



February is Kindness Month.

Kindness Month is an invitation to do something kind for others like:

Give a compliment to a stranger
 Do something extra for your loved one
 Show appreciation to someone who really needs it
 Support local business

Exeter Area Chamber "Community Cash" is a great way to show support for our members and make wonderful gifts. They come in several denominations and can be purchased online at exeterarea.org/community-cash!

If you'd like more information on participating or advertising with the "Community Cash" gift certificate program, please email bobbi@exeterarea.org.

MEMBER NEWS



Big New Dermatology Center Coming to Stratham
 By Howard Altschiller, Portsmouth Herald

A co-founder of ConvenientMD has received approval to build a 10,000-square-foot medical office at 23 Portsmouth Ave., on what is now an overgrown lot between the 110 Grill and Market Basket.

The Stratham Planning Board approved Optima Dermatology's application to build what is touted as a cutting-edge medical facility, including 18 exam rooms, a Mohs surgical unit for skin cancer and on-site pathology.

The Stratham location will break ground this spring, and there are two other facilities planned: one in Windham and one in Portland, Maine. Their initial business plan calls for seven locations in New Hampshire and six in Maine. They are already operating 13 practices in Indiana and Ohio. The business employs 200 people, including approximately 50 at the "practice support center" located on Heritage Avenue in Portsmouth.

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CHAMBER HAPPENINGS

FEBRUARY 2022

Tuesday, February 15, 5:00 - 7:00 pm
 Business After Hours
 Sky Coach & Transportation
 6 Freetown Road, Raymond, NH

Thursday, February 17, 9:00-10:30 am
 2022 Economic Forecast
 Seacoast School of Technology
 40 Linden Street, Exeter

Friday, February 18
 Community Awards Application Deadline

Monday, February 28, 11:00am-12:15pm
 ChamberConnects Speed Networking
 Zoom

MARCH 2022

Tuesday, March 1, 7:30-9:00 am
 Morning Mixer
 Jersey Mike's 141 Portsmouth Ave., Exeter

Wednesday, March 9, 8:30-9:30 am
 Fast Track Member Orientation
 Zoom

Tuesday, March 15, 5:00 - 7:00 pm
 Business After Hours
 The 101 Grille, 88 Shirking Rd. Epping

Monday, March 28, 11:00 am-12:15 pm
 ChamberConnects Speed Networking
 Zoom

2021-2022 LEADERSHIP

Board of DirectorsOfficers

Linda Horne, Chair
Mary Kay Cosmetics

Devin Oot, Vice Chair
WIN Waste Innovations

Elliot Evans, Secretary
Edward Jones

Joanna Bramer, Treasurer
Lighthouse Advisory, LLC

George Soderberg, Past Chair
Hay Creek Hotels

Directors

Rachael Ela
Cambridge Trust

Rob Ficara
Exeter Bowling Lanes/Shooter's Pub

David Fittro
Exeter Health Resources

Patrick Garrity
Phillips Exeter Academy

Kelly Hutchinson
Partners Bank

Melissa Koren Wilson
Melissa Koren Photography
You're a Big Deal Brand Strategy

Karyn Krause Cumberland
sklawyers

Matt Labbe
The Rowley Agency

Kimberly Merrill-Wood
Tobey & Merrill Insurance

Kimberly Myer
Southern District YMCA

Pearla Phillips
Resiliency in Motion

Honorary Directors
Russ Dean
Town of Exeter

Aimee Gigandet
Newmarket Parks & Recreation

Seth Hickey
Stratham Parks & Recreation

David Ryan, Ed.D
SAU 16

Staff

Jennifer Wheeler
President

Bobbi Vandenbulcke
Director, Member Partnerships

Kim Lindquist
Director, Events & Marketing



MEMBER NEWS



MVSB Supports Hope on Haven Hill with \$25,000 Tax Credit Purchase

MVSB (Meredith Village Savings Bank) recently purchased \$25,000 in tax credits through the New Hampshire Community Development Finance Authority (CDFA) in support of the capital campaign for Hope on Haven Hill.

