. Saban**, Marketing Director



### Our Mission:

*The KV Chamber exists to enhance life quality by strengthening our regional economy.*

# BUSINESS after HOURS

## Join us at Johnson Hall!

The first Business After Hours of 2019 will be held at **Johnson Hall** on **Wednesday, January 23rd** from **5:00-7:00 p.m.** KV Chamber members and guests are welcome to join us for networking with business professionals from the 23 communities we service! Delicious hors d'oeuvres will be served and a cash bar will be available.

Every Business After Hours is an incredible opportunity to win amazing door prizes and take part in the 50/50 raffle.



280 Water Street, Gardiner

To RSVP call 623-4559 or  
Email [info@kennebecvalleychamber.com](mailto:info@kennebecvalleychamber.com)