



# CHAMBER OF COMMERCE HAPPENINGS

Promoting and celebrating the businesses and organizations of the Souhegan Valley.



## Veterans to Benefit from Harbor Homes/SV Chamber Partnership

### Veterans FIRST Auction Looking for Your Donations

Members of the Souhegan Valley Chamber of Commerce feel strongly about their commitment to raising funds in support of programs that directly benefit New Hampshire's veterans. Joining with volunteers from Harbor Homes Nashua, SV Chamber members have been meeting regularly to plan the second Veterans FIRST Auction and dinner to be held Saturday, April 14 at the Alpine Grove in Hollis. This year's auction is especially important because of the economic climate of uncertainty and the immediate impact Harbor Homes services have on the lives of veterans and their families. The Veterans FIRST program of Harbor Homes offers transitional housing and support services to honorably discharged veterans who find themselves homeless and under/unemployed.

The Veterans FIRST Auction includes a

complete, full-course, sit-down dinner and nearly 200 silent and live auction items for bidding. The committee is looking to members and friends for their assistance by donating items, gift certificates, services and get-a-ways. Both fun and practical contributions are welcomed. This is the fifth year of auctions in support of our service men and women. Karen Keating, Chairman of the Auction Committee, St. Mary's Bank is proud of the outpouring for the events. "In the past, auction guests have enjoyed the wide variety of choices to bid on, especially popular are the packaged escape weekends and 'nights out on the town'", she reports. "We are hoping to put a couple of very special travel opportunities and some local trips for families this year. We hope contributors with vacation destination time shares will step forward."

Harbor Homes gives many veterans a second chance to reestablish normalcy in

*continued on Page 3*

## Your Support Needed for Milford Area Special Olympics

Donations are needed for the Milford Area Special Olympics basketball and bowling teams. For the past 11 years, the team has been "Bringing home the Gold". This wonderful opportunity for special needs children, adults and their volunteers to have a rewarding life experience can only happen with your help. This year 35 participants ranging from 8 to 21 would like

the chance to compete in the tournament.

All donations of any size are appreciated and should be made out to Special Olympics New Hampshire with Milford Area in the memo line of the check. Mail your contributions to Lisa Bianchi, Special Olympics Coordinator, C/O Milford Middle School, 33 Osgood Road, Milford 03055.

## Executive Committee

Effective July 1, 2011

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First Colebrook Bank

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Beard & Boyd Insurance

Mike Brisebois – Chair-Elect  
Hitchiner Manufacturing

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## Message From May's Desk:

Happy New Year! This is the month for the State of the Union, State of the State addresses. I time to look at where we are and take stock of where we are heading. Well, I am happy to report on the status of the Chamber going into 2012. Your Board of Directors and this office are ready to be a resource and a partner with you, our members and communities, in supporting the economic health of our

Souhegan Valley. A bold statement? You bet! But we have programs, events and opportunities to back it up. We are launching BYB – A Toolkit for Today's Professionals. This series will help you find and sharpen the tools that build a successful business. Make smarter decisions with a direction and plan for growth. We have chosen a program of topics that build on one another to give you the instruments that will help you navigate the business arena as the year unfolds – whether with change, an uptick or not.

The After Hours calendar for 2012 is just about full and offers a variety of host sites that will draw different groups of people for you to meet and network. Each host will have a slightly different circle where new connections can be fostered. Sure to be fun, these are not just social occasions – these are opportunities to meet with business

leaders from the region. Just might be the next client, customer or partner you are looking for. Come armed with business cards, an open mind, a smile and an ear for listening. Not sure how to navigate? We have our Ambassadors who assist the hosts at each After Hours and are looking to help introduce you around the room. You will meet them when you come in and get your name tag at the door.



We are very proud of the Chamber's website! Do you know that we get 11,399 hits a month! That the exposure for web ads is one of the best bargains there is? That the membership directory is a very popular source for the general public looking for a resource or a service? Take a look. The ads start at just fifty dollars for three months. The newsletter is another great asset of the Chamber's communication. Hard copy, email and online versions run around a distribution of over 1,000. Might want to think about an ad, article or announcement, don't you think?

We don't just wish for a Happy New Year. We can make it a happy new year with a little effort. We want to work with you to make it happen.



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# Welcome New Members

## AMR Accounting

Anna Rego

8 Tamarack Lane, Amherst 03031

603-673-6723

annamrego@yahoo.com

I am the owner and sole proprietor of a home-based, financial accounting company. I have over 20 years of experience in accounting and have worked for the last 10



## Holiday Spirits Bright and Lively at St. Mary's After Hours

The December holiday season got a jump start at the After Hours on the 7th at St. Mary's Bank. The beautifully decorated lobby was jam packed with Chamber members and guests getting into the spirit of the season while meeting and greeting contacts old and new. Hosting the event, Karen Keating, Assistant Vice President and Business Development Retail Sales Manager welcomed everyone to the Milford office with help from her staff and the St. Mary's administration.

Keating took a moment to acknowledge three local businesses for their support of Career Development at the Applied Technology Center at Milford High School. Frik Strecker from Gatherworks, Pat Moy-senko & Joan Sontag from St. Joseph Milford Medical Center and Brenda Shurtleff from Southern NH Medical Center were presented citations from Governor John Lynch in recognition of their contributions.

Refreshments were catered by The Stocked Fridge.

years consulting with local small businesses.

I offer a full range of accounting services designed to help an individual or small company run their daily financial operations. My goal is to also help companies efficiently maintain their financial records using Quickbooks software in order to be CPA-ready for year end processing.

## Business NH Magazine Free Offer for Chamber Members

Business NH Magazine is always excited to work with NH's many Chambers of Commerce and provides free subscriptions as a direct benefit to active Chamber members. To receive a free subscription, simply stop in at the office and fill out one of the cards and mail it in. If you prefer an electronic qualification card, email Heidi Copeland at [hcopeland@MillyardCommunications.com](mailto:hcopeland@MillyardCommunications.com).

