

Soundings

THE VOICE OF THE BUSINESS COMMUNITY IN CASCO, GRAY, LIMERICK, LIMINGTON, NAPLES, NEW GLOUCESTER, RAYMOND, SEBAGO, STANDISH & WINDHAM, MAINE



Happy Holidays!



It is impossible for anyone to begin to learn that which he thinks he already knows.

-- Epictetus
(55 AD - 135 AD)

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for the members of



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Enjoying December Business Break at Spring Meadows with co-host Evergreen Credit Union. L to R: Nicole LaJoie and Heather Smith, Cheryle Nielsen-Pesce and Ruth York, Sheri Huff, Dwayne Harris and Tim Mason, Barb Gardner, Thomas Hartwell and Lynda Botty, Tom Bartell and Mitch Woodbrey, Bud Miniott and Connie Ramsay, Dale and Eileen Doughty, Mary Jane Vermette and Melissa Connell, Marie Prescott and Melissa O'Brien.

More photos inside...

Business Breaks

Always 5:30-7:30 PM. Bring a friend and network with your peers. Enter your business card in drawings. Have a great time! FMI call 892-8265.

January 18 , 2012

Rustler's Steak House
Host: Pedro Rojas
Location: Windham

February 16, 2012

Sawyer, Sawyer & Minott
Hosts: Larry Sawyer,
Bud Minott
Location: Windham

March, 2012

Peoples United Bank
Host: Darryl Wright
Location: Windham

April 18, 2012

Riding To The Top
Host: Sarah Bronson
Location: Windham

May, 2012

Norway Savings Bank
Host: Mary Metcalf
Location: Standish

June, 2012

Saco Bay Physical Therapy
Host: Jane Shaw
Location: Standish

July, 2012

Naples Golf Club
Hosts: Bob Caron, Jr & Sr
w/ New England Electric,
Location: Naples

August , 2012

Maine State Society for
Protection of Animals
Host: Meris Bickford
Location: So. Windham

September, 2012

Cross Insurance
Host: Laurie Noel
Location: Windham

October, 2012

AMCOMM Wireless
Host: Cinnamon Murray
Location: Windham

November, 2012

Gorham Savings Bank
Host: Dan Hancock
Location: Windham

2 Soundings

President's Report

Final Reflections

Well, it's hard to believe, but my year has passed and this is my last newsletter. I've enjoyed my time as President and have learned a lot along the way. I would like to take this opportunity to thank all of you who have served on committees, the Board, or volunteered to help at an event. I would also like to thank all of our sponsors without whom most of our fundraising events could not happen. A parting thanks to Karen Thompson and Chris Hamilton who are retiring from the Chinese Auction after 10 years.

Last, but certainly most, I want to thank my staff; Barbara and Sue for all of the hard work they do.

The year has been a good one with some new fundraisers and some others on the horizon. Our old standbys did well and we have been able to meet our budget. A new event this year, although not a fundraiser, was a huge success. Season's Greetings Saturday was the biggest event ever attempted by the Chamber and was very well received. I wish I could take credit, but was mostly a spectator. Dan Hancock, Julie Arsenault and the rest of the retail committee deserve some hearty praise for pulling this off.

In addition to my regular duties, I started out with a couple of goals. I wanted to start a junior chapter of the Chamber and am pleased to report that we have an active group that I believe will grow stronger over time. My other goal was to start an endowment fund and after putting a couple more pieces in place will have that going as well.

I thank you for the opportunity to do this and wish my successor; Cheryl Nielson- Pesce all the best.

Allan Phinney
President

December, 2012

Available!
Book at 892-8265;
Large space needed for Bid
of Christmas Silent Auction.



Allan Phinney

Executive Director's Report



Barbara Clark

Mid-December and what has happened to winter? Having a snowstorm in October, and a “taste of winter” before Thanksgiving were true signs of seasonal change in our Region. Then.... record setting warm temps the past few weeks have made us wonder what is coming next!

In this issue we will review our Regional events, and all of the Chamber's successful fall programs that have come and gone, and the plans for our Winter season which are well underway.

Winter travelers look forward to all the amenities we have to share in our region. Consistent cold and snow is what we need for ice fishing, snowmobiling, downhill and cross country skiing. Winter activities reach their peak with the annual Ice Fishing Derby and Naples Winter Carnival, both in February.

