



THE CHAMBER BUZZ WITH BOBBI



Be our next guest on The Chamber Buzz with Bobbi! Our podcast is a great way to share your story so people can get to know you better. People want to do business with people they know and trust.

But don't take our word for it!

"I want to thank you both for this opportunity. I was skeptical about flashing my life in front of the community. As I mentioned to Bobbi, I felt that I tooted my horn too much in the interview regarding the volunteering part of my life, and I didn't want the focus to be on me. How wrong I was.

After hearing the podcast, I realized it was an inspirational opportunity for others and that they could be inspired enough to steal my passion for themselves. It made me laugh, and it made me cry to hear my life in review. Thank you for this extraordinary platform to express my passion in life."

Patricia Berger, Seacoast Notary & Justice of the Peace

✧ NEW EPISODES ✧

- Kimberly Meyer ~ Southern District YMCA
- Diana Perry ~ Exeter Area GFWC
- Wayne Morrill ~ Jones & Beach Engineering
- Patricia Berger ~ Seacoast Notary & Justice of the Peace
- Jeff Paquin ~ The New England Holiday Light Company

Email Bobbi Vandenbulcke at bobbi@exeterarea.org to learn more about being a guest on the Chamber Buzz!

WHERE TO LISTEN



ANCHOR.FM/EXETER-AREA-CHAMBER



WHAT'S INSIDE:

CHAMBER HAPPENINGS	1
CHAMBER BUZZ WITH BOBBI	1
2021-2022 LEADERSHIP	2
MEMBER NEWS	2-3
MEMBER HAPPENINGS	4
FROM THE CHAMBER STAFF	5
MEMBER BENEFIT SPOTLIGHT	6
MARKETING TIP OF THE MONTH	7
SPONSOR THANK YOU	7
2022 PROGRAMS & EVENTS	8-9

CHAMBER HAPPENINGS

APRIL 2022

Thursday, April 21st, 5:00 pm
Community Awards
Galley Hatch, Hampton (Sold Out)

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

Tuesday, April 26th, 5:00-7:00 pm
Business After Hours
Exeter Health Resources @ The Exeter Inn

MAY 2022

May 3rd- Morning Mixer, 7:30-9:00 am
Minuteman Press
1 Portsmouth Ave., Suite 5, Stratham

May 7th - Great Bay Food Truck Festival
12:00 - 5:00 pm
Stratham Hill Park

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

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

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

May 23rd- ChamberConnects
Speed Networking, 11:00am-12:15pm
Sea Dog Brewing, 5 Water Street, Exeter

MEMBER NEWS

2021-2022 LEADERSHIP

Board of Directors

Officers

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

David Fittro
Exeter Health Resources

Kelly Hutchinson
Partners Bank

Melissa Koren Wilson
Melissa Koren Photography
You're a Big Deal Digital Marketing

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



Benchmark at Rye's New Executive Director Brings Nearly Two Decades of Award-Winning Healthcare Expertise

Having spent nearly two decades in healthcare and assisted living, Barrington, N.H.'s Rob Memmolo not only knows it takes a team to care for those with Alzheimer's and dementia, but it's also what he's most passionate about.

As the new executive director of Benchmark at Rye, a Benchmark Mind & Memory Care community, Memmolo brings his people-first philosophy and expansive team-building education and experience to the community.

Most recently, Memmolo served as the executive director of Benchmark's Bedford Falls assisted living and Mind & Memory Care community in Bedford, NH. In seven years, he created a sought-after community of long-time staff providing some of the area's best care and experiences for older adults and their loved ones. The community has repeatedly been chosen as one of the best in New Hampshire and the Manchester area throughout his tenure, having earned many awards.

Memmolo has been with Benchmark for almost a decade and has won many personal awards throughout his tenure for high resident and associate satisfaction, amongst other achievements.

Exeter LitFest puts reading and writers in the spotlight

Who (figuratively speaking) killed Dan Chartrand, owner of Water Street Bookstore? Turns out it was Lara Bricker, a local author Chartrand was about to "expose for plagiarism." It was all for fun.

Chartrand and Bricker were participating in Death by Chocolate, a downtown murder mystery, and chocolate crawl. The fundraising event was held Friday to kick off Exeter LitFest, a celebration of books.

Participants in the roving event got to visit the town's three chocolatiers — Enna Chocolate, La Cascade du Chocolat, and The Chocolatier — where they sought clues and chocolate samples, before ending up at the Exeter Inn for more fun and the unmasking of the "killer."

Local authors, Exeter restaurants and shops, and people who love to read gathered in town over the weekend for the celebration.