Services include: cash flow management, budgeting, banking account and bank reconciliation, financial preparation for yearly taxes, accounts payable and receivable. I can also file your quarterly taxes, 941's and 1099's. I am willing to mentor a company who is currently using Quickbooks and needs to improve their skill and efficiency with the product.

## Veterans FIRST

*continued from Page 1*

their lives. When a veteran becomes homeless due to medical issues, loss of work, or financial crises, housing is the first step. Then HH will provide up to two years of services to help get back on their feet with good health and on the path to financial independence.

Donations may be made through Harbor Homes or by contacting the Chamber. Sponsorships are still available at levels beginning at \$100.

## January After Hours

### Boys & Girls Club of Souhegan Valley Hosts After Hours Includes Special Feature

**Thursday, February 2  
5:30 to 7:30 PM  
56 Mont Vernon St. Milford**

Don't miss our next After Hours hosted by the Board of Directors and staff at the Boys & Girls Club of Souhegan Valley. Our first of 2012 for meeting, networking and connecting with people and businesses that will make the New Year Your Year! Remember, if you bring a door prize to this event you will have the opportunity to address the group with important news about your business. Bring plenty of business cards for networking and to enter to win one of the door prizes. Who knows what excellent connections you will make at the event?

Perhaps your best business resource yet will be there just waiting to meet you!

As an added treat for all who attend, you are invited to a private dress rehearsal of the new hit show "Beyond the Sea", directed and choreographed by Isiah Silvia Chandley. An original dance show from the Riverbend Youth Company with performances open to the public February 3 to 5, it is produced by Samantha Withers, Heidi Kerris and Robin Lacroix. The show will begin at the close of our regular After Hours at 7:30 PM in the Amato Theater. Please plan to stay and enjoy the show!

Don't forget to register in advance of the event to be entered into a drawing for a special prize offered by one of our member businesses! Just email or call the Chamber office to be included.

# Member Happenings

## ***Antiques at Mayfair*** **292 Route 101, Amherst** **603-546-0194**

Mayfair's 2012 Chowderfest, Saturday, January 21, 10 – 5 PM. Get the New Year rolling with a warm taste of the area's best chowders sampled by amateur "chefs". Join us for a festive day with delicious chowders and other wonderful refreshments. Are you a Chowder Wizard? Do you want to try out your recipe for the Chili Chowder Cook Off on the 29th? Bring it to Mayfair – we'll have everything set up for feasting!

## ***Beaver Brook Association Nature Center - Winter 2012 Calendar of Events***

For more information and to reserve your place, call 465-7787

## **Winter Wonders for Young Children and their Parents**

Mondays 12:30-1:30 Jan 9, 16, 23, 30 and Feb 6,13

Or Tuesdays- 9-10 or 10:30-11:30 am

January 10, 17, 24, 31, Feb 7, 14

\$52/\$46 Friends of BBA \$6 for participating siblings.

Take time out with your young children to explore winter. Each session will include a story or poem to stir up curiosities, a cool winter craft, and a venture out to the

special places of Beaver Brook for first hand investigation. Geared for ages 2-5.

## **Full Moon Snowshoe Hike**

Saturday January 7, 2012 7-9 pm

Fee: \$10 per person includes snowshoes or crampons.

## **Maple Hill Farm.**

Join a fun group of adventurers to break out into the bright white world of a full moon winter night to see, hear and smell what is going on in the winter woods.

Wildlife Tracking in Winter

January 15, 2012 10-12 noon

We will explore the Mill Pond and Merganser Pond and around the

Whaleback property.

\$10 donation

We will look for track and signs of coyote, mink, fisher, otter, fox, porcupine and possibly bear (last year a bear was active during the winter in our area) and learn how these animals adapt and survive during winter.

## **MLK Day Snowshoe Hike**

Jan 16 10 am - noon

\$10 per person includes snowshoes & hot chocolate

## **Quinzee Building Workshop**

February 4, 2011 10 am-2pm

Bring your own lunch, snacks, and shovel. Friends of BBA \$10/ \$25 family. \$12/\$30 Call to register: 603-465-7787

A quinzee (pronounced /kwintzi/) is a shelter made by hollowing out a pile of settled snow; similar, yet different to an igloo which uses blocks of hard snow.

## ***Trilogy Fitness***

**71 Route 101A, Amherst**

**249-5614 [www.trilogyfitnessnh.com](http://www.trilogyfitnessnh.com)**

**New In January!**

**Kettlebell Metabolic Blast with Cardio Intervals\***

Free Demo Class Tuesday, January 3, 9 - 10 am

7-week session begins January 10, 2012 9 - 10 am \$112

(Start later in the session and fee will be pro-rated. Your first class is free!)

LIMITED SPACE (4 - 6 participants) SIGN UP NOW TO RESERVE YOUR SPOT -

\*Try one of the hottest calorie burning trends in dynamic functional training.

Find out why American Council on Exercise's study says this workout is

"Twice the results in half the time!"

Instructor, Sherri Penkiacik is an Ace Certified Personal Trainer and

IKFF certified Kettlebell Teacher

## ***Chowda or Chili – Who Makes the Best? Maybe You!***

### **The 1st Annual Souhegan Valley Chili Chowda Cook Off Takes Places on Sunday, January 29**

The Souhegan Valley Chamber of Commerce in partnership with Opportunity Networks will hold the first annual Souhegan Valley Chili Chowder Cook Off on Sunday, January 29 from 1-6 PM at the Amherst Business Center on Route 101A in Amherst, NH. Home cooking enthusiasts will compete against restaurant chefs for the best chili and chowders in several categories to judged by pros in the food industry. Attendees will be able to taste all and vote on their favorites to win the "People's Choice" awards. Winners in each category will receive cash prizes, as well

as bragging rights and free entry into next year's cook off to defend their title!