Kerry Norton, Executive Director of Hope on Haven Hill stated that these funds will support the continued construction of their multi-purpose program center in Rochester that will allow them to serve many more families. Once the center is constructed, they will be able to launch a workforce development program to help the women they serve attain and retain housing and employment. They are thrilled about the support they have received from MVSB and the rest of the community.

CDFA tax credits allow businesses to fund qualifying economic or community development projects in exchange for a tax credit that can be applied against state business tax payments. Any business with operations in New Hampshire that contributes to a CDFA tax credit project receives a New Hampshire state tax credit worth 75 percent of their contribution. The credit can be used over a period of five years to reduce the business' state tax liability (business profits, business enterprise, or insurance premium taxes). The tax credit program allows New Hampshire businesses to use their state tax dollars to support local projects that they care about.



Seacoast Area CROP Hunger Walk Raises Money for Hunger Relief

Seacoast Area CROP Hunger Walk raised \$51,207 towards ending world hunger and supporting local food banks at their walk in October of 2021. This is a substantial increase from 2020, where they raised \$38,000. That was their highest total until 2021.

Over the last five years, they have increased their total year over year, starting at \$9,400 in 2015 to the \$51,207 that was raised in 2021.

Of that total, \$38,400 will go to Church World Service in supporting their goal and the United Nations goal of ending world hunger by 2030. \$12,500 will go to food banks in Exeter, Brentwood, Greenland, Portsmouth and Hampton as well as End 68 Hours of Hunger in Portsmouth.

Of the 133 people that walked in 2021, 55 were in Exeter and many others walked in Deerfield, Hampton, Portsmouth.

To wrap up the Exeter walk, the Leftist Marching Band played and people returned from 2 and 3 mile walks for pizza, meat pastries, ice cream and conversation.



Chase the Ace Kicks Off with Donation from Cambridge Trust

The EACF's Community Children's Fund kicked off their sixth Chase the Ace game at Shooters Pub on January 4th! Neighborhood bankers Rachael Ela & Ryan Pope joined in the festivities to help conduct the game's first drawing and to present a \$5,000 contribution to the Community Children's Fund from the Cambridge Trust Charitable Foundation in support of the fund's efforts to provide warm winter clothing and bedding to needy children in 11 local communities. Cambridge Trust is proud to be a part of the Exeter community and to be a partner with organizations like the Community Children's Fund. Cambridge Trust strives to not only give back to our communities but to sustain our mutual pursuit of the common good.



Exeter High to Create Special Education Living and Learning Center

A substantial renovation on the campus of Exeter High School is underway converting a district-owned house into a new special education living and learning center. The center on Epping Road will teach life skills and independent living to high school students. As the first school district transitional living center in New Hampshire, this project was approved by the New Hampshire Department of Education using federal Individuals with Disabilities Education Act funds.

The new independent living and learning center will enable students to learn a variety of practical skills for independent or group home living such as food preparation, kitchen skills, laundry, self-care, home maintenance and gardening. Students will also learn social skills, problem-solving and work-based skills and tasks that are needed after high school. Skills for community-based activities and employment skills can also be taught and practiced at the new independent living center.

Prior to this project, the house was a rental property. Renovations are expected to be completed in September for the start of the 2022-23 school year. Most of the renovation will be performed by SAU 16 maintenance and facilities staff members.

