



# ChamberNewsLine

Enhancing the economic vitality and quality of life of the Greater Peterborough region.

February 2012

Email: [info@peterboroughchamber.com](mailto:info@peterboroughchamber.com)

Web site: [www.peterboroughchamber.com](http://www.peterboroughchamber.com)

## GREATER PETERBOROUGH CHAMBER OF COMMERCE

### Monthly Breakfast

**Wednesday, February 1**  
**Monadnock Country Club**  
**7:30-9:00am**

#### Sneak Preview: Local Look Peterborough

Our February breakfast features an exclusive sneak preview of *Local Look Peterborough*, the exciting new website and video-on-demand initiative that spotlights the vibrancy, community spirit and entrepreneurial nature of Peterborough. This new community resource is a part of a national initiative called Project Open Voice and offers a new way to connect your organization to our community through video and



other interactive media.

Join guest speaker Bill Smith, president of InHaus Media, as he unveils this website-in-progress publicly for the first time. After breakfast, Bill will be available to discuss how your organization can leverage this free resource to engage the community, gain multimedia visibility and create stronger connections.

Register online, <http://chamberinfo.peterboroughchamber.com/Events/details/gpcoc-breakfast-02-01-2012>, or call the Chamber office at 924-7234.

- Cash Flow Management
- Team Building & Communication

As business development professionals, [AdviCoach](#) specializes in helping small to mid-sized business owners fulfill their dreams, help discover a clear way forward and hold them accountable to meet their short and long-term goals.

Coaching is scheduled at the Chamber conference room, for private and confidential hourly sessions with [AdviCoach's Ann Connor](#), at a very minimal registration fee of: \$10 for members (\$75 value).

To schedule your session please e-mail [Pam Lorimer](mailto:Pam.Lorimer@peterboroughchamber.com) or contact the Chamber office at: 603-924-7234, [RSVP@peterboroughchamber.com](mailto:RSVP@peterboroughchamber.com)

### Business After Hours: Peteridge at the Pond

**Thursday, February 16**  
**5:30 – 7:00pm**

Members Rick & Cynthia Stein will host this month's networking event at the beautiful and historic property they have transformed into a longer term (think long weekend or vacation) lodging property. The property was once owned by Governor Walter Peterson, and encompasses three

houses built in three different centuries. In the 1700's the main carriage house was built, in the early 1800's the separate barn was built, and in the 1900's the porch house was built. Enjoy the Stein's wonderful hospitality while connecting with fellow chamber members, and then participate in tours of the houses. Sign up online: <http://chamberinfo.peterboroughchamber.com/Events/details/gpcoc-business-after-hours-02-16-2012>, or call the Chamber, 924-7234.

### One-on-One Business Coaching

**Monday, February 20**

*One hour sessions available*

This one hour business coaching session will provide you, the established or emerging business owner, access to insight, tools and strategies for:

- Business Plan Development
- Strategic Planning
- Sales & Marketing

### Lunch & Learn

**Friday, February 24**

**People's United Bank,  
 25 Main Street, Peterborough  
 Noon – 1:30pm**

Join member Dick Smith, SendOutCards, in his role as "The Attitude Merchant" as he guides us through a discussion on The Power of Thoughts and Beliefs:

- Learn How to Achieve Your Dreams & Goals
- Have Fun Participating in the Seminar
- Learn How to Choose Your Own Thoughts
- How You Can Create Self-Motivation
- Create more Health and Wealth in Your Life
- The Power of Positive Expectancy
- What happens in your life is not an accident

Inspiring, motivational and professional describe Dick's presentations. Contact [Pam Lorimer](mailto:Pam.Lorimer@peterboroughchamber.com) or call the Chamber Office, 924-7234 to sign up



## CHAMBER CHAIR'S CORNER

**What is Governance?**

This is a question not-for-profit boards continually ask and struggle with. It is often confused with the role of the Executive Committee. The two are completely different. Governance is the responsibility of all members of the board and staff.

Today's not-for-profit organizations play a critical role in the economic fabric of a community. Service on a not-for-profit board is not merely an honor; it entails legal obligations and moral responsibility.

For a board to carry out its mission, the organization must be fiscally sound. It must maintain the confidence and the moral and financial support of its members, donors, volunteers and the public. With this said, not-for-profit board members are being called upon to play a greater role in the organization.