Participants should be prepared to provide 2 oz. samples for approximately 300 as well as a means to keep food hot, such as a crock pot or steam table. All paper products will be provided. Participants will be supplied with electricity, a table and chair. Entry fee is \$25 for commercial chefs or restaurants, \$15 for amateurs.

The Souhegan Valley Chili Chowder Cook Off benefits Opportunity Networks, a non profit organization that provides meaningful employment and training to adults living with developmental and acquired disabilities in the Southern New

Hampshire community. Opportunity Networks' provides life skills and social opportunities for clients who range in age from 21 to well into their 60s. Clients of Opportunity Networks work and volunteer for a broad range of local businesses and organizations, including BJ's Wholesale Club, Market Basket, Brevan Electronics, St. Joseph's Hospital and Shortys Mexican Roadhouse to name a few.

Tickets may be purchased online at [www.souhegan.net](http://www.souhegan.net) or at the door, \$10 adults and \$5 children under 12. For more information, contact the Souhegan Valley Chamber of Commerce at 603-673-4360.

# From Chris Waller, Time Pays

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## Factors to Improve Employees' Performance

Annual review process is often challenging for the manager and those he/she must assess. Make this a positive for both of you! Improve your employees' contributions to financial performance by focusing on 10 Smart Steps you can take as a workplace leader.

### 10 SMART STEPS

1. Promote only the most qualified people (not just those with tenure), and terminate the employees who perform unacceptably.
2. Clearly explain the reasons behind major business decisions.
3. Act on (or at least respond to) employee suggestions and opinions.
4. Encourage employee involvement.
5. Help employees handle job-related stress.
6. Link reward programs to business objectives.
7. Prepare employees to deal with company-wide change.
8. Establish self-directed work teams.
9. Clearly communicate the value of reward and benefit packages.

10. Offer flexible work arrangements (and mean it!).

This list is based on Watson Wyatt's 10 Human Capital Resolutions for Corporate Success. These factors encourage employees to have higher levels of commitment, which leads to superior financial performance.

### 10 STUPID STEPS

Now for 10 Stupid Steps managers and supervisors take to screw up employees, just with performance appraisals.

1. Spend more time on performance appraisals than on performance planning (ongoing performance communication).
2. Compare employees with each other.
3. Forget that the appraisal is about improvement not blame.
4. Think a rating form is an objective, impartial tool.
5. Stop doing a performance appraisal when a person's salary is no longer tied to the appraisals.
6. Believe you are in a position to accurately assess an employee's performance when you hardly ever see the employee actually doing the job.
7. Cancel or postpone appraisal meetings.
8. Measure or appraise the trivial.

9. Surprise an employee during the appraisal by bringing up old incidents the employee has forgotten.

10. Think that all employees and all jobs should be assessed in exactly the same way, using the same procedures.

This list of 10 Stupid Things is based on "Performance Management--Why Doesn't It Work" by Robert Bacal, a Winnipeg, Canada, consultant and trainer. Bacal also made these important points:

- Spend time preventing performance problems rather than doing performance evaluations once a year.
- Do appraisals to improve performance, not to find a donkey to pin a tail on. Don't use performance appraisals as a blaming process.
- Keep in mind that evaluations using a rating form are subjective (with 1-to-5 or 1-to-10 ratings) and bound to be inaccurate.
- Performance appraisals aren't about deciding who gets a pay raise. Performance appraisals should be about improving performance.
- Don't keep postponing performance appraisals. If you postpone doing appraisals and you're telling your employees their appraisals are unimportant.

# High Mowing School Announces New Scholarship Offered

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We are bursting with excitement to let you know about a new scholarship opportunity for students entering High Mowing School in September 2012! In honor of our 70th anniversary, our Board of Trustees has established the Founders Merit Scholarship. One \$7,500 scholarship each year will be specifically reserved for student from the Souhegan or Monadnock Valley regions, in appreciation of the longstanding connection of the school with the local community. Awards will be made without consideration of financial need.

These competitive scholarships recognize academically exceptional students with excellent character, as demonstrated through their activities and community service. Awards will be offered to new students entering the 9th grade.

High Mowing offers imaginative and lively teaching, a broad variety of artistic and cultural experiences and a supportive environment where students are accepted for who they are while being challenged to reach their potential. We invite you to recommend outstanding students who have the capacity to both thrive in and contribute to our community.

To apply, applicants must complete the form attached to this email (or click through to this link: [www.highmowing.org/meritscholarship](http://www.highmowing.org/meritscholarship)), and submit the required essay and recommendation by the deadline of February 15, 2012. Once awarded, scholarships will renew each year till graduation, as long as the recipient remains in good academic and social standing. Awards will be announced on March 10, 2012.

Students must complete the admissions application process in order to be considered for the Founders Merit Scholarship. The admissions application deadline is also February 15. If prospective students have not yet contacted our office and scheduled a visit, please encourage them to do so as soon as possible.

Scholarship recipients are also eligible for Tuition Adjustment (up to 50% of tuition), based on family need. The application for Tuition Adjustment is made through the National Association of Independent Schools ([sss.nais.org](http://sss.nais.org)) by February 1, 2012. As a reminder, the deadline for admissions applications and for the Founders Merit Scholarship is February 15, 2012.

## High Mowing School Announces Merit Scholarships

High Mowing School is excited to announce the new Founders Merit Scholarship program, in honor of the school's founder, Beulah Hepburn Emmet, and in celebration of the school's 70th year.

Students entering grade 9 in 2012-2013 are eligible to apply, and there is a special category for students who live in the Merrimack or Souhegan Valley. The scholarship amount is \$7,500, and will be renewed through graduation as long as the student remains in good academic and social standing.

Founders Merit Scholarships are competitive, and recognize academically exceptional students with excellent character, as demonstrated through their activities and community service. Awards are merit-based, and will be made without consideration of financial need. However, award recipients are also eligible for the school's tuition adjustment program, based on family need.

