



Upcoming Events March

- 03/13 KVCC Board of Directors
5:30 p.m.
- 03/14 **Women's Network Luncheon**
11:30 a.m. - 1:00 p.m.
@ Senator Inn & Spa
- 03/21 **Chamber Connection**
7:30 - 9:00 a.m.
@ Senator Inn & Spa
- 03/28 **Business After Hours**
5:00 - 7:00 p.m.
@ Le Club Calumet

April

- 04/10 KVCC Board of Directors
5:30 p.m.
- 04/10 **Membership Appreciation Week!**
- 4/14
- 4/10 Membership Appreciation Week Breakfast Kickoff
@ Augusta Civic Center
- 04/11 **Women's Network Luncheon**
11:30 a.m. - 1:00 p.m.
@ Senator Inn & Spa
- 04/18 **Chamber Connection**
11:30 a.m. - 1:00 p.m.
@ Governor Hill Mansion
- 04/25 **Business After Hours**
5:00 - 7:00 p.m.
@ Bangor Savings Bank

*Bolded items are open to the public

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3 Ways to Save on Credit Card Processing

In business, every penny counts. With plastic continually becoming more popular than cold-hard cash, declining to accept credit cards is not the best way to avoid processing fees.

Although credit card processing fees are unavoidable, here are three tips to help you save money.

1. Shop Around and Negotiate with Credit Card Processors

Just like with shopping for any other product, doing a little comparison shopping can get you the best deal. Before choosing a payment processor, you should ask what the total rate is when all fees are included, if there are any cancellation, statement, service, or application fees, and if any of these can be waived. Compare fees, talk, and negotiate with different processors and choose the one that is the right fit for your business. You can later negotiate with your credit card processor by leveraging your transaction volume and being seen as a client that adds value.

2. Reduce Risk of Credit Card Fraud

If your processor is offering a tiered pricing system, it will charge more when there's a larger margin for error and risk for fraud. By having your customers insert their card into your terminal and avoiding keying in their card manually, you decrease the margin of error and reduce the risk of fraud. You can also further decrease the risk of fraud by staying EMV compliant and using a chip reader. Although the chip reader may not save you money on processing fees, it can save you money should a customer dispute your payment.

3. Impose Minimum Credit Card Sales

If you are paying at least \$0.30 per transaction, letting your customers charge \$2.00 on their credit cards is not profitable for your business. Put up a note that explains you only accept credit cards with a minimum sale amount that makes sense for your business and processing fees.

Women's Network

CONNECT. LEARN. EMPOWER.



Jennifer Day
 Coldwell Banker Rizzo Mattson

**The Power of One:
 Unexpected Transformative Connections**

March 14, 2018
 11:30 am - 1:00 pm
 The Senator Inn & Spa

RSVP to Info@KennebecValleyChamber.com

Thank you to our sponsors!



CHAMBER CONNECTION

— SERIES 2018 —



Doug Herling
 Central Maine Power

**Leading the Charge to a Clean
 Energy Future for New England**

March 21, 2018
 7:30 - 9:00 am
 The Senator Inn & Spa

RSVP to Info@KennebecValleyChamber.com

Thank you to our sponsor!



WELCOME NEW MEMBERS!

Capitol Insights

Cheryl Timberlake, 623-3800
www.capitolinsights.com

Cushnoc Resiliency Advisors

Patrick Dunn, 465-5402

Dennis Paper & Food Service

Dale Cross, 356-3800
www.dennisexpress.com

Midcoast Lyme Disease Support & Education

Paul Jackson Jones, 446-6447
www.mldse.org

Rene Roy Photography, Inc.

Rene Roy, 838-6420
www.reneroyphoto.com

MEMBER ANNIVERSARIES

40+ YEARS

Day's Travel Bureau
Gosline Insurance Group
Meadow Park Development
Corporation

Plummer Funeral Home
Quality Inn & Suites Maine
Evergreen Hotel
Woodmaster of Maine

30+ YEARS

Lipman & Katz

20+ YEARS

Fredericton Chamber of
Commerce
Lamey Welleham
Maine Better Transportation
MaineGeneral Community
Care

MOFGA
North County Rivers
Theater at Monmouth

10+ YEARS

Darling's Auto
Down East Magazine
Ganneston Construction
Corp
Headlight Audio Visual
Kennebec Networkers
Line-X of Augusta
Maine & Co.