To understand this critical topic, it is important to define the three modes of governance. (Chait, Ryan, and Taylor, 2005)<sup>1</sup>

*Fiduciary Governance* fosters accountability and promotes discipline.

The work involves facts, figures, financials and risk. The tasks speak to the board's duty of loyalty and care.

With *Fiduciary Governance* boards are primarily concerned with the stewardship of tangible assets. The board's core work is technical and about compliance.

*Strategic Governance* leads the board to ask questions about marketplace positioning and market share, the strategic drivers and priorities of the organization, the competition and comparative advantage; as well as the key stakeholders in a

<sup>1</sup> Chait, Richard P., William P. Ryan, and Barbara E. Taylor. (2005). *Governance as Leadership: Reframing the Work of Nonprofit Boards*. Wiley: New York.

strategic sense. With *Strategic Governance* the board's core work is analytical and about performance. And lastly,

*Generative Governance* leads boards to framing questions about the overall organization. Questions such as have we framed the issue correctly? How else might we look at this? The work that occurs during *Generative Governance* will later translate into strategies, policies, plans and tactics. During this mode, the board's core work is creative and about values.

A highly effective board will utilize all of the three components identified above, resulting in true leadership among the board, the staff and the volunteers.

This is a challenging topic to undertake and one that I am very passionate about. I plan to continue to focus on Governance in upcoming issues.

Judy Tomlinson,  
Chairman of the Board

## RUNYON LAW OFFICE, PLLC

**New Firm Established**

Attorney L. Phillips Runyon III has ended his relationship with Bowditch & Dewey, LLP and has established his own firm under the name, Runyon Law Office, PLLC.

**Runyon**  
Law Office,  
PLLC

Phil reports that it was a rewarding association with the large Massachusetts-based firm and an amicable parting of the ways, but that he's eager to

concentrate his practice in the estate planning, probate and trust administration, real estate, and small business areas where he's been focusing his work for almost 40 years.

Phil's office will remain at 45 Main Street in Peterborough, with the same contact information, except that his new e-mail address will be: [prunyon@runyonlawoffice.com](mailto:prunyon@runyonlawoffice.com) and new website is: [www.runyonlawoffice.com](http://www.runyonlawoffice.com)

Phil will also continue to be assisted by Margot Graham and paralegal Marge Dineen, both of whom have considerable experience in all the firm's practice areas.

Finally, Phil noted that there are actually fewer attorneys practicing in

Peterborough today than there were in 1974 when he arrived!

**Runyon Law Office, PLLC**

603-924-3050, ext. 105  
[www.runyonlawoffice.com](http://www.runyonlawoffice.com)

## DUBLIN SCHOOL

**Winter chats by the fire and under the stars!**

Dublin School welcomes the community to join us to View the Winter Night Sky on Wednesday, February 22 from 7:00-8:00 pm at the Perkin observatory. Dessert and coffee will be served.

View the stars through the Perkin telescope and learn about the Winter Sky from Jonathan Weis, Director of the Observatory.

The snow/cloud date will be Friday, February 24.

Please park near the gym and walk up to the Observatory. If you need special parking or more information, please contact Lucy Shonk at 563-1232 or email [lshonk@dublinschool.org](mailto:lshonk@dublinschool.org)

**Dublin School**

(603) 563-8584  
<http://www.dublinschool.org/>

**WELCOME TO OUR NEWEST MEMBERS:**

Sunflowers Café and Catering  
Topnotch Tire & Auto Repair, LLC

**RENEWING MEMBERS:**

Alliance Energy, LLC  
ASAP Events Plus, LLC  
Charter Trust Company  
Crotched Mountain Resort & Golf  
Facilitated Change  
Gordon Peery  
Inn at Crotched Mountain  
Jane LaPointe  
John Stanek Custom Builders, Inc.  
L.A. Limousine  
Menagerie Boutique  
Monadnock Community Hospital  
Monadnock Orthodontics, P.C.  
Monadnock United Way  
Our Town Landscaping  
Peterborough Art Academy  
Peterborough Community Theater  
Peterborough Historical Society  
Peterborough Lions Club  
Peterborough Massage Therapy  
Renoir Renovations  
William Wildes, General Contractor

## NEW CHAMBER MEMBER

**Shaolin Wellness Center & Villari's Martial Arts***By Annette Gagnon*

Lead by 5th Degree Master John Wallace, Villari's Martial Arts has been providing Martial Arts instruction to the Hillsborough area for 15 years. With locations in Hillsborough and Concord, they are proud to announce their latest addition, Shaolin Wellness Center and Villari's Martial Arts, located at 109A Grove Street in Peterborough.