To get all the details and to apply, go to [www.highmowing.org/meritscholarship](http://www.highmowing.org/meritscholarship), or

contact Pat Meissner at 603-655-2391 x109 or at [admissions@highmowing.org](mailto:admissions@highmowing.org).

High Mowing School is the Waldorf high school for boarding and day students, located on a beautiful hill in southern New Hampshire. Founded in 1942, High Mowing is a place for young adults to grow intellectually, artistically, and socially, while living and learning with students from across town and around the world.

## Red Oak Apartment Homes Acquires Two Milford Properties

**Red Oak Apartment Homes New Owner of Woodland Heights and Laurel Hill**  
Ronald Dupont, President of Red Oak Apartment Homes, Inc. announces the acquisition of Woodland Heights and Laurel Hill Apartments in Milford, New Hampshire. These two apartment communities consist of 336 apartment homes. The location is 90 Powers Street and 29 Capron Drive near Rtes 101 and 101A in Milford. The property features upscale studios, 1 and 2 bedroom pet friendly apartment

homes. Centrally located in historic Milford, NH, residents enjoy air-conditioning, large baths, fully applianced kitchens and on-site laundry facilities. Manicured grounds, an outdoor pool, playgrounds, tennis and basketball courts are on the property. A self-storage facility is available for residents and the public. Red Oak has continually improved and transformed every property it owns, providing the highest level of customer care for every resident. Many improvements



are slated for Woodland Heights and Laurel Hills. These improvements will greatly improve these properties and neighborhoods. Red Oak is a member of the Greater Manchester Chamber of Commerce, the Souhegan Valley Chamber of Commerce, and the New Hampshire Apartment Association which is an affiliate of the National Apartment Association. Ronald was the founding member and past President of the New Hampshire Apartment Association. Red Oak Apartment Homes, Inc. has also made a commitment to the City of Manchester. Ronald and Geraldine Dupont sit on the Advisory Board of the Manchester Salvation Army, the Community Advisory Board of the Palace Theatre and numerous other civic focused groups. Red Oak Apartment Homes, Inc. pledges to provide each and every resident with exceptional service.

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# First Colebrook Announces Dollins Promotion



First Colebrook Bank has announced that Loyd W. Dollins will become Chief Executive Officer of the bank and its holding company, First Colebrook Bancorp, Inc., on January 1, 2012. Dollins joined the bank in 1999 as Senior Vice President. In 2005, he was promoted to Executive Vice President and Chief Operating Officer, and became President in 2010. "Loyd will now take over the leadership role as CEO of the bank and the holding company," says Jim Tibbetts, who will continue as a director of the bank as well as continuing to serve as President and a director of the holding company.

Tibbetts credits Dollins with providing valuable insight and leadership during challenging economic and regulatory times in the banking industry. "Loyd has been instrumental in the bank's growth and branch expansion from Colebrook and Concord into Amherst and Portsmouth."

Dollins began his banking career in Florida. He was a member of a group that organized a new community bank in Miami and went on to serve as its President. When that bank was sold in 1991, Dollins moved to New Hampshire and joined New Dartmouth Bank as Regional Vice President. He later moved to Granite Bank as a Vice President Commercial Lender

responsible for the management and origination of commercial loans throughout southern New Hampshire.

Founded in 1889, First Colebrook Bank is a New Hampshire-owned, community bank operating from offices in Colebrook, Concord, Amherst, and Portsmouth, New

Hampshire. Serving the banking needs of individuals and small business across the state, the bank is an SBA Preferred Lender and has received the New Hampshire SBA's Outstanding Partner Award for consistent and sustained annual growth in SBA loans. First Colebrook Bank is a FDIC member and an Equal Housing Lender.

## New Toolkit for Today's Professionals!

NEW – BYB (Build Your Business) - A Toolkit for Today's Professionals!  
Wednesday, February 8 7:15 to 8:45 AM  
Chamber Offices  
Sponsored by Centrix Bank

Mark your calendars for the first of a series of informational workshops presented for you to offer cutting edge professionals on the topics that can help you build your business! You told us what issues and subject areas would help you hone your skills and develop a cadre of resources that are practical and useful to you. To kick off the monthly sessions, we are very fortunate to have Kevin Hallenbeck join us. The Sandler Training Center in NH founded by Kevin Hallenbeck is an award winning sales training and business development organization that has been helping corpora-

tions and individuals achieve new levels of personal and professional success for more than 16 years. They provide client companies a personalized development experience in private training centers located in Manchester and Portsmouth NH as well as corporate onsite training at their business locations. The programs are professional level, focusing on knowledge and awareness, and continuing with ongoing reinforcement to achieve a higher level of success.

We are pleased to offer this opportunity to members and local businesses at a nominal cost thanks to the support of Centrix Bank. Seating will be limited for the session so make your reservation today! Member \$25/ Not Yet Members \$35. Call or email the office.

## ST. JOSEPH BUSINESS & HEALTH Occupational Health Services

St. Joseph Business & Health, Occupational Health Services is a leading provider in occupational medicine in Southern New Hampshire. They offer businesses immediate access for work-related injuries (workers' compensation) including evaluation, diagnosis and treatment for injured workers.

Their services also include:

- New hire physicals
- Drug and alcohol testing
- DOT physicals
- Respirator physicals
- Respirator fit testing

*Right in your own community, St. Joseph Business & Health is the place for businesses that require comprehensive workers' compensation services, work site evaluations, wellness programs or medical exams for employees; it's all just a phone call away.*



  
**ST. JOSEPH**  
BUSINESS & HEALTH

Call today to see how we can  
help your business.  
**(603) 595.7371**

17 Riverside Street  
Nashua, NH 03062  
[www.stjosephhospital.com](http://www.stjosephhospital.com)

# Granite State Credit Union - 2011 Support of the NH Food Bank

Throughout 2011 Granite State Credit Union has undertaken numerous endeavors in lending its support to the NH Food Bank. From its "Give & Get" Loan campaign that featured a donation to the Food Bank for each loan members took with the credit union, to credit union-wide food drives, employees and members alike have participated in assisting the organization that serves the entire state. From October to December, four teams of credit union employees deployed to the food bank and took part in team-building activities including sorting food and packing boxes for needy recipients. In addition to onsite help, the credit union commenced the holiday season with a \$5,000 corporate donation.