JANUARY MEMBERSHIP RENEWALS

- Allie Burke Photography
- American Independence Museum
- Amtrak Downeaster
- Apple Hill Golf Club
- Appleseeds Day School
- Arjay Ace Hardware
- AutoFair Nissan
- Bangor Savings Bank
- Bayside Distributing, Inc.
- Bell & Flynn
- Benchmark at Rye
- Bernier Corporation
- Better Homes & Gardens / The Masiello Group
- Betty LaBranche Real Estate Inc.
- BizCor Associates
- Bodywise Physical Therapy LLC
- Bootleggers Footwear Center
- Business NH Magazine
- Cambridge Trust
- CertaPro Painters of the Seacoast & Lakes Region
- CGM Technologies, LLC
- Chappell Tractor East, LLC
- Children's Museum of New Hampshire
- Colliers International in New Hampshire & Maine
- Comcast Business
- Conner Bottling Works: Squamscot Beverages
- Cross Insurance
- Cummings, Lamont & McNamee, PLLC
- D.F. Richard Energy
- DMAR Construction
- Dowling Corporation
- Dunkin Donuts
- Easter Seals of NH
- Edward Jones - Ed Miller - Financial Advisor
- Edward Jones - Karin Behrens, Financial Advisor
- Edward Jones - Robert Ortins, Financial Advisor
- Emanuel Engineering Inc.
- Epping Well & Pump Company, Inc.
- Exeter Adult Education
- Exeter Area Rotary Club
- Exeter Bowling Lanes / Shooters Pub
- Exeter Country Club
- Exeter Cycles Bike Shop
- Exeter Day School
- Exeter Flower Shop
- Exeter Health Resources
- Exeter Historical Society
- Exeter Inn & Epoch Gastropub
- Exeter Mill c/o Chinburg Properties
- Exeter Professional Firefighters
- Farmsteads of New England, Inc.
- First Seacoast Bank
- Foy Insurance Group
- Front Row Italian Pizzeria
- Gilman Garrison House
- Graham Tire & Auto
- Great Bay Community College
- Great Bay Kids' Co.
- Greenleaf Business Management LLC
- Hampton Inn & Suites of Exeter
- HAVEN
- Highland Hardwoods
- Holy Grail & Camelot Function Hall
- Inn by the Bandstand
- JDL Building & Remodeling of NE LLC
- Jennifer Ranz-Plexus
- Jones & Beach Engineers, Inc.
- Kingston Insurance Agency
- KRB Kitchen & Bath
- Leone, McDonnell & Roberts, P.A.
- Martin Family Enterprises
- McFarland Ford
- Me & Ollie's Bakery & Cafe
- Nadeau's Subs Salads Wraps
- Nathan Wechsler & Co., PA
- New England Dragway
- New England Pizza
- NextEra Energy Seabrook
- Northeast Credit Union
- Northwestern Mutual - Steve Schwalje
- Northland Forest Products
- Pairpoint Group
- Palmer & Sicard
- Palmer Gas & Oil
- Party Time DJ
- Pease Development Authority
- People's United Bank
- Perkins Lawnmower & Saw Service
- Phillips Exeter Academy
- PK Surroundings
- Proulx Oil & Propane
- R.E. Prescott Co. Inc.
- RCH Pavement Maintenance
- REDC
- Rejuvenations Professional Massage, LLC
- Relief - Parenting Respite & Resource Center
- RiverWoods Exeter
- Rockingham County Nursing Home
- Rockingham Planning Commission
- SAU #16
- Seacoast Dermatology, PLLC
- Seacoast Mills Building Supply
- Seacoast Newspapers, Inc.
- Seacoast School of Technology
- Seacoast United Sports Club
- Service Credit Union
- Shields Brokerage
- sklawyers
- Southeast Land Trust of NH
- Southern District YMCA/Camp Lincoln
- St Vincent de Paul Exeter Food Pantry & Cleo Castonguay Community Assistance Center
- TD Bank
- The Beach Plum
- The Carriage Barn Therapy Program
- The Community Oven, Inc.
- Tobey & Merrill Insurance
- Town of Exeter
- Town of Newmarket
- Town of Stratham
- Townsquare Media
- TrainRiders/Northeast
- Travel & Nature
- Trends Gift Gallery and Invitation Studio
- Twinstate Technologies
- United Underwriters
- Unil
- Visiting Angels
- Water Street Bookstore

MEMBER HAPPENINGS

OUT AND ABOUT

Ribbon Cutting Ceremony: Optima Dermatology



February Morning Mixer: Rejuvenations Professional Massage & Bodywise Physical Therapy



Save the Date
COMMUNITY EVENT
STRATHAM HILL PARK

PRESENTED BY:
SERVICE CREDIT UNION
★★★★★

2022 Great Bay FOOD TRUCK FESTIVAL
MAY 7 12-5 PM



NEW MEMBERS - WELCOME!

You Holistic
youholistic.com

L.I.F.E. Chiropractic NH
lifechironh.com

The 101 Grille
the101grille.com



MEMBERSHIP MILESTONES

We'd like to take a moment to recognize the following businesses their continued partnership with the Chamber!