At each location, professional instruction is offered for adults, middle and high-schoolers, and young children. No matter what your age, all classes



Sensei Robin Mansfield with students

specialize in personal growth and development, no prior experience is necessary, and you may start at any level. All classes offer a great way to be active and enjoy physical fitness while learning traditional Martial Arts. Adults can discover confidence and discipline while benefiting from

high intensity workouts and soothing stress management techniques, as well as experience increased fitness levels, flexibility, balance, and coordination. Middle and high school students gain valuable leadership skills, development skills, motivation, discipline, and focus. Young children learn consistency, character development, self control, self discipline, and respect, while building confidence and improving social and communication skills. Aside from Martial Arts classes, Shaolin Wellness Center will also be offering cardio kick-boxing classes, with a certified instructor, at 8:00am on Saturday mornings. You can find out more information by calling the Center at the number below.

Shaolin Wellness Center is overseen by owner/chief instructor Sensei Robin Mansfield. Robin started his martial arts training in boxing, wrestling, judo and ju jitsu at a local YMCA in Massachusetts. After taking a break from the

martial arts that lasted many years, he took his daughter to a class at the Villari's Martial Arts Center in Hillsboro, and found a place of enlightenment for his family. Robin has had hundreds of hours of training at Villari's under their leadership program, as well as numerous volunteer hours through fundraising and community events in the Concord, Hillsboro and Peterborough areas. Teaching has always been a beloved thing to Robin, whether it be his time spent as a music teacher teaching jazz band in a middle school setting, being a ballroom and Latin dance teacher to an adult audience, involvement with his children's school teams as a baseball, soccer and basketball coach for 8 years, or teaching Martial Arts. The most important thing to Robin is seeing that people have a smile on their face, that they are happy, and that he has been able in some way to help them. Having seen the boost of enthusiasm with my own son after just one class and watching how Robin interacts with his students, giving each one that little something that he instinctively knows they need, and treating everyone no matter what age, on a very personal level, I am sure that no one ever walks away without a smile.

**Shaolin Wellness Center & Villari's Martial Arts**

109A Grove Street, Peterborough  
(603) 924-2970

[www.nhshaolinkempo.com](http://www.nhshaolinkempo.com)

**North Pack Electrical Services***By Annette Gagnon*

North Pack Electrical Services is a family owned and run business out of Greenfield NH, which has been in business since August 2011. Owner and master electrician, Kyle Fontaine, who runs the company along with his wife Kelly (who also has a career as a dental hygienist), grew up in Peterborough, went to school at ConVal, and says he has no plans on moving out of the area.

Kyle made the decision to pursue a trade after completing high school, and began that endeavor in 2004. He first held an apprenticeship with a com-



Kyle and Kelly Fontaine with their beautiful 8 month old daughter

pany in Peterborough for four years, while going to school and receiving his journeyman electrician license. After spending four years as a journeyman, he received his master electrician license in July 2011. Now with North Pack Electrical Services, Kyle is the only licensed electrician who owns his own company in Greenfield.



The company specializes in serving the needs of residential and small business customers. Services offered include generator installation, additions and renovations, new construction, service upgrades, outdoor and landscape lighting, security lighting, smoke and carbon monoxide detectors, pools and hot tubs, repairs and troubleshooting.

Kyle notes that "In times where the economy is slow, it is good to keep a base of established service customers. I always say that there is no job too small, and this is true, it is the small jobs that I value most". The company's main focus is that customers receive prompt and courteous callbacks and service. Kyle adds "So often people tell me that they call other companies and are never able to get a hold of someone. It is really important to us that we get back to customers right away, and we always call back within 24 hours". With this great attitude, the company has also been able to expand their service area to include much of the Souhegan Valley. Kyle and Kelly look forward to many years of service to all of the great customers that they now have, and all that will follow.

**North Pack Electrical Services**

248 Forest Road, Greenfield, NH  
(603) 547-6683

[northpackelectric@gmail.com](mailto:northpackelectric@gmail.com)

[www.northpackelectric.com](http://www.northpackelectric.com)

## NEW MEMBER



## Sunflowers Restaurant & Catering

By Annette Gagnon

Carolyn Edwards is the owner of Sunflowers Restaurant & Catering, a business she first started in 2005 in Fitzwilliam, before moving it to its current location at Main Street in Jaffrey in 2009. Carolyn worked in marketing and conference planning at Kennedy Information in Peterborough for 22 years before deciding to make the jump into her current career. She explains her transition as “Having one of those ah-ha moments; a time when you realize that you need to do something now, or you may never get the chance to”.