"As a NH-based credit union owned by its members and serving communities throughout the state, we embrace the credit union philosophy of 'people helping people,'" shares Pat Hamel, VP Branch Administration. "The assistance that the Food Bank provides is vital to the well-being of residents all over the state and our employees have demonstrated hands-on support of this and many other NH



organizations. We're extremely proud of the dedication our team has to service within their communities. In fact, in 2011 alone GSCU employees collectively logged well over 1,000 hours of volunteerism!"

Granite State Credit Union serves individuals, families and businesses with membership open to anyone living or working within New Hampshire. For more information, visit [www.gscu.org](http://www.gscu.org) or call 800-645-4728.

## SAVE THE DATE FOR 2012 EVENTS!

**First Annual Souhegan Valley Chili Chowder  
Challenge Cook Off**

Sunday, January 29, 2012

**Veterans FIRST Auction**

Saturday, April 15, 2012

**24th Annual Award Dinner**

Thursday, June 7, 2012

Don't be left out!

## SVCC Referral Group

**206 Referrals, \$184,000**

Since July 1, 2011

**Grow your business in 2012**

Every Tuesday from

7:00-8:00 am at the

Chamber office

69 Rte 101A, Amherst NH

**\$7,667  
Per Seat**

*Share in our growth & success  
through the power of referrals!*

For more information,  
please call:

Walter 673-8200

[Walter@c1mpp.com](mailto:Walter@c1mpp.com)



## WE UNDERSTAND COMMITMENT.

For decades, Edward Jones has been committed to providing financial solutions and personalized service to individual investors.

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A long-term approach that focuses on quality investments and diversification

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Call or visit today.

#### **Brian S McGuigan**

Financial Advisor

46 Route 101A  
Amherst, NH 03031  
603-672-5520

#### **Marc D Chareth**

Financial Advisor

1 Elm Street  
Milford, NH 03055  
603-673-3957

[www.edwardjones.com](http://www.edwardjones.com) Member SIPC

#### **Trent Blalock**

Financial Advisor

1 Elm Street  
Milford, NH 03055  
603-673-3957

**Edward Jones**  
MAKING SENSE OF INVESTING

# Member Directory

Every month all of our Chamber members will be listed. Bold print will be used to distinguish Premiere and Premiere Plus Members. Additional information may be included in the listing for a nominal fee. A listing that includes logo, name, address, telephone and website is \$48 annually. Please contact the Chamber at 673-4360 for more information.

## -A-

### Accountants

Business Clinic, Inc., The ph: 672-1234  
Christopher Rogers, CPA ph: 673-0336  
Dionne & Strout, PA ph: 598-3693  
**J. Kenneth Fordham CPA ph: 672-1830**  
Steele Associates Tx Services & Business Services  
ph: 673-4660

### Air Conditioning/Heating

Absolute Mechanical ph: 249-9800  
Card Heating & Cooling ph: 673-9767  
Sanford Temperature Control ph: 672-1643

### Antiques

Amherst NH Outdoor Antique Market, Inc.  
ph: 673-2093  
Antiques at Mayfair ph: 546-0194  
Robin's Nest at 326 ph: 672-3900  
White Home Collections ph: 654-7363

### Apartments

Woodland Heights/Laurel Hills ph: 673-1155

### Apparel

Barbour, Inc. ph: 673-1313  
Haywards Trading Post ph: 673-1321  
I Do Again, LLC ph: 673-2436  
My Sister's Closet ph: 966-5046

### Appliance Sales & Service

Brennan & MacKay Appliances ph: 673-1177

### Art Galleries/Instruction

Andres Institute of Art ph: 673-7441

### Automobile Sales & Service

Contemporary Chrysler Dodge Jeep, Inc. ph: 673-5511  
Medlyn Motor, Inc. ph: 673-1667

## -B-

### Bakery



#### Frederick's Pastries

109 Route 101A, Amherst ph: 882-7725  
25 South River Rd., Bedford ph: 647-CAKE  
The Good Loaf ph: 672-1500

### Banks & Banking Associations

Centrix Bank & Trust - Milford ph: 672-4200  
Citizens Bank ph: 673-3481

#### First Colebrook Bank

69 Route 101A

Amherst, NH 03031  
ph: 673-1440  
fax 673-1290

www.firstcolebrookbank.com



#### Laconia Savings Bank

256 Wallace Rd. Bedford 03110  
laconiasavingsbank.com ph: 527-7207  
Lake Sunapee Bank ph: 673-2350  
The Nashua Bank ph: 882-2700

**Peoples United Bank - Jones Road** ph: 673-4700

**Peoples United Bank - Lorden Plaza** ph: 672-5055

TD Bank ph: 249-4021

### Banquet Catering

Alpine Grove Banquet Facility ph: 882-9051

### Books New & Rare

Mori Books ph: 732-0258  
Toadstool Bookshop ph: 673-1734

### Boutiques & Specialty Shops

Amanda Thomas, LLC ph: 595-9447  
Arabella's Boutique ph: 673-7417  
The Color Shop & More ph: 654-6297  
Cozy Baby ph: 672-5554  
My Sister's Closet ph: 966-5046

## -C-

### Chiropractors

Amherst Chiropractic ph: 673-9191  
Amherst Family Chiropractic Wellness Center  
ph: 673-0010  
Backstop Chiropractic Health Ctr, Inc., The ph: 673-1511  
Spinal Corrective Center ph: 673-5600

