



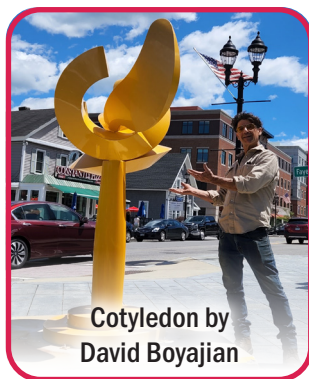
CONNECT → GROW → IMPACT

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Our Creative Concord committee is seeking sculptures

It's time for our sixth annual outdoor sculpture exhibit! Artists are invited to submit work that will be displayed in downtown Concord and beyond, June 2023—May 2024. Learn more and submit artwork at concordnhchamber.com/arts. Sculptors will receive a \$500 stipend, and may sell their artwork.



Cotyledon by
David Boyajian

Concord's favorite trade show returns April 13

On Thursday April 13, companies from across the Greater Concord region will showcase their products and services at Business Showcase. This annual trade show, hosted by the Chamber and presented by Merrimack County Savings Bank and Unitil, brings together nearly 300 professionals in a lively, fun atmosphere that's ideal for networking with new clients, meeting up with old friends, and connecting with new hires.

"Business Showcase has been a Chamber tradition for 32 years," said Greater Concord Chamber of Commerce President, Tim Sink. "As one of the largest Chambers in the state, we're proud to draw businesses from so many unique industries, but keep the friendly atmosphere that our exhibitors love." The Chamber anticipates more than 75 exhibitors will participate, and so far have booths reserved from companies offering IT services, skincare products, event and meeting rental spaces, video production, mental health services, and much more.

"As a locally owned business, I find the Greater Concord Chamber of Commerce to be a professional and effective way to connect with our community," said Kathi Russ of Epic Travel LLC, who exhibited in 2022. "The Chamber Showcase was a good investment for me, as the exposure was excellent, it was a well-organized event and worthwhile. I engaged many new clients and appreciated the opportunity provided by the hard-working staff of the Chamber. If you are considering participating in the Showcase



Numerous Hospitality Sponsors serve delicious food samples at Business Showcase.

in 2023, I would highly recommend this event," continued Russ.

Business Showcase exhibitors can anticipate meeting hundreds of attendees at the event. Media sponsors Binnie Media, Concord Monitor, and New Hampshire Business Review will provide high-profile advertising, with additional radio spots provided by WKXL. New this year, exhibitors will receive a marketing packet to draw more attendees to their booth, with eye-catching graphics and text to post on social media with the #ConcordBusinessShowcase hashtag. (Continued on page 3)

Seeking award-worthy businesses, leader and nonprofit

Each year, the Chamber recognizes a business, small business, nonprofit and business leader at our Pinnacle Awards event. This luncheon serves as an important way to thank those who go above and beyond to support our community. Do you know someone who may qualify in these categories?

Last year, The Hotel Concord was recognized as Small Business of the Year for its stellar service and community impact. Bangor Savings Bank was celebrated as Business of the Year for its impressive volunteer efforts and generosity to local nonprofits. (Continued on page 4)



275 area professionals attended the 2022 Business Showcase trade show.

Connect with your Chamber community at events

WELCOME new members!

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diana@sansagemedicalaesthetics.com
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The Rule of Law and the Importance of Impartial Courts

Tuesday, March 7 from 4-5:30pm
Merrimack Superior Court, 5 Court Street, Concord
Complimentary event

Join the New Hampshire Bar Foundation and Greater Concord Chamber of Commerce in recognizing New Hampshire's National Judicial Outreach Week. This is a great opportunity to learn more about the judicial process, ask questions, and meet our guest speakers. The event includes a panel discussion with John C. Kissinger, Jr., Associate Justice, New Hampshire Superior Court, and Catherine Flinchbaugh, Director of Legal Services, New Hampshire Public Defender (NHPD). Learn more and register at my.concordnhchamber.com/event-calendar.



Business After Hours at Northwoods Brewing Co. and Johnsons Seafood and Steak

Tuesday, March 14 from 5:30-7 p.m.
1334 1st NH Turnpike, Northwood, NH 03261, tasting room
\$7 members in advance / \$10 members at the door

Join the Chamber for a fun networking event with Northwoods Brewery and WIN Waste Innovations! Explore the family owned and operated brewery, with 12 regularly rotating taps, handcrafted sourdough pizza, and a variety of in-house desserts, including the famous crullers. Northwoods Brewing Company was born from an appreciation for craft beer, the great outdoors, and community. WIN Waste Innovations will share information about their curb-to-grid process, which transforms nearly all collected waste into renewable power. Enjoy networking with fellow Chamber members, expand your professional network, and be entered to win our door prize drawings! Learn more and register at my.concordnhchamber.com/event-calendar.



NORTHWOODS
BREWING COMPANY



Monthly Forum: State of the State

Tuesday, March 21 from 11:30 a.m. to 1 p.m.
Grappone Conference Center,
70 Constitution Avenue, Concord
\$35 members / \$45 public

Attend our annual State of the State luncheon forum with Governor Chris Sununu, generously sponsored by Lincoln Financial Group. Sununu will update members and guests on initiatives and issues impacting the Granite State in 2023. The Governor will also discuss what economic challenges and opportunities are priorities for the state, especially as they relate to the business community. This event includes a Q&A session with the Governor. Learn more and register online by Monday, March 13 at my.concordnhchamber.com/event-calendar.

Meet Your Chamber Breakfast

Wednesday, March 29 from 8-9 a.m.
Greater Concord Chamber of Commerce,
49 South Main Street, Concord
Complimentary event

Join us at this orientation for new and existing members. This is a great opportunity for you or your colleagues to learn about Chamber benefits and meet area professionals, while enjoying coffee and a light breakfast. Email Gabe at membership@concordnhchamber.com or call (603) 224-2508 to learn more and sign up, or visit my.concordnhchamber.com/event-calendar. Space is limited.

Croissants and Crossover

Friday, March 31 from 8-9 a.m.
Holiday Inn, 172 North Main Street, Concord
\$35 members / \$49 public

Join the Business & Industry Association of NH (BIA) for their popular annual legislative halftime show. Croissants and Crossover features a distinguished panel of New