On January 11th, 2012, the Chamber Annual Meeting will be held at Gilbert's Chowder House II in Windham. Annual Awards will be distributed and newly elected Officers and Board members will be presented to the membership as a new year begins.

This year's accomplishments are many, as outgoing President Allan Phinney will report to the membership, and new ideas will be shared as Incoming President Cheryle Nielsen-Pesce will outline in her report.

Chamber membership continues to grow as we network and reach out to many entrepreneurial businesses that start-up annually, and to established businesses that relocate to our Region.

We have a diverse membership in the service, retail and tourism sectors. Through our affiliation with the Maine Tourism Association, we are accessible across the country and across national borders to those who travel here on business, vacation, or with plans to relocate to the beautiful state of Maine. All bring valuable resources and funds that support our local business communities.

We always seek your input on marketing your business through our Facebook page, brochures, business cards, event announcements, direct website linking

through our Featured Member web front page, Enhanced web listings, and sponsorships at all levels.

Thank you for your dedication and support of our 2011 Chamber business and community programs. We look forward to working with you in 2012.

Happy Holidays!

Sebago Lakes Region Chamber of Commerce **BUSINESS PROFILES**

Selected by drawings at recent Business Breaks



The Hartwell Farm near the southern tip of Sebago Lake is a diverse working farm, owned by Karl and Jo Hartwell with their son, Ben and his wife, Jenn. It covers 250+ acres in Gorham.

The farm year begins in late February when 200+ taps are put into the sugar maples. The sugar house is opened up and when the sap starts running the trees actually



become pressurized and release sap through the taps into tubing or buckets.

Evenings are spent boiling the sap down to become syrup. It is labor-intensive work but one taste and you'll know why we do it!

Spring is planting time, repairing fences and getting machinery ready for haying. Calving season begins in late spring. Ben raises grass-fed beef and markets it under the Sebago Lake Ranch label. He has a degree in



Dairy Nutrition from Cornell University. He applies his knowledge to growing a superior cut of beef that tastes wonderful and is healthier for consumers. The cattle graze through 3 pastures of lush grass divided into smaller paddocks that can be consumed in 2-3 days from late spring to fall. In late fall, their diet includes grass silage and dry hay. They are never ever fed grain or antibiotics; only a diet that is natural to them.

With summer comes haying. The work day is long with 100 acres to be harvested for silage and hay.

When the strawberries are ready, Jo opens her farm stand.

There are always fresh vegetables and corn and later, pumpkins and winter squash. Jo also has a small herd of high-end genetic holsteins under the name of Sebago Holsteins. The cows produce embryos that can be sold and/or implanted into recipient cows to produce very desirable calves.

Fall finds us busy getting ready for winter. Animals are put in their winter homes, wood is cut and split for our homes and the sugar house. Machinery is put away and snow removal equipment is readied. Winter finds the farm hunkered down. The animals are cared for, the wood fires are kept going and more time is spent with family.



Special events at the farm: Christmas in the Barn, December 18 at 1pm. Farm animals are the backdrop for a live Christmas Pageant with a chance for everyone to sing Christmas carols.

Maine Maple Sunday, March 26, 9am - 4pm. The Sugarhouse is open and we offer a blueberry pancake breakfast until noon, then we switch to grass-fed beef burgers for lunch. We hope you can join us!

Sebago Lakes Region Chamber of Commerce
BUSINESS PROFILES

Selected by drawings at recent Business Breaks

Law Offices of Sawyer, Sawyer & Minott, P.A.
engaged in the General Practice of Law

Real Estate • Estate Planning, Wills & Probate • Personal Injury
Divorce & Family Law • Corporations & Small Businesses
Litigation and other Legal Matters

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Established more than 19 years ago, the law firm of Sawyer, Sawyer & Minott, P.A. serves a state-wide clientele through its offices located in Windham and Gorham. While a small firm, its attorneys and staff bring years of varied experience and are dedicated to providing the highest quality service to its clients. Additional information can be found on their web-site www.sawyersminott.com.

Lawrence R. Sawyer (“Larry”): A graduate of the University of Maine School of Law in 1979, Larry is a general practitioner and focuses in the areas of personal injury, civil litigation, landlord/tenant law, bankruptcy, divorce, business law, probate and estate planning. Attorney Sawyer is also a Certified Mediator, Dedimus Justice and Justice of the Peace.