Sunflowers offers lunch, and dinner every day except Tuesday, and serves their fabulous brunch every Sunday. The restaurant serves bistro fare with a gourmet twist. You can always find staple menu items such as grilled vegetable ravioli, coconut shrimp, applejack chicken, and homemade mac and cheese. Additionally, there is a wide array of specials which change every night and include customer favorites such as lobster scampi, rack of lamb, and a variety of fresh fish entrées that are always a big hit. And don't forget to try some maple crème caramel or espresso cheesecake for dessert!

The restaurant uses fresh local products whenever possible, including eggs from Coll's Farm; lettuce, herbs and other veggies from Tracie's Farm and Cargill Commodities; wines from La-

belle Winery; and breads from Kernel Bakery (along with homemade French bread that Chef Chaz makes fresh on Mondays and Wednesdays). Head Chef David Daumé & Chaz Beaulieu, along with Carolyn, always do their best to make sure each and every customer leaves feeling completely satisfied.

There is always a great reason to visit Sunflowers for that special night out, as they offer unique and marvelous menus on Valentine's Day, Easter, Mother's Day, Thanksgiving, New Year's and of course, Sunday Brunch. World food menu themes are available at Bistro Francais, serving wonderful French cuisine every second Wednesday of the month and Mexican Night (having just had their first this January). The restaurant can accommodate parties of up to 50 people, and is also an ideal spot for business meetings.

Sunflowers also offers a variety of other attractions. Each month they feature an art exhibit by a local artist, the current exhibit, “Interior Blooms”, by local photographer Susan Wessels, is on view until February 21. They offer live entertainment on Sundays during both brunch and dinner. There are also fabulous cooking classes, which cover a wide variety of cooking topics. Carolyn also keeps very busy with catering jobs. You can find out about these events, browse the menu, and much more by visiting Sunflowers website [www.sunflowerscatering.com](http://www.sunflowerscatering.com).

### Sunflowers Restaurant

21 Main Street, Jaffrey  
(603) 593-3303

[www.sunflowerscatering.com](http://www.sunflowerscatering.com)

## MONADNOCK COMMUNITY BANK

### Recognizes Recent Promotions

Monadnock Community Bank is pleased to announce their most recent promotions and appointments:

Rachel O'Leary has been promoted to Vice President at Monadnock Community Bank. Rachel has been with the bank since 2007 and has over 22 years



of experience in the banking industry. “With her experience in commercial and consumer lending Rachel will continue to help people in the Monadnock region find the right loan products to fit their needs,” states William M. Pierce, Jr., Monadnock Community Bank President and CEO.

Donna Loucks has been promoted to Assistant Vice President. Donna initially joined Awane Bank, now Monadnock Community Bank, in 1997. Donna began her banking career at Peterborough Savings Bank. Her responsibilities include financial, auditing, supervisory and payroll functions.

Roberta Paine has been promoted to Compliance Officer, overseeing regulations concerning savings and loan products. Roberta has worked in banking since 1994 and with Monadnock Community Bank for more than a decade.

Wendy Banford has been appointed Loan Operations Supervisor. She has been in the banking field since 1989, working in various capacities, including front line, back office, mortgage processor, indirect lending and commercial lending.

Scott Breedlove has been appointed IT Specialist. He previously worked at Turley Publications.

### Monadnock Community Bank

(603) 924-9379

[www.monadnockbank.com](http://www.monadnockbank.com)

**Volunteers Welcome** at the Chamber. Contact Pam at 924-7234.

**NUBANUSIT NEIGHBORHOOD & FARM**

**CSA Information**

Nubanusit Neighborhood & Farm's 2012 Community Supported Agriculture (CSA) has nearly reached 40 subscribers while still in the depths of winter. Todd Horner will be return-



ing for his third season with expanded fields and plans off Steele Road in West Peterborough. Look for more events and community outreach, including an expansion of support for the River Center's Farm to Table program. Contact Todd if you or your business would like to make a charitable contribution to support local food for needy families in the Monadnock Region. Email Todd at [tohorner@gmail.com](mailto:tohorner@gmail.com), email Nubanusit at [www.peterboroughcohousing.org](http://www.peterboroughcohousing.org).