### Churches

St. Paul Lutheran Church ph: 821-9891

### Civic Organizations

Amherst Lions Club ph: 673-2834  
High Hopes Foundation of NH ph: 429-1010  
Hollis Brookline Rotary Club ph: 589-0808  
Milford Historical Society ph: 673-3385  
Milford Main Street/DO-IT ph: 672-4567  
Milford Rotary Club ph: 673-4778  
Nashua Senior Activity Center ph: 889-6155 ext.12  
Opportunity Networks ph: 883-4402  
Planet Aid ph: 533-9437  
Rotary Club of Hollis Brookline ph: 589-0808  
SCORE ph: 666-7561  
SHARE ph: 673-9898  
United Way of Greater Nashua ph: 882-4011

### Cleaning/Restoration

Peniel Environmental Services ph: 654-1062  
Ultimate Green Cleaning ph: 548-6512  
Wendi's Cleaning Services, Inc. ph: 673-4266

### Coin Dealers/Collectibles

Rare Coins of New Hampshire, Inc. ph: 673-9311

### Communication Skills

Milford Toastmasters ph: 731-0116

### Computer Services

Brinestone ph: 673-6696

CEJ Computer Business ph: 424-3117  
Einfosystems.com ph: 821-0288  
GatherWorks, Inc. ph: 801-3552  
Microtime ph: 672-7076

### Confections

Lindt Chocolates, Amherst  
Lisa's Sweets ph: 672-1022  
Maple Lane Farm ph: 654-5362

### Conservation Education

Beaver Brook Association ph: 465-7787

### Consignment Services

Second Avenue Consignment ph: 880-3323

### Construction/Contractors

Adam Vaillancourt Roofing & Construction  
ph: 673-0006  
Allen Remodeling ph: 672-5992  
Gavin Remodeling ph: 672-3200  
Maillet Construction ph: 878-0798  
Portrait Homes Inc. ph: 672-8228  
Red Hen Homes, LLC ph: 801-5284  
The Stabile Companies ph: 889-0318

### Consultants

Rodney P. Watkins ph: 465-1706  
Farquhar & Company ph: 424-1395  
Jigsaw Consultant ph: 731-0116  
People Friendly Strategic Solutions ph: 286-3534

### Counselors

Northeast Counseling & Coaching ph: 554-8193

### Credit Unions



Granite State Credit Union ph: 249-9035  
www.gscu.org  
St. Mary's Bank phone ph: 249-7301  
Triangle Credit Union ph: 577-9137

## -D-

### Dance Instruction

Kathy Blake Studios ph: 673-3978

### Dental Practices

Amherst Pediatric Dental Associates ph: 673-1000

#### Family Dental Care of Milford P.A.

154 Elm Street / PO Box 135  
Milford, NH  
ph: 673-3332  
www.fdcmilford.com

Kayser, Clark & Leighton PLLC ph: 673-7950  
Kenneth G. Edwards, D.D.S. Family Dental Care  
ph: 673-0782  
NH Center for Comprehensive Dentistry  
ph: 672-6546

## -E-

### Education

Empowering Learning ph: 703-1664

### Elder Housing

Parkhurst Place ph: 249-1600  
Ledgewood Bay ph: 672-5037

### Electricians

Evan Jones Master Electrician ph: 289-1589  
KB Electric, LLC ph: 801-3563

### Employment Staffing Services

Demarest Career Directions ph: 249-5641  
Personnel Interface Staffing Services, Inc., The  
ph: 732-0206

## Executive Offices

EastPoint Executive Center, Bedford ph: 644-4554  
EastPoint Executive Offices ph: 880-3223

## -F-

### Family Services

Big Brothers Big Sisters of Greater Nashua  
ph: 883-4851  
Granite State Child and Family Counseling, LLC  
ph: 672-1881  
Nashua Pastoral Care Center, Inc. ph: 886-2866

### Financial Services

Ameriprise Financial ph: 508-621-5639  
AspenCross Financial Group ph: 232-8262  
JPB Financial Group ph: 878-0584  
Edward Jones Investments - Amherst ph: 672-5520  
Edward Jones Investments - Milford ph: 673-3957  
Merrill Lynch, Rob Rigsby ph: 370-8876  
Mike Bonacorsi, LLC ph: 769-3111  
The Offices of Weisman, Tessier, Lambert & Halloran  
ph: 871-1935

### Fitness Facilities

Amherst Yoga ph: 673-7661  
Hampshire Hills Sports & Fitness Club ph: 673-7123  
Trilogy Fitness ph: 249-5614

### Florists

Amaryllis ph: 889-7750

### Fuel

Ciardelli Fuel Co., Inc. ph: 673-1336  
Lorden The Home Climate Co. ph: 315-4222

### Funeral Homes

Nelson Funeral Home ph. 654-6524

### Furniture Retail

Winchendon Furniture Co., Inc. ph: 880-6393

## -G-

### Garden Centers & Nurseries

Milford Agway ph: 673-1669

### Gifts

J.M. Princewell ph: 673-0611

### Government

Town of Amherst ph: 673-6041  
Town of Milford ph: 673-3514  
Town of Wilton ph: 654-9451

### Graphic Design Services

Robin Warren Website Design ph: 424-0814  
Pixate Creative ph: 899-7495  
William Pike Design ph: 672-5176

### Gymnastics Instruction

Gymnastics Village, Inc. ph: 889-8092

## -H-

### Health/Nutrition

Nutrissante ph: 396-8480

### Home Health Care/Nursing Homes

Home Healthcare, Hospice & Community Services  
ph: 532-8353  
Living at Home SeniorCare ph: 546-6060  
St Joseph Home & Hospice Care ph: 673-3460

### Home Improvement

Artistic Tile ph: 886-1920  
Budget Blinds of Keene ph: 354-7801  
Devine Flooring ph: 654-5400

Harbor Freight Tools ph: 579-0658  
Home Theater & Beyond ph: 424-1968  
Lowe's Home Improvement ph: 521-9241  
Mr. Sandless ph: 262-3553  
Our Town Interior Design ph: 654-1029  
Simply Works Home Entertainment Solutions  
ph: 249-8999