BUSINESS BANKING

The right partner makes all the difference.

[LEARN MORE](#)

Newburyport Bank

Member FDIC · Member DIF

FROM THE CHAMBER OFFICE

A LETTER FROM OUR PRESIDENT

February is a great month to show your love and appreciation for the things that are important to you.

What's important to us? YOU- our members! We strive to be mission-driven and member-focused in all we say and do so we can support our member businesses and build community. We are grateful for you, your investment in the Chamber, and your contributions throughout the community.

There are lots of ways you can show your love and appreciation for your fellow Chamber members- and it all starts with cultivating and building connections with them. The Chamber provides many ways to do that: Attend a networking event or program; reach out to them in the Member Information Center; Take a picture and tag other members on social media; Listen and sign up to be a guest on our Podcast "The Chamber Buzz with Bobbi". As Bobbi always says: people do business with people they know and trust.

Another great way to show your support for our local businesses is through the Community Cash Gift Certificate program. Since the program's inception, we have kept over \$500,000 right here in our local community.

For more information on our podcast, events, Community Cash, and marketing opportunities, please reach out to us or visit our website exeterarea.org.



Jennifer Wheeler,
President
Exeter Area
Chamber of
Commerce

WANT TO GET MORE PEOPLE INTO YOUR BUSINESS THIS YEAR?

Consider hosting a Morning Mixer or Business After Hours in 2022.

Email Bobbi Vandenbulcke, Director of Member Partnerships, at bobbi@exeterarea.org to learn more!



WE DONT KNOW WHAT WE DONT KNOW!

Exeter Area Chamber Membership is more than just a sticker on your door. We represent YOU, and the issues that are important to YOU. Every organization that joins the Chamber gives a more powerful voice to help make change happen to improve our economy, our communities, and our overall lives.

During my 13 years as the Member Services Director, I have seen members come and go, communities grow, and thrive. The Chamber will always be here for you. We truly are an organization that wants to help each and every business reach their goals to become successful and make all of our communities a better place to work, live and play.

It's about helping each other in our communities through connecting with each other, giving a helping hand, and supporting each other. The Chamber is here to help you and give you a bigger voice.

What can we do for you? Reach out to us. Meet with us. Tell us what's important to you. Let us help you. We don't know what we don't know. Let's work together to build long-lasting, healthy business communities.

Bobbi Vandenbulcke
Member Services Director
Exeter Area Chamber of Commerce
bobbi@exeterarea.org



THE CHAMBER BUZZ WITH BOBBI

Welcome to Season 2 of The Chamber Buzz with Bobbi!

Thank you to everyone who has made The Chamber Buzz with Bobbi a success. We're excited to be getting into our second season, featuring new interviews and showcasing the wonderful people and organizations who make up our community.

Interested in being a guest on the pod? Email Bobbi at bobbi@exeterarea.org.

NEW EPISODES

- ANN MILES-THE CARRIAGE BARN THERAPY PROGRAM
- KRISTEN NIEDZIELSKI-KMN CREATIVITY NEW ENGLAND
- DR. MACKENZIE BRILEY, D.C.-L.I.F.E. CHIROPRACTIC NH
- KRYSTEN FOWLER-X5 HOME LOANS

WHERE TO LISTEN



ANCHOR.FM/EXETER-AREA-CHAMBER

MARKETING TIP OF THE MONTH

Measurable

Relevant

S.M.A.R.T.

Specific

Achievable

Timely

Whatever you are in planning your 2022 goals are - January isn't the only time you can set goals! - make sure you keep them smart.

- ↳ Specific
- ↳ Measurable
- ↳ Achievable
- ↳ Relevant
- ↳ Timely

Set yourself up for success by planning your specific tasks in measurable increments that you can accomplish in a timely manner.

To simplify even more: make sure you're setting goals for things that you can do and track.

Achievability is the real key to goal setting.

Not only do you actually accomplish a goal but checking things off your list can give you a sense of accomplishment and fuel your motivation to get through more goals!