Local restaurants had literary-themed specials. Ambrose had the Lord of the Mai Tais, Cornicello had a Dante's Divine Comedy-themed menu, and Vino e Vivo had Edgar Allen Po'Boy and Ravenna wine.

Exeter and surrounding towns have a plethora of authors. Many, like J.D. Barker, Brendan Dubois, Kathy Bailey, Michael Cameron Ward, and Joe Pace spoke or were on hand with copies of their books. It was a book lover's dream.



MEMBER NEWS

Service Credit Union Launches Loan to Offer iBOT Mobility Device to Members



Service Credit Union has partnered with Mobius Mobility to make its iBOT® Personal Mobility Device (PMD), a revolutionary mobility product, more accessible to thousands of prospective users.

Developed by inventor Dean Kamen and manufactured by Mobius Mobility in Manchester, NH, the iBOT® is a breakthrough product for people with disabilities. The robotic, multi-modal iBOT® is customized to each user and includes features such as the four-wheel-drive to traverse sand, snow, mud, and other terrains. The iBOT® gives the user the ability to climb curbs and stairs, and rise up to interact with the world at eye level.

For many years, Service Credit Union has worked with veteran-focused nonprofits that provide grants for iBOT®, but the organization wanted to make iBOT®s available to a wider swath of the population. That's why Service CU teamed with Mobius to support potential users in making the purchase of the device more attainable.

Drew Bairstow Named Cooperative Middle School Principal



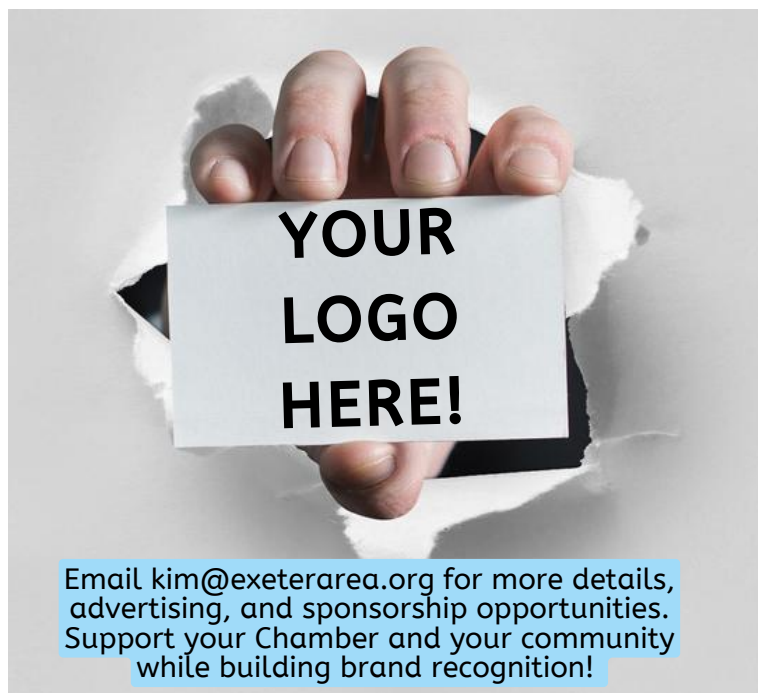
The Exeter Region Cooperative School Board voted unanimously to hire Drew Bairstow, of Dover, as the new principal of the Cooperative Middle School (CMS). With 21 years of experience as an educator, Bairstow, who is currently the principal at Lincoln Street School in Exeter, assumes his new role as CMS principal on July 1.

As CMS principal, Bairstow will be responsible for providing leadership in all aspects of instructional programming and teaching practices for student learning, continuing strong relationships with parents and the community involvement, and managing the operations of the school including a budget, staffing, etc. He will also have the unique opportunity of reconnecting with many past students from Lincoln Street School who are now at CMS.

Prior to serving as principal of Lincoln Street School, Bairstow was principal at the Fred C. Underhill School in Hooksett for four years and assistant principal at Hooksett Memorial School for three years. Before his educational leadership positions, Bairstow fulfilled various roles in multiple school districts in New Hampshire as a middle school reading and language arts teacher, special education instructional assistant, and an English teacher in Thailand.



This event is sold out. We're looking forward to celebrating our winners on April 21st!



Email kim@exeterarea.org for more details, advertising, and sponsorship opportunities. Support your Chamber and your community while building brand recognition!