### Hotels and B&B

Hampton Inn Nashua ph: 883-5333  
Stepping Stones Bed & Breakfast ph: 654-9048  
Zahn's Alpine Guest House ph: 673-2334

## -I-

### Insurance

AFLAC, Jackie O'Dowd ph: 582-5211  
Anthem Blue Cross Blue Shield ph: 695-7423  
Allstate Ins. Co. Jim Parolin & Associates ph: 429-8800  
Beard & Boyd Insurance Agency LLC ph: 673-7228  
Constable Agency-Nationwide, Inc. ph: 672-2243  
Combined Insurance, CR Group, LLC ph: 943-0508  
Davis & Towle Insurance Group ph: 672-5255  
Eaton & Berube Insurance Agency, Inc. ph: 673-0500  
Frambach Long Term Care Ins. Planning  
ph: 883-2128  
Holt Proctor McBriarty ph: 673-1201  
Liberty Mutual Insurance ph: 595-0900

## -J-

### Jewelry

Jeffrey Scott Fine Jewelry ph: 521-7481

## -L-

### Landscaping Contractors

Atlantic Lawn Irrigation ph: 673-2034  
Let the Other Guy Do It Landscaping ph: 672-5180  
New England Elements ph: 801-5879  
Stonesetters Landscaping, LLC ph: 672-7866

### Law Offices

David G. Sturm, Counselor at Law, PLLC ph: 673-4543  
Donald H Sienkiewicz, Attorney at Law  
ph: 654-8811  
Maiona Law, PLLC ph: 769-3924  
Prevett & Prevett ph: 673-8500

### Legal Services

Legal Shield, Inc. ph: 919-606-7317

### Libraries

Wadleigh Memorial Library ph: 673-2408

### Lighting, Fixtures & Supplies

Souhegan Lighting Products, LLC ph: 889-8962

### Limousine Service

L.A. Limousine ph: 654-3899

## -M-

### Management Consultation & Training

Sapphire Consulting, LLC ph: 889-1099

### Manufacturing

Alene Candles, Inc. ph: 673-5050  
Hitchiner Manufacturing Company, Inc. ph: 673-1100  
Marmon Utility, LLC 673-2040  
MTH ph: 886-0011  
Williams & Hussey Machine Co., Inc. ph: 654-6828

### Marketing Consultants

MarketingFIRST  
44 Catacunemaug Road, Shirley, MA 01464  
978-764-8711

### Markets

Earthward Natural Foods & Co-op ph: 673-4322

### Massage Therapy

Caring Hands Massage Therapy, LLC ph. 508-1562

### Mediation Services

Triangle Mediation Services ph: 554-1880

### Mortgage Services

First Eastern Mortgage ph: 800-999-7788 x13

### Moving & Storage

Countryside Self Storage ph: 672-3691  
Currier Self Storage ph: 673-9538  
The Vault ph: 262-3311

### Music/Performing Arts

Milford Area Players ph: 801-4473

## -N-

### Newspapers

Cabinet Press, The ph: 673-3100  
Telegraph, The ph: 594-6539

## -O-

### Office Equipment

NEIP ph: 249-5801  
Oce Imagistics, Inc ph: 472-8119  
Staples Office Superstore ph: 578-4897

### Office Rental

East Point Executive Center ph: 644-4554

### Optometrists

Joseph J. Raczek O.D. ph: 673-7428  
Nashua Eye Associates, Inc. ph: 672-8800

### Orthodontics

Amherst Orthodontics ph: 672-0844  
Edward L. Klopfer D.D.S., PA Orthodontist  
ph: 673-2406

## -P-

### Painting

Markal Angelo ph: 566-9013

### Party and Event Rentals

Monadnock Tent Rental ph: 562-6690  
Special Events of New England ph. 624-8389

### Paving & Plowing



Shattuck Paving & Plowing, LLC ph: 654-5695

### Payroll

Paychex, Inc. ph: 857-488-7708  
Time Pay\$ of NH ph: 233-6676

### Personal Chef

The Everyday Epicure ph: 672-0708

### Pets

#### Food for Pets / Souhegan Pet Supply

Cobblestone Corner, 76 Route 101A  
Amherst, New Hampshire 03031  
ph: 673-7387  
email: food\_for\_pets@comcast.net

Good Mojo Dog Center ph: 249-8977  
Granite State Dog Center ph: 672-3647

### Photography

CIM Professional Photography  
ph: 673-8200  
Tracy Hanlon Photography ph: 769-0513

### Physical Therapy

Amherst Physical Therapy ph: 672-5125  
Apple Therapy ph: 769-3331  
Hampshire Hills Clinic for Physical Therapy  
ph: 672-4478

### Physicians & Surgeons

Dartmouth - Hitchcock Milford ph: 673-2515  
Elliot Family Medicine at Amherst ph: 249-3000  
Foundation Medical Partners ph: 577-2770  
Greenhouse Naturopathic Medicine ph: 465-2895  
Dr. Jennifer Madden Family Practice ph: 769-3308  
Milford Medical Center ph: 673-5623

### Postal / Package Services

NEIP ph: 249-5801  
NH Mailing Services ph: 223-4600  
Postal Center USA ph: 672-8816

### Power Washing

Blue Sky Power Washing ph: 594-WASH

### Plumbers

Jason Wetherbee, LLC ph: 673-6719

### Printing/Publishing

Amherst Label, Inc. ph: 673-7849  
Copy Shop, Inc., The ph: 882-9111  
Hansen Printing & Design Services, LLC ph: 672-7599  
SendOutCards Distributor ph: 673-2665  
SendOut Cards Distributor ph: 289-2561  
Souhegan Printed Products ph: 672-0858  
Town Planner Community Calendar ph: 791-4748