Maine Restaurant
Association
Manchester Lion's Club
Manufacturers Association
of Maine
Riverside Disposal
Saltbox Primitives

5+ YEARS

Care & Comfort
Facial and Oral Surgery
Friends of Kennebec River Rail
Trail

Gardiner Main Street
Hutchings Electric
Infinite Signs
Kennebec Land Trust

Maine Natural Gas
The Cat House
Us. Small Business Administration

ALSO RENEWING

AARP
Bourdon & Company
Columbia Classic Cars
CurtisEase Coaching

Harvest Time
KDT Towing & Repair
Maritime Energy
Pine Tree Fence

Sportsman's Alliance of Maine
The Breathable Home

Did you know as a member of the Chamber you can buy a membership list?

Call the Chamber at 207-623-4559 for more information.



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 May the Fuel Delivery rise up to meet you.
 May the Technicians always have your back.
 May the Heat Pumps warm upon your face,
 and Prices fall soft upon your Budget Plans.
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Member Spotlight

Pat Jackson, Inc.



Since 1956, Pat Jackson, Inc. has serviced both residential and commercial septic tank needs throughout the state of Maine. Services offered include septic tank cleaning, pressure washing of pump stations, sewer line jetting, state certified septic system inspections, grease trap cleaning, sewer pipe thawing, compost manufacturing, camera service for lines, and general system repairs. With nine emergency service trucks available year-round, Pat Jackson, Inc. provides quality service when you need it.



Pat Jackson, Inc. also gives back through its Operation PINK. A portion of revenue made when tanks are pumped by the pink truck are donated to

the support the fight against cancer. By requesting the pink truck, you are helping with the fight against cancer! Donations are also accepted at Pat Jackson's office.



We're known for our legendary Roadside assistance but did you know a membership provides many other cost saving benefits?

- Insurance
- Full service travel agency
- DMV Services
- Travel discounts

**Join For As
 Little As \$49!**

Employee Highlight:

Samantha Harvey—Insurance Agent

Samantha is a licensed insurance agent and willing to help with all of your insurance needs. Stop in to see Samantha at our Augusta office or email her at Harvey.samantha@nne.aaa.com



Turnpike Mall

20 Whitten Road Suite. 11 Augusta Maine

207-622-2221



June 13 - July 4

Over four decades ago, residents of the Kennebec Valley first came together to celebrate the river that unifies our region. What started with a carefree race down the mighty Kennebec River has transformed into the top-notch two week family festival we celebrate today! We are proud to present hundreds of activities for all to enjoy, from a bluegrass festival to craft fairs, waterfront concerts to sports tournaments, and the signature Kennebec River Day on June 30th! The Whatever Family Festival is a distinctive opportunity to experience the Kennebec Valley through a variety of free events.

Greater Gardiner Riverfest, June 23

The Greater Gardiner River Festival kicks off the Kennebec Valley Chamber of Commerce's annual summer celebration of our riverfront communities. Gardiner's annual free, family-fun community festival runs from 9 am to 10 pm along the beautiful Waterfront Park. Highlights include an open-air craft fair on historic Water Street, live music and entertainment, active outdoor events for all ages, games and giveaways, local food, and fireworks!



Kennebec River Day, June 30

The Kennebec River Day is held at Mill Park along the mighty Kennebec River from 11 am to 3 pm with activities targeted to ALL AGES! Children will be occupied with games and activities while adults can spend time at the homemade craft vendors, listening to music, or playing adult games. The Chamber is excited to bring everyone together for a day in Augusta with activities for all. The possibilities are endless for this day in Mill Park!