MEMBER HAPPENINGS

OUT AND ABOUT

March Business After Hours
The 101 Grille, Epping



Ribbon Cutting Ceremony
New Member: Spine by Design



April Morning Mixer
X5 Home Loans & Aroma Joe's



NEW MEMBERS

BMW of Stratham
bmwofstratham.com

Classic Cleanouts, Demolition, and Dumpsters
classiccleanouts.com

Liberty Mutual Insurance
Melanie Taylor
bit.ly/melanietaylor

Draper & Kramer Mortgage Corp.
dkmortgage.com/robert

Charles Ice Cream
facebook.com/charliesicecreamnh

Edward Jones
Mathew Ward, Financial Advisor
bit.ly/mathewward

RENEWING MEMBERS

- All American at Kingston
- Baystate Financial-Rob Burns, CFP, CLU, ChFU
- Crescent Wealth Partners
- Eastern Propane & Oil
- Hannaford Supermarket & Pharmacy
- Home Innovations Corp.
- Nick Liguori, CPA PLLC
- The Railpenny Tavern
- Shane's Texas Pit
- Wireless Zone-Verizon Wireless Retailer

MEMBERSHIP MILESTONES

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

30 years and beyond

- American Independence Museum
- Arjay Ace Hardware
- Buxton Oil Co.
- Exeter Historical Society

THANK YOU!

FROM THE CHAMBER OFFICE

A LETTER FROM OUR PRESIDENT

Happy Spring!

Spring is a great time to get out and enjoy all that the communities in the Exeter Area have to offer: biking, kayaking, hiking, shopping, farmer's markets, festivals, and more.

Speaking of Festivals, we are getting ready to host the Great Bay Food Truck Festival on Saturday, May 7, in partnership with the Stratham Parks and Recreation Department. Much like the Powderkeg Beer and Chili Festival (which will be held in Exeter on Saturday, October 8, 2022, in partnership with Exeter Parks and Recreation Department), this event not only provides an opportunity to try something new (or many somethings new, we have over 20 food trucks coming!) - it offers many economic and social benefits- from boosting the local economy to creating connections within a community.

It's easy to be a part of the fun! We encourage you to get involved. Whether volunteering, sponsoring, attending, or sharing with your friends and colleagues, there's no wrong way to support the Chamber and the local community with these events.

To learn more about the Great Bay Food Truck Festival or other upcoming Chamber events, visit our website: www.exeterarea.org, or check out our events on social media. We look forward to seeing you!


Jennifer Wheeler, President
Exeter Area
Chamber of Commerce



LEARN TO LOVE NETWORKING

People will always remember how you made them feel, so changing how you think about networking can help ease some of the anxiety that the word brings with it.

Networking is a necessary part of doing business. It can lead to more job and business opportunities. Building and nurturing professional relationships can improve the quality of your work which in turn will increase your job satisfaction.

Putting yourself out there to people you don't know is the very definition of networking, and that can make you feel uncomfortable. Change the way you think about the process in a way that can be easy and you might even like it. Make your networking conversational, find common interests, and how you can help each other.

Networking isn't just about your company, your job, or collecting business cards. By listening and learning about the other person and how you can help each other, you can build long-lasting business relationships.

And remember, if you're at a networking event and only talking with people you already know, that's just socializing. And while that can be a way to strengthen relationships, try and find that person in the corner, standing alone, and discover who they are, what they do, and how you can help them. They'll remember you for being warm and inviting and want to help you too.

Here are some tips on overcoming networking anxiety. And remember, people are going to do business with people they know and trust, it's all about building relationships.

The Chamber offers a variety of events, networking, and marketing opportunities designed to expand your network and introduce you to other members. To learn more, email me at bobbie@exeterarea.org and visit the Chamber's website.

BOBBI'S TOP 5 NETWORKING TIPS

- **Focus on Learning.**
 - Learn about the person - who they are and the service(s) they offer. Ask questions and really listen.
- **Identify Common Interests.**
 - Think about your goals and interests and how they can align with the people you meet to develop meaningful business relationships.
- **Think About What You Can Give.**
 - A connection, referral, business or educational advice.
- **Find a Higher Purpose.**
 - By representing your business at a networking event, the higher purpose is to increase your business visibility which increases your profitability.
- **Don't think of it as "networking".**
 - Think of it as linking member to member, or business to business. You're creating partnerships and building relationships.

Bobbi Vandenbulcke
Director of
Member Partnerships



MEMBER BENEFIT SPOTLIGHT


ChamberConnects
BRING A FRIEND!



IN PERSON SPEED NETWORKING

MONDAY, APRIL 25 • 11:00 AM - 12:15 PM
IN-PERSON @ SEADOG BREWING
5 WATER STREET, EXETER

Maximize your networking at the "CHAMBERConnects" speed networking session! Meet and interact with other business professionals in a format based on a one-hour fast-paced series of mini-meetings to allow attendees to maximize their networking impact in a short amount of time.