### Propane

EnergyNorth Propane ph: 654-6070  
Suburban Propane ph: 673-2903

### Property Management

Stewart Property Management ph: 641-2163

### -R-

### Real Estate

CCSI ph: 672-7176  
Coldwell Banker ph: 673-4000  
Joan P. Lemire Real Estate ph: 654-6118  
Kokko Realty, Inc. ph: 673-7000  
Leonard, Lee & Company ph: 672-5100  
Norwood Group, The ph: 673-1775  
Transitions Realty, LLC 673-0833  
Virtual Homes ph: 673-9747

### Recreation / Golf Clubs

Amherst Country Club ph: 673-9908  
The River Card Room ph: 249-5548

### Restaurants

Amigos Cantina ph: 673-1500  
Longhorn Steakhouse ph: 579-6975  
Milford Coffee & Provisions ph: 672-5464  
Red Arrow Diner 23 ph: 249-9222

### Retail

Seasonal Specialty Stores ph: 880-8471  
Very Cozy Baby, LLC ph: 672-5554  
Wal-Mart ph: 672-3421

### Risk Management

Harvard Risk Management Corp ph: 930-8152  
Legal Shield ph: 919-606-7317

### -S-

### Salons & Spas

Innovations, Salon & Spa ph: 880-7499  
Salon 2000 & Green Gallery ph: 654-6930  
Salon Aquavit ph: 673-6006  
Skintastic ph: 340-3065  
Sealcoating  
Black Dawg Sealcoat of Souhegan Valley ph: 465-2305

### Schools

High Mowing School ph: 654-9408  
Little Einsteins Preschool Learning Center, LLC  
ph: 673-3022  
Pine Hill Waldorf School ph: 654-6003  
RSEC Academy ph: 886-8500 ext. 309  
SAU #39-Amherst/MontVernon/Souhegan 673-2690  
SAU #40-Milford School District ph: 673-2202  
SAU #41 Hollis/Brookline School District 465-2269  
Southern New Hampshire University ph: 881-8393  
Wilton-Lyndeborough Coop Middle/High School  
ph: 654-6123

### Security Systems

One Source Security ph: 645-5969

### Septic Services

Souhegan Septic Tank Service, LLC ph: 673-4711

### Sign Manufacturing

Classic Signs ph: 883-0384

### Stoves – Wood, Pellet, Gas

Solstice Pellet Stove Solutions, LLC ph: 325-1134

### Supermarkets

Shaw's Supermarkets, Inc. ph: 672-1280

### Surveyors & Engineering

Meridian Land Services, Inc. ph: 673-1441

### -T-

### Take-Out Foods

Moulton's Market ph: 673-2404

### Telecommunications/Communication

Moore Enterprises ph: 978-597-0204  
US Cellular - Nashua ph: 533-2070

### Tire Dealers

Carson City Tire, Inc. ph: 673-5402

### Tractor Sales & Service

Chappell Tractor Sales ph: 673-2640

### Trash Removal

H2O Waste Disposal Services, LLC ph: 732-0961

### Tutoring

Huntington Learning Centers ph: 595-1880

### -U-

### U.S. Military

Employer Support for the Guard and Reserves  
ph: 225-1342  
NH National Guard ph: 225-1206

### Utilities

Public Service of New Hampshire ph: 800-662-7764  
TDS Telecom ph: 888-837-1347

### -V-

### Veterinary Medicine & Surgery

Hollis Veterinary Hospital, PLLC ph: 465-7071  
Ponemah Veterinary Hospital ph: 673-5300

### Videography

Vet Flix ph: 801-6943

### -Y-

### Youth Clubs & Organizations

Souhegan Valley Boys & Girls Club ph: 673-6820

## MEMBER SERVICES

	Members	Non-Mems.	Newsletter Advertising*		
Newsletter Subscription	Free	\$15/yr.	Size	1 Issue	Prepaid 12 Months
Chamber Conf. Rm.	Free	\$50.	Business Card	\$25.	\$250.
Certificate of Origins	Free	\$35.	1/4 Page	\$35.	\$350.
Relocation Packages	Free	\$10.	1/2 Page	\$60.	\$600.
Member Mailing Labels (1st Set)	Free	\$35.	Back Page	\$100.	\$1,000.
Event Announcements	Free	\$25.	Full Page Inside	\$100.	\$1,000.
Welcome Bags			Insert **	\$75.	\$750.
One Sheet/Item	\$50.	\$100.			

\* Prices for camera ready artwork. Design service available at additional fee.

\*\* Must supply enough inserts to meet newsletter distribution.

Stand out in our directory with an extended listing!  
For just an additional \$48 annually you can have your logo, tag line,  
address, and fax number added to our directory.

Contact the Chamber for more details.

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# JANUARY

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3 7:00 AM SV Chamber Referral Group Noon BYB Comm 1:00 Sm Bus Rnd Table	4 8:00 Chili Chowder Comm 3:00 Finance Comm	5 8:00 Ambassadors Executive Comm	6	7
8	9	10 7:00 AM SV Chamber Referral Group Election Day	11 9:30 Chili Chowder Comm Chamber office 3:30 Vet FIRST Auction	12 7:45 Board of Directors	13	14
15	16	17 7:00 AM SV Chamber Referral Group Noon Ed Task Force	18	19	20 Deadline February Newsletter	21
22	23	24 7:00 AM SV Chamber Referral Group	25 8:00 Vet FIRST Auction	26	27 8:00 Expo Task Leaders	28
29 Chili Chowder Cook Off 1 - 6	30	31 7:00 AM SV Chamber Referral Group	FEB. 1	2 After Hours 5:30 - 7:30 Boys & Girls Club Beyond the Sea 7:30 Private Show		

Plan to Take Advantage of the Value Added Opportunities This Month

St. Mary's Bank  
Wend's Cleaning Service  
Contemporary Chrysler Dodge Jeep  
Holt Proctor McBriarty  
Insurance Agency  
Hitchiner Manufacturing Co., Inc.  
Public Service of NH

Thank you to our Sustaining Partners

Souhegan Valley Chamber of Commerce  
69 Route 101A • Amherst NH 03031

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