**Nubanusit Neighborhood & Farm**  
 (603) 924-7491  
[www.peterboroughcohousing.org](http://www.peterboroughcohousing.org)

**HALVORSON NEW MEDIA**

**Time to take a look at mobile marketing?**

*By Christine Halvorson*

The people have spoken. They're loving their SmartPhones. If you're a small business owner, you need to at least consider marketing your business on the mobile web. Your customers are finding it easy to do business on-the-go with a push of a few buttons in the palm of their hands. According to the Pew Internet & American Life Project, 35 percent of all adults now own Smart-Phones.

You want to reach the customer where he or she is most likely spending time, right? Increasingly, that means being visible on a mobile device.

**Mobile marketing includes such tactics as...**

- creating a website that is optimized for viewing on small screens
- accepting credit card payments from your customers from a SmartPhone
- creating downloadable "apps" specifically for your company
- location-based marketing, especially for businesses such as retail shops and restaurants
- QRC technologies that enable SmartPhone users to find you, your



products or anything you want them to find on the Internet with a simple snapshot from their phone

- Text message marketing

One of the reasons Mobile Marketing is taking off is that it works so well with social media and, well, if you're not using social media in your business, you're *soooo* 2010.

Contact Halvorson New Media if you have questions about using mobile and social marketing effectively.

**Halvorson New Media**  
 (603) 525-3391  
<http://www.HalvorsonNewMedia.com>

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[www.mapsnh.org](http://www.mapsnh.org)

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## HONEY HASTINGS, MEDIATOR

**Adult Family Mediation**

Mediation is not just for divorce or parenting disputes. It is increasingly used for adult family disputes. These disputes may be between siblings or between a parent and an adult child or children.

Issues may concern the care of an elder parent, living arrangements, family or jointly-owned assets, sharing a

household, or a long-standing family feud. Siblings may differ about whether it is safe for mom or dad to drive or to stay in the family home.

As modern medicine extends life expectancy, many

families are facing decisions about care of an elder. What is appropriate medical treatment? Is the elder able to care for personal needs and finances?

Healthcare professionals, such as the parent's primary care provider or a geriatric case manager, can supply information that helps in decision-making.

Mediation provides a safe place to come to an agreement.

The mediator guides the family members to use constructive communication and thus get around the common barriers to resolving family issues, such as lack of trust, differing views of fairness, and historic patterns.

Whether you have a long-standing family dispute or an issue that just came up, mediation is a place where you and your family can find solutions.

**Honey Hastings, Mediator**

603.654.5000

[www.FamilyMediationNH.com](http://www.FamilyMediationNH.com)

## EDWARD JONES

**Celebrates Anniversary in Peterborough, NH**

Patrick Foley, an Edward Jones financial advisor in Peterborough, NH, is proud to announce the office's 10th anniversary. Foley has been serving the investment needs of this town since 2001, and he knows the firm is providing a valuable service here.

The fact that Foley works in the same community in which he lives is unique among financial services firms, most of which do their business by phone. By establishing one-broker offices in rural and suburban communities, however, Edward Jones enables its financial advisors to establish one-on-one business relationships with its investors.

"I've enjoyed doing business the old-fashioned way - in person," Foley said, "And I am looking forward to many more years of serving the investment needs of my friends, neighbors and business associates."

Edward Jones provides financial services for individual investors in the United States and, through its affiliate, in Canada. Every aspect of the firm's business, from the types of investment options offered to the location of branch offices, is designed to cater to individual investors in the communities in which they live and work. The firm's 12,000-plus financial advisors work directly with nearly 7 million clients to understand their personal goals - from college savings to retirement - and



create long-term investment solutions that emphasize a well-balanced portfolio and a buy-and-hold strategy. Edward Jones embraces the importance of building long-term, face-to-face relationships with clients, helping them to understand and make sense of the investment options available today.

**Edward Jones**

(603) 924-8846

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

## MONADNOCK LOCALVORES

**Jeffrey P. Smith Farm Scholarship Program****Now Accepting Applications for 2012**

Does your child have interest in farms or gardening?

Would he or she like to explore these interests this summer?

The Jeffrey P. Smith Farm Scholarship endeavors to connect young people with agriculture and the natural world around them. We hope to inspire the next generation of local farmers and local food supporters, by giving regional children an opportunity, through summer camp, after school programs, or membership to NOFA NH, to experience sustainable farming practices first-hand and watch their efforts bear fruit.