Note: Dreams and visions are different from goals. Both are important and both serve their own purpose. If you think of it like running a marathon, dreams and visions are like the finish line and goals are each of the mile markers.

You approach the run one mile at a time — same with smart goals!

**BE OUR GUEST****CHAMBER BENEFIT SPOTLIGHT**

When you're a member of the Exeter Area Chamber, you get free access to the 2 networking opportunities the Chamber offers each month: Morning Mixer and Business After Hours.

Morning Mixers and Business After Hours offer members and their guests the opportunity to meet new people and strengthen existing connections in a no-pressure atmosphere. They happen on the same day of the week and time of day every month, so you can plan ahead.

But wait, there's more! Members get the opportunity to host a Morning Mixer or Business After Hours at their location. This is a great way to get people in the door to learn about you and what you do.

Email the Chamber's Director of Member Partnerships, Bobbi Vandenbulcke, at bobbi@exeterarea.org to learn more.

Our friends over at SM Films shared this drone video they made of Exeter! Check it out by clicking [HERE!](#)

**A SPECIAL THANK YOU TO OUR PREMIUM TIER MEMBERS**

DIAMOND

**EXETER HOSPITAL**

PLATINUM



GOLD



The 101 Grille 98.7 WBYY Frank FM | Alnoba

Bodywise Physical Therapy LLC | DTC Lawyers

Eversource | F.H. Cann & Associates

First Seacoast Bank | Newburyport Bank

NextEra Energy | Northeast Credit Union

Optima Dermatology | Partners Bank

People's United Bank | Phillips Exeter Academy

Prescott Park Arts Festival | RiverWoods Exeter

Seacoast Oldies | Service Credit Union

Sherwin-Williams Paint Co.

Sky Coach & Transportation

TD Bank | Team Handyman, LLC

The Word Barn | Townsquare Media | Unitil



SAVE THE DATES

2022 ECONOMIC FORECAST

Prepare and position your business for 2022.

Discuss New Hampshire's economy and its impact on the Exeter Area.

Thursday, February 17, 2022
9:00-10:30 a.m.

Seacoast School of Technology
40 Linden Street, Exeter
(Virtual attendance link available)

Register at exeterarea.org or call 603.772.2411

In Person:

\$20/pp

Includes a Breakfast
Buffet provided by
SST Culinary Arts Students

Virtual:

\$10/pp

Livestream Link provided
prior to the Forum

Livestream provided by: 

Presented By:



Taylor Caswell
Commissioner
NH Department Business
& Economic Affairs



Jeff Feingold
Editor
New Hampshire
Business Review

Underwritten by:

**CAMBRIDGE
TRUST**

PRIVATE BANKING WEALTH MANAGEMENT

The Economic Forecast is part of the Business Over Breakfast Series. Thank You to Diamond Tier Member:



D.F. RICHARD
ENERGY


Thank You
for being a
Gold
Sponsor

2022 COMMUNITY AWARDS



Thursday, April 7th

Zorvino Vineyards
226 Main Street, Sandown, NH



SUBMISSIONS WANTED!

THE DEADLINE FOR APPLICATIONS TO BE
CONSIDERED FOR THE
2022 COMMUNITY AWARDS IS COMING UP!

FRIDAY, FEBRUARY 18, 2022

EXETERAREA.ORG/BUSINESS-OF-THE-YEAR



Apply Now





2022 Programs & Events Calendar

January

January 11th- **Morning Mixer, 7:30-9:00 am**

Exeter Area YMCA, 56 Linden St., Exeter

January 12th- **Fast Track, 8:30-9:30 am**

January 18th- **Business After Hours, 5:00-7:00 am**
Betty LaBranche Real Estate, 115 Water St., Exeter

January 24th- **ChamberConnects**
Speed Networking, 11:00am-12:15pm

February

February 1st- **Morning Mixer, 7:30-9:00am**

Bodywise Physical Therapy & Rejuvenations

Professional Massage

1 Hampton Road, Suite 304, Exeter

February 9th- **Fast Track, 8:30-9:30 am**

February 15th- **Business After Hours, 5:00-7:00 pm**
Sky Coach & Transportation, 6, Freetown Rd., Raymond