Laurence P. Minott, Jr. (“Bud”): A former Coast Guard Senior Investigating Officer, Bud received his law degree at Suffolk University, Boston, Massachusetts in 1986. While primarily focusing his practice in real estate, business law, probate and estate planning, Bud is also a Certified Mediator and a licensed Associate Real Estate Broker.

John W. Sawyer: John, also a graduate of the University of Maine School of Law (1983), works from the Gorham offices of Sawyer, Sawyer & Minott, and is a general practitioner of law with a focus on real estate, family law and divorce, probate and estate planning matters.

Dawn D. Dyer: First joining the firm as a Paralegal in 2004, Dawn received her law degree from New England Law School and is licensed to practice law both in the State of Maine and in the Commonwealth of Massachusetts. In addition to the general practice of law, she focuses in the areas of criminal law, family law and divorce, personal injury and commercial real estate. She is a participating attorney with the Volunteer Lawyers’ Project and a Maine rostered Guardian Ad Litem.

Out & About at Chamber Events



Wanda Pollard, Iva Carroll, Karen Thompson



Lori Wing with Nick Albano, Albano Recycling



Becky Gerrish, Catherine Andrews & Casey Farnum of AMCOMM Wireless

September Business Break at Cross Insurance with co-host Windham Adult Education.



October Ribbon-cutting at Monty's of Maine, Windham's newest drive-thru homemade breakfast & lunch spot on Rt. 302. The Chamber of Commerce welcomes owner Diane Monty and wishes her much success in the new year!



October Business Break at The Little Meetinghouse with co-host Busy Bee Laundromat.

November Business Break at Gowen, Turgeon & Luetje with co-host Custom Computers.



NEWS *views*

Changes at Gowen, Turgeon & Luetje, P.A.

The partners and staff at **Gowen, Turgeon & Luetje** are pleased to announce that **Mary Sawyer, CPA** has become a partner. Mary joined the firm in 2005. She has made important contributions to our firm on many levels, and has developed a well-deserved reputation for providing excellent service to her clients. Dave is happy to have her as his partner.

They would also like to announce that **Sandra Baur, EA** will be starting with GTL as a staff accountant and tax preparer in January. Sandy owned and operated Baur & Associates for over 11 years, providing tax preparation services for individuals and businesses, along with tax planning and bookkeeping. She earned her enrolled agent certificate in 2009. Sandy lives in Windham with her husband and three children.

IRS Warns of E-Mail Scams & Phony Emails: The IRS doesn't contact taxpayers by email to alert them of a pending tax refund, inform them they are eligible for a tax refund, initiate taxpayer communications, nor does the IRS ask for detailed personal and financial information like social security numbers, PIN numbers, passwords, bank or credit card account numbers, date of birth or mother's maiden name. Taxpayers receiving such messages should not release any personal information. Furthermore, they should not reply to the email, open any attachments, or click on any links to avoid malicious code that can infect their computers. More information on reporting scams and what to do if you've been victimized is available at www.irs.gov, keyword "phishing." News Release IR-2011-113.

Member Check List

Please provide to the Chamber:

- ✓ Business cards, rack cards, brochures, menus
- ✓ Any changes to your contact information
- ✓ Any Member-to-Member discount you offer
- ✓ News, events, specials to share with your peers
- ✓ Please post your membership decal at your business and include our logo on your website.

Thanks!

Welcome, New Members!

Albano Recycling & Waste Services

Nick Albano, P.O. Box 8473, Portland 761-8301
www.albanorecycling.com

America's Best HOD, LLC

Ursula Gates, 112 W. Gray Road, Gray 603-219-4756

Patrick Corey

Patrick Corey, 353 River Road, Windham 892-6164

Tri-County Mental Health Services

Tina Pelletier-Clark, P.O. Box 2088, Lewiston 783-9141
www.tcmhs.org

Administrative Changes at Willowbrook

The Director of **Willowbrook Museum Village** in Newfield, **Amelia Chamberlain**, has resigned her 8-year post due to her husband's health. She will be moving to Oklahoma in January to become Director of Har-Ber Village.

The Board has commenced a search for a new Director. **Greg Cuffey** will serve as Interim Director. He is President of the Newfield and Gorham historical societies and Trustee and active volunteer at Skyline Farm Museum. Greg will be assisted by other members of the staff to ensure continuity and give Willowbrook's 2012 season a smooth start. Willowbrook has been a member of the Chamber for six years.