The Great Race, June 26, Downtown Gardiner

The Great Race is an antique, vintage, and collector car competitive controlled-speed endurance road rally on public highways with cars from 1972 and older. It is not a test of top speed. It is a test of a driver/navigator team's ability to follow precise course instructions and the car's (and team's) ability to endure on a cross-country trip.



Gardiner, Maine stop hosted by:

Gardiner Main Street

Kennebec Valley Chamber of Commerce

Please join us in welcoming our Office Manager, Lindsay Corbett!



Lindsay was very excited to join the Chamber in February 2018. She is a Thomas College graduate who spent the last 6 years working in higher education, where she started as a front desk receptionist, and then was quickly promoted to lead the finance department.

She lives in Gardiner and is eager to get out in the community and to help grow the Kennebec Valley.



March 7th, 11 am

Harlow Gallery, 100 Water Street, Hallowell

Advertise In The Newsletter

Ad Size	Inches W x H	Monthly Cost	6 Months Cost 10% Discount	1 Year Cost 20% Discount
1/2 Page	8 x 5.25	\$150	\$810	\$1,440
1/4 Page	8 x 2.625 or 4 x 5.25	\$100	\$540	\$960
1/8 Page	4 x 2.625 or 2.625 x 4	\$75	\$405	\$720
Double Sided Insert	8.5 x 11	\$250	—	—

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45th Annual Manchester Lions Home and Garden Show

April 6th, 7th & 8th
Augusta Civic Center

Building Contractors, Landscapers, Roofing,
Heating, Pools & Spas, Sheds, Power Equipment,
Garden Tractors, financial services & more

Friday 1:00pm–7:00pm
Saturday 9:00am–6:00pm
Sunday 10:00am–4:00pm

Thank you Sponsors
Daves Appliance ~ Kramers
Clark Marine / Avalon Pontoons/ Honda
Fowlers Roofing ~ Home Depot
Manchester Motors ~ Aquarius Pools & Spas

www.lionshomeandgardenshow.org

CHAMBER MEMBER NEWS

Camden National Bank launched its newest innovation in customer banking services: Pay Up. A person-to-person payment system, Pay Up makes squaring up with friends and family as fast as a debit card payment. The service is free, safe, and easy to use through Camden National Bank's online and mobile banking platforms. Funds can be sent to almost anyone with a U.S. bank account, and the payment is available for the recipients to accept using their own debit card or account information within minutes. Pay Up complements other digital services offered by Camden National Bank, including mobile deposit, Touch ID, and real-time fraud alerts.



Brian Bernatches, CFP, an independent LPL Financial advisor and managing director at **Golden Pond Wealth Management** in Waterville, Maine, has been named to the 2018 LPL's Chairman's Council. This premier award is presented to less than 2% of the firm's approximately 15,000 advisors nationwide.

Harlow Gallery presents "Young at Art," the 15th annual exhibition of children's artwork and first annual Young at Art show to be held at their new location, 100 Water Street in Hallowell. Young at Art is on view from March 7th to the 24th with a public reception on Saturday, March 10th from



11am to 3:30pm. During this exhibition, students from kindergarten through 8th grade have their work on display in the professional setting of the Harlow Gallery. Each year the Harlow Gallery invites

art teachers from elementary and middle schools from throughout the greater Augusta area to select their best student art to showcase in this community celebration of talented art students and of the importance of arts in education. 2018 marks the second year that the gallery is integrating homeschool student artwork in the Young at Art exhibit. Please join us in celebrating the youngest artists in our community - families with children especially encouraged to attend. Young at Art will coincide with PLAY, a juried group exhibition of artwork inspired by children's artwork which will be on view in the upstairs gallery March 7th to the 24th with on opening reception on Friday, March 9th from 5 to 7pm.

Kennebec Savings Bank president and CEO Andrew Silsby and Waterville City Manager Mike Roy joined on



Monday to announce that the Bank has pledged a gift of \$150,000 toward the RiverWalk at Head of Falls. The park project will help to revitalize Waterville's historic riverfront

bringing economic energy and public access to the waterfront area. With this gift, the campaign to fund the RiverWalk at Head of Falls has reached the halfway mark of \$750,000. The total project is \$1.5 million. Kennebec Savings Bank's donation will name the amphitheater at the Park.