February 28th- **ChamberConnects**
Speed Networking 11:00am-12:15pm

March

March 1st - **Morning Mixer, 7:30-9:00am**

Jersey Mike's, 141 Portsmouth Ave., Exeter

March 9th- **Fast Track, 8:30-9:30 am**

March 15th- **Business After Hours, 5:00-7:00 pm**
The 101 Grille, 88 Shirkling Road, Epping

March 28th- **ChamberConnects**
Speed Networking, 11:00 am -12:15 pm

April

April 5th- **Morning Mixer, 7:30-9:00 am**

Location TBD

April 13th- **Fast Track, 8:30-9:30 am**

April 19th- **Business After Hours, 5:00-7:00 pm**
Exeter Health Resources, Location TBD

April 25th- **ChamberConnects**
Speed Networking, 11:00am-12:15pm

May

May 3rd- **Morning Mixer, 7:30-9:00 am**

Location TBD

May 11th- **Fast Track, 8:30-9:30 am**

May 17th- **Business After Hours, 5:00-7:00 am**
Newburyport Bank, 137 Portsmouth Ave., Exeter

May 20th- **Exeter High School Job Fair, 11:00 am-12:30 pm**
1 Blue Hawk Drive, Exeter

May 23rd- **ChamberConnects**
Speed Networking, 11:00am-12:15pm

June

June 7th- **Morning Mixer, 7:30-9:00 am**

Bangor Savings Bank & Water Street Bookstore
125 Water Street, Exeter

June 8th- **Fast Track, 8:30-9:30 am**

June 21st- **Business After Hours, 5:00-7:00 pm**
Location TBD

June 27th- **ChamberConnects**
Speed Networking 11:00am-12:15pm

July

July 12th - **Morning Mixer, 7:30-9:00 am**

Location TBD

July 13th - **Fast Track, 8:30-9:30 am**

July 19th- **Tri-Chamber Business After Hours, 5:00-7:00 pm**
Location TBD

July 25th- **ChamberConnects**
Speed Networking, 11:00am-12:15pm

August

August 9th- **Morning Mixer, 7:30-9:00 am**

Location TBD

August 10th- **Fast Track, 8:30-9:30 am**

August 16th- **Business After Hours, 5:00-7:00 pm**
Location TBD

August 22nd- **ChamberConnects**
Speed Networking, 11:00am-12:15pm



2022 Programs & Events Calendar

September

September 13th- Morning Mixer, 7:30-9:00am
Exeter Health Resources, Location TBD

September 14th- Fast Track, 8:30-9:30 am

September 20th- Business After Hours, 5:00-7:00 am
Kennebunk Savings, 9 Portsmouth Ave., Stratham

September 26th- ChamberConnects
Speed Networking, 11:00am-12:15pm

October

October 4th- Morning Mixer, 7:30-9:00 am
Exeter Health Resources, Location TBD

October 12th- Fast Track, 8:30-9:30am

October 18th- Business After Hours, 5:00-7:00 pm
Partners Bank, 53 Church Street, Kingston

October 24th- ChamberConnects
Speed Networking 11:00am-12:15pm

November

November 1st - Morning Mixer, 7:30-9:00am
Location TBD

November 9th- Fast Track, 8:30-9:30 am

November 15th- Business After Hours, 5:00-7:00 pm
Location TBD

November 28th- ChamberConnects
Speed Networking, 11:00am-12:15pm

December

December 7th (Wednesday)- Morning Mixer, 7:30-9:00 am
Trends Gift Gallery, 85 Water Street, Exeter

December 14th- Fast Track, 8:30-9:30 am

December 20th- Business After Hours, 5:00-7:00 pm
Location TBD

****Please Note: The Chamber office will be closed between December 26th and December 31st****



Community Awards

Thursday, April 7th
Zorvino Vineyards



Great Bay Food Truck Festival

Saturday, May 7th
Stratham Hill Park



Golf Tournament

Friday, August 26th
Apple Hill Golf Club



Powder Keg

Beer & Chili Festival
Saturday, October 1st
Swasey Park



Women of Excellence Awards

Friday, November 4th
Location TBD



Santa's Block Party
Thursday, December 1st
Downtown Exeter