To apply, please download and print out the application at: [http://www.cheshireconservation.org/sites/all/files/PDF/2012\\_Application.pdf](http://www.cheshireconservation.org/sites/all/files/PDF/2012_Application.pdf)

After completion please submit by March 1st to: 11 Industrial Park Dr, Walpole, NH 03608; or fax to 603-756-2978.

## COUNTRY BRIDALS AND FORMAL WEAR

**Industry Honors Highlight Exceptional Service**

Country Bridals and Formal Wear has received honors this past year of Premier retailer with Maggie Sottero and Sottero and Midgely Bridal Gown companies. Casablanca Bridal has awarded them with a Silver award. Jim's Formal Wear has named them a Silver Elite dealer in their line of Tuxedos. Wedding Gown Preservation Company has also granted them Silver Dealer

## HOME HEALTHCARE, HOSPICE &amp; COMMUNITY SERVICES

**February Foot Clinics**

Home Healthcare, Hospice & Community Services is offering foot care clinics to residents of all area towns. A nurse will be on hand to offer basic foot care.

February Clinics are available at HCS, 45 Main Street Suite 316, Peterborough on Tuesday, February 14 and Wednesday, February 15 between 10:00am and 2:00pm.

There is a \$20 charge for foot care services. Appointments are necessary and can be made by calling 1-800-541-4145, ext. 118 or 352-2253.

**Home Healthcare, Hospice & Community Services**

(603) 532-8353

[www.hcsservices.org](http://www.hcsservices.org)

Status. These awards are granted for exceptional customer service and sales throughout the year.

Experience all that Country Bridals and Formal Wear offers at their 10<sup>th</sup> Annual Bridal Fair, Sunday February 19, voted #1 Retail Event for NH Main Streets. Admission is free. See the enclosed flyer for complete details.

**Country Bridals and Formal Wear**  
(603) 532-7641  
[www.countrybridals.com](http://www.countrybridals.com)

**KLEMMER ASSOCIATES**

**Two Join NAI Hunneman Team**

NAI Hunneman is pleased to welcome veteran commercial broker

Greg Klemmer and his team to NAI Hunneman. Greg will serve as an Executive Vice President and member of the firm's management committee. In addition to Greg, Tim Brodigan, Senior Vice President at Klemmer Associates will also join NAI Hunneman. Greg and his team will be focusing their efforts on the leasing and sale of office and industrial properties in the suburban Boston markets.



Greg Klemmer



Tim Brodigan

**Klemmer Associates**  
(617) 501-5970  
[www.klemmerassoc.com](http://www.klemmerassoc.com)

**LITTLE RIVER BED & BREAKFAST**

**Celebrating Five Years**

Innkeepers Paula and Rob Fox are pleased to announce that Little River Bed & Breakfast is celebrating its 5-year anniversary in February. Located along the Nubanusit River on Union Street just one mile from downtown, Little River Bed & Breakfast has four individually decorated guest rooms. Each room features an attached private bath, gas stove fireplace and/or river views, satellite TV, and wireless internet. A delicious full, healthy and homemade breakfast is served each morning. Flexible breakfast times, free wi-fi throughout the property, and a business rate (Sun - Thurs, single occupancy) are particularly attractive to business travelers.

"Our first guests were a couple from Maine coming to Peterborough to look at property in the area. We were still working on the final touches of our renovations and might have otherwise declined the reservation because we didn't feel like we were quite ready yet, but they had been in contact with us for weeks and they really seemed understanding of our situation. We were so nervous. We were still putting up the window treatments in their room when they arrived. But they rang our doorbell and congratulated us on our opening and after that, we were all at ease. It

took us three more months to finish all of the other rooms, and by May we were fully open."

"One of the best parts of our job is getting to know our guests. In our first five years, we've met people from all over the world and from all walks of



life. It is wonderful! Guests travel for so many different reasons - visiting family or friends, business in the area, hiking, art events, contra dancing, attending the Peterborough Players, school events, etc."

To celebrate, Paula and Rob are offering 5% off the B&B's regular rate for the months of February, March and April. In addition, guests staying two or more nights can add a special dessert package, featuring two mini-carrot cakes, for \$5.