Theater at Monmouth celebrates wily, wicked, and wonderful women this summer through classic literature's most fantastic females. From fierce matriarchs, unfaithful wives, and every Madonna in-between, *Roar! The Year of the Woman* spotlights ladies who move mountains for their families, friends, and, most importantly, themselves. The 2018 Summer Repertory includes Shakespeare's Twelfth Night directed by Kristin Clippard and Richard III, directed by Dawn McAndrews; Daniel Elihu Kramer's *Pride@Prejudice* directed by Janis Stevens; Matthew Barber's *Enchanted April* directed by Kate Bergstrom; and Frederick Knott's *Dial "M" for Murder* directed by Sally Wood. The Family Show is *The True Story of Little Red* adapted by Dawn McAndrews and directed by Tess Van Horn. For the Fall Show, opening September 14, TAM returns to Gilbert & Sullivan with *Pirates of Penzance* directed by Adam P. Blais, music direction by Rebecca Caron. Summer Repertory Season performances take place in Cumston Hall, a 250-seat Victorian opera house designed by Harry Cochrane. Since its founding TAM has rehearsed and performed in rotating repertory, inviting audiences to see the actors in different roles in different shows in one weekend. Each summer, TAM presents a play for families adapted from classic literature. Due to the popularity of these productions, the Family Show now opens in late June and runs throughout the season.

The Maine Children's Home for Little Wanderers will be hosting a beer and wine tasting at T&B's Celebration Center in Waterville on April 26th. Enjoy wine and craft beer from local Maine vendors, hors-d'oeuvres, and a silent and live auction emceed by Maine humorist, Gary

Crocker. Tickets are \$35 per person and are available online, at the door or by calling Kelly Couture at (207) 872-0261. Must be 21+ to attend.



Thomas College is hosting a storytelling event on March 10 at 1 p.m. called Thomas Plugged In. Free and open to the public, Thomas Plugged In will feature Thomas students, faculty, staff and community members as they lead on us on a storytelling journey of inspiration, innovation, adversity, success, and the importance of community. To learn more and register, visit www.thomas.edu/pluggedin This free event will include storytelling, entertainment, light snacks, giveaways, and interactive fun.

To submit Member News, send your press release to: info@KennebecValleyChamber.com

Membership Appreciation Week



The Kennebec Valley Chamber of Commerce loves showing their appreciation to their members, so the Chamber presents Membership Appreciation Week, a full week of giving back to the businesses of the Kennebec Valley.

Volunteers: Tuesday, April 10, a kick-off breakfast will be at 7:30 a.m. at the Augusta Civic Center. You will have until Friday, April 13 to deliver all of your appreciation bags and receive as much feedback as possible. Prizes will be given to the volunteers that submit:

- Most photos taken with members
- Most surveys received
- Most new member leads given to the Chamber



Looking for delivery volunteers & 600 bag donation items

To volunteer or for more information please contact the Chamber at

623-4559 or Info@KennebecValleyChamber.com



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the shamrocks that grow,
And may trouble avoid you
wherever you go.

- Irish Blessing

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WITH OFFICES IN AUGUSTA AND BANGOR

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Insider Newsletter

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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 Le Club Calumet!

Le Club Calumet will host the Business After Hours on Wednesday, **March 28th** from **5:00 – 7:00 p.m.** in Augusta. KV Chamber members and guests are welcome to join us for networking and great food!

Every Business After Hours is an incredible opportunity to win amazing door prizes and take part in the 50/50 raffle. Delicious hors d'oeuvres will be available and guests are welcome to partake in the cash bar.

Be sure to bring a large stack of *business cards* to share with your new business contacts.

To RSVP call 623-4559 or
Email info@kennebecvalleychamber.com



334 West River Road, Augusta

Business After Hours events sponsored by:



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