Time4Printing and Sunrise Printing Merge

Kelly Mank announces that Time4Printing and Sunrise Printing have merged and moved to 646 Roosevelt Trail in Windham.

The move creates new opportunities for the combined businesses to better serve their customers with larger production facilities and expanded services like vehicle wraps and lettering and more efficient garment printing. Their business phone is 894-5600.

SEASONS GREETINGS SATURDAY SUCCESS

With the holiday shopping season just around the corner, the Sebago Lakes Region Chamber of Commerce hosted Season's Greetings Saturday, a large one day sale in North Windham, on November 26th. "This is an important time of year for small businesses, particularly retailers," said Chamber Executive Director Barbara Clark. "This event gave us an opportunity to promote local businesses, and our region, during the holidays. It is really the kickoff for a large scale shop local campaign that we have been planning over the last year."

"In the past, Seasons Greetings Saturday has been a community event where local businesses and residents have celebrated the holidays together with a tree lighting and caroling. This year, we wanted to expand on that and turn in it into a real retail celebration with entertainment, special events, promotional opportunities for businesses, and savings for local shoppers," explained Retail Committee Chairperson Dan Hancock, from Gorham Savings Bank. "To that end, it was a great success."



Over 500 shoppers participated in events which included a Shopping Expo, with nearly 40 vendors at the Windham Mall, 2 for 1 tickets for children at a 10 AM movie showing at Windham 5 Star Cinema and Spark's Ark wildlife presentation at the Mall.

Other activities included Cookie Decorating, Make Your Own Gingerbread House, Skee-ball, and Ducking for Goldfish at Sebago Plaza, and a Relaxation Station with caroling at the North Windham Shopping Plaza. All event stations served hot chocolate and snacks for an extra treat for busy holiday shoppers.

A grand Tree Lighting Ceremony was held at Sebago Lake Automotive as dusk approached. The band *Overboard* performed, followed by the Windham Chamber Singers. Santa arrived by fire truck to light the tree and pose for pictures with children. In addition, a raffle drawing was held to benefit *Neighbors Helping Neighbors*. Prizes included an opportunity to win a car in the Sebago Shootout, and 100 gallons of heating oil. Refreshments and soup were donated by Stone Dog Café to warm the 300 families and individuals who participated.



Tom Bartell, Executive Director of the Windham Economic Development Corporation, said, "These holiday events are part of an ongoing effort to help connect our businesses with consumers. I am excited by the fact that the Town and local business groups are working together to provide marketing opportunities for area merchants, and create a destination shopping environment that all consumers can enjoy."



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Part of the Western Maine
 Lakes & Mountains Tourism Council
 www.westernmaine.org

CALENDAR

January	5 SLRCC Board of Directors Monthly Meeting at Thatcher's 7:30-9 AM	11 Chamber Annual Meeting Gilberts Chowder House II, Windham 5:30-8:00 PM w/dinner \$25/person	18 Business Break hosted by Rustler's Steakhouse Windham 5:30 - 7:30 PM
February	2 SLRCC Board of Directors Monthly Meeting at Thatcher's 7:30-9 AM	16 Business Break hosted by Sawyer, Sawyer, Minott Storm Dr, Business Park Windham, 5:30 - 7:30 PM	18-19 Sebago Lake Ice Fishing Derby; weigh stations open 7AM - 5PM each day. Polar Dip @ noon Sat. Kids Fishing Derby at Range Pond, Poland, 8 AM - Noon. Free equipment for 500 kids!
March	1 SLRCC Board of Directors Monthly Meeting at Thatcher's 7:30-9 AM	3-4 Statewide Ice Fishing Derby. Weigh stations open 7AM - 5PM each day. Over 20 stations statewide.	

UPCOMING EVENTS:

Celebrity Chef Cook-off
 March - Date TBA

Chamber Yard Sale at Cross
 Insurance Parking Lot
 Sat, APRIL 28

Annual Chamber
 Golf Tournament
 Fri, JUNE 8

Women In Maine Business
 (WOMB Forum)
 May - Date TBA

Watch our Web Calendar for many more event
 listings and Business Break dates submitted by
 our members.

www.Sebagolakeschamber.com/calendar