Next Meeting: Monday, Apr 25, 2022
11:00 AM - 12:15 PM

Sea Dog Brewing Co.
5 Water Street
Exeter, NH 03833

Meetings are generally scheduled for the
4th Monday of Each Month
11:00am-12:15pm

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!



BUSINESS BANKING

The right partner makes all the difference.

LEARN MORE



Newburyport Bank

Member FDIC Member DIF



August



EACC Golf Tournament
Friday, August 26th
Apple Hill Golf Club



MARKETING TIP OF THE MONTH



As a small business, sometimes digital marketing feels like a dice roll.

On the one hand, there are the social media algorithms, the planning, writing, curating photos, scheduling posts, and keeping up with the content.

It can be A LOT of work (read: stress).

On the other hand, digital marketing might have nothing to do with why you started your business. In fact, it might take you away from doing what you love in your business. And that just, not a warm and fuzzy feeling.

BUT you have a lot to offer beyond your products or services, and digital marketing helps you share it with the people that WANT IT.

So instead of trashing digital marketing altogether (then panicking later when you realize you actually need it), find someone to help make it simple, make it easy, and get it DONE.

Sometimes outsourcing is your most valuable resource.

Its almost time for the Great Bay Food Truck Festival!

Get your tickets now and check out the listing of all our participating food trucks and vendors at greatbayfoodtruckfestival.com

GREAT BAY
FOOD TRUCK FESTIVAL

PRESENTED BY
Stratham Hill Park
EXETER AREA CHAMBER OF COMMERCE

20+ FOOD TRUCKS
AT STRATHAM HILL PARK

FOOD-MUSIC-FUN-GAMES

GREATBAYFOODTRUCKFESTIVAL.COM

SATURDAY MAY 07 12-5PM

TICKETS
\$5* ADVANCE ONLINE \$10 SAME DAY AT GATE
*Add'l fees apply. Get yours while supplies last!

EVENT UNDERWRITER
SERVICE CREDIT UNION
★★★★★

A SPECIAL THANK YOU TO OUR PREMIUM TIER MEMBERS

DIAMOND



EXETER HOSPITAL

PLATINUM



GOLD

CAMBRIDGE TRUST
PRIVATE BANKING · WEALTH MANAGEMENT



SILVER

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 | The Word Barn
Townsquare Media | Unitil



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 Shirking Road, Epping

March 28th- ChamberConnects
Speed Networking, 11:00am-12:15pm (VIRTUAL)

April

April 5th- Morning Mixer, 7:30-9:00 am
X5 Home Loans & Aroma Joe's, 31 Portsmouth Ave., Exeter

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

April 25th- ChamberConnects Speed Networking,
11:00am-12:15pm
In-Person @ Sea Dog Brewing Co., 5 Water Street, Exeter

April 26th- Business After Hours, 5:00-7:00 pm
Exeter Hospital, The Exeter Inn & Epoch Gastropub
90 Front Street, Exeter

May

May 3rd- Morning Mixer, 7:30-9:00 am
Minuteman Press, 1 Portsmouth Ave., Suite 5, Stratham

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

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

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

May 23rd- ChamberConnects
Speed Networking, 11:00am-12:15pm (VIRTUAL)

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
YMCA/Camp Lincoln, 67 Ball Road, Kingston

June 27th- ChamberConnects
Speed Networking 11:00am-12:15pm (VIRTUAL)

July

July 12th - Morning Mixer, 7:30-9:00 am
Service Credit Union, 109 Epping Road, Exeter

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

July 19th- Southern Seacoast Business After Hours, 5:00-7:00 pm
Hosted by Exeter Hospital, Held at Grill 28, 200 Grafton Road,
Portsmouth

July 25th- ChamberConnects Speed Networking,
11:00am-12:15pm
In-Person @ Sea Dog Brewing Co., 5 Water Street, Exeter

August

August 3rd- NH Fisher Cats Ballpark Business Series, 5:30pm
Northeast Delta Dental Stadium, 1 Line Drive, Manchester

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
The Exeter Inn & Epoch Gastropub, 90 Front Street, Exeter

August 22nd- ChamberConnects
Speed Networking, 11:00am-12:15pm (VIRTUAL)

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 pm
Kennebunk Savings, 9 Portsmouth Ave., Stratham

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

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
In-Person @ Sea Dog Brewing Co., 5 Water Street, Exeter

November

November 1st - Morning Mixer, 7:30-9:00am
Verizon Wireless Zone of Stratham, 15 Portsmouth Ave., Stratham

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

November 15th- Business After Hours, 5:00-7:00 pm
All American of Kingston, 193 Main Street, Kingston

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

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 21st
Galley Hatch Restaurant



**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