**Little River Bed Breakfast**  
603-924-3280  
[www.LittleRiverBB.com](http://www.LittleRiverBB.com)

**ACTORS' CIRCLE THEATRE**

**Announces 2012 Shakespeare Offering**

Actors' Circle Theatre's Board has voted on all proposals received by the December 30, 2011 deadline and hereby announces: OUR 2012 SHAKESPEARE IN THE PARK OFFERING

WILL BE... (insert drumroll!)... *THE TEMPEST*, directed by Chris McCartie!

Says McCartie, "I'm thrilled to return to Depot Square Park and bring our communities another great play by the Bard."



*The Tempest* celebrates the fifth anniversary of Shakespeare in the Park and will be held, as always, in Depot Square Park, Peterborough, on August 4, 5, 11, & 12, 2012, 5PM all shows. Stay tuned for further details regarding audition dates, etc. and follow us on facebook: <http://www.facebook.com/pages/Actors-Circle-Theatre/60285491368>

**Actors' Circle Theatre**  
(603) 924-3876  
[www.actorscircletheatre.org](http://www.actorscircletheatre.org)

**New England Winters Can Be A Real Worry!**

The Scott-Farrar Home offers **short-term winter stays** for elders who want a safe, warm, and comfortable home away from home during the harsh winter months.



Call us at 924.3691 for details.

11 Elm Street, Peterborough, NH 03458 • [www.scott-farrar.com](http://www.scott-farrar.com)

## BUDGET BLINDS

## Provides Exclusive Window Covering Solution for Keene Chrysler-Dodge-Jeep

**B**udget Blinds, the largest and fastest growing window covering company of its kind in the United States, has teamed up with Keene Chrysler-Dodge-Jeep to provide their newly renovated showroom with window coverings to enhance the experience for both customers and staff. This recent renovation provided the opportunity to address

**Budget Blinds** supplied solar shades with a 90% deflection rate, or 10% openness to allow visibility but reduce the unwanted excess solar gain as well as reduce problematic glare.

As noted by company President Mike Korpi, "with that much glass exposure, the solar gain that will build up in the coming summer months could make the workspace unbearable and waste energy, as well make it uncomfortable for customers and team members. We invited Larry and Budget Blinds to bid on the project, as they are a local company and provide excellent service. I was impressed by their promptness and the way they handled the entire project from presenting alternative materials on site, right through to installation. We also purchased wood blinds for our business manager's office, further enhancing the décor of our showroom."

Budget Blinds of Keene proudly serves Southwest New Hampshire, the Upper Valley, southern and central Vermont, offering extensive collections and full service in window coverings.

### Budget Blinds

144 Rt 12A, Surry, NH  
(603) 354-7801

[www.budgetblinds/Keene](http://www.budgetblinds/Keene)

## New Member

### Referral Bonus:

Refer a New Member and you each receive a \$25 credit.  
(Limit 3 Bonuses Annually)

## January Chamber Breakfast at Monadnock Country Club



### SOUHEGAN VALLEY CHAMBER OF COMMERCE

## Build Your Business: New Workshop Series for Today's Professionals

**N**eed a little help in developing a sales/marketing plan? Would some instruction about networking your handhelds make life smoother? Who can simplify recent tax code changes or Quickbooks shortcuts? These topics and more are included in a new series of workshops designed for today's professional business people kicking off on February 8<sup>th</sup> presented by Souhegan Valley Chamber of Commerce, and sponsor, Centrix Bank.

Kevin Hallenbeck, Sandler Training will offer the first workshop. In 1994 Hallenbeck started BestSalesPeople.com, a franchisee of the Sandler Training. Since then Kevin has worked with thousands of salespeople and their organizations throughout the world to increase their effectiveness.

Sandler Training is a world leader in innovative sales, leadership and management training designed to cre-

ate lasting "performance improvement" rather than the motivational "quick fix" typical of many seminar-based training efforts.

Clients include Fluent (ANSYS), Markem, First Colebrook Bank, Nationwide Insurance, Northwestern Mutual, Mass Mutual, Infantine Insurance, Concord Group Mutual Insurance, Pella Windows, Loving

Volvo, Velcro, Energy North, and many others.

The February 8 workshop is scheduled for 7:15 to 9:00 am at the SV Chamber offices at 69 Route 101A, Amherst. Greater Peterborough Chamber of Commerce members are invited to attend at the member rate of only \$25. Pre-registration is required by contacting the Chamber at 673-4360 or online [www.souhegan.net](http://www.souhegan.net). For additional information contact May Balsama, Executive Director: [may@souhegan.net](mailto:may@souhegan.net)



# January Business After Hours at Peterborough Historical Society



**YOUR CHAMBER**

**OFFICERS & DIRECTORS**

Chair: Judy Tomlinson, Associate Member  
 Vice-Chair: Mandy Sliver, Monadnock Ledger-Transcript  
 Treasurer: Carol Romeril, Romeril Tax & Accounting LLC  
 Secretary: Gordon Peery, Our Town Landscaping, Inc.  
 Executive Director: Jack Burnett

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 David Orgaz, The Masiello Group/Better Homes & Gardens R.E.  
 Karen Peterson, Monadnock Developmental Services  
 Richard Scheinblum, MCH  
 George Sterling, Sterling Business Coaching  
 Frances Whitaker, Associate Member  
 Kerri Wiederspahn, Sharon Arts Center

**COMMITTEE CHAIRS**

Ambassadors: Pamela Gleeson  
 Building & Grounds: David Orgaz  
 Education: Karen Peterson  
 Greenerborough: Gordon Peery  
 Golf: Ed Despres, Bruce Smith  
 Governance: Judy Tomlinson  
 Membership: Mary Lou O'Neil

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Pam Lorimer, Operations Manager  
 Annette Gagnon, Member Services Specialist  
 Shirley Sherk, Summer Specialist

**VOLUNTEERS**

Allan Goohs, Gordon Peery, Bruce Smith

**CHAMBER NEWSLINE Production**

Jill Shaffer Hammond

This newsletter is printed on 100% recycled/recyclable paper.

**Chamber NewsLine:** To advertise or place an insert, please call 924- 7234. News item deadline (no more than 200 words, paragraph form, not graphics or poster): third Thursday. Insert delivery deadline: third Wednesday.

The Greater Peterborough Chamber of Commerce has no affiliation or alliance with the U.S. Chamber of Commerce.

**PHONE: 603-924-7234**

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**EMAIL: [info@peterboroughchamber.com](mailto:info@peterboroughchamber.com)**

**WEB SITE: [www.peterboroughchamber.com](http://www.peterboroughchamber.com)**

**FEBRUARY 2012**

SUN	MON	TUES	WED	THURS	FRI	SAT
			1 Monthly Breakfast, MCC, 7:30-9am	2 Greenerborough Mtg., Chamber, 6pm	3	4
5	6	7	8	9	10 Business Support Committee, MCH, 7:30-9am	11
12	13	14	15	16 BAH, Peteridge, 5:30-7pm	17 Newsletter Deadline, Noon	18
19	20 Business Coaching, Chamber, call to schedule	21	22	23	24 Lunch & Learn, People's United Bank, Noon-1:30pm	25
26	27	28	29			

**MARCH 2012**

SUN	MON	TUES	WED	THURS	FRI	SAT
				1	2	3
4	5	6	7 Monthly Breakfast, MCC, 7:30-9am	8	9	10

For more information on local happenings, go to <http://chamberinfo.peterboroughchamber.com/events/>

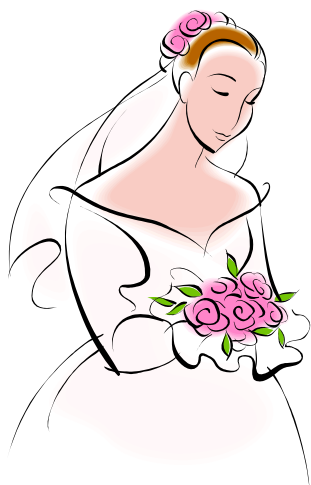


**Greater Peterborough Chamber of Commerce**

10 Wilton Road  
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# Country Bridals & Formal Wear 10th Annual Bridal Fair



*Free admission, Door Prizes include a  
Maggie Sottero Bridal Gown, and more!  
Continual Live Fashion Show,  
50 plus wedding Professionals to assist you,  
and Much More!!!!*

***Sunday, February 19, 2012  
11:30AM – 3:00 PM***

***Hidden Hills Banquet Facility  
18 Lisa Drive, off Route 202 Rindge NH 03461  
( 1 mile south of routes 119/202 )***

***Voted #1 Retail Event for NH Main Streets!!!!***

***Any questions, please contact us:  
17 Main Street, Jaffrey, NH 03452 • 603-532-7641  
[www.countrybridals.com](http://www.countrybridals.com)***

***visit us at [www.facebook.com/Countrybridal](http://www.facebook.com/Countrybridal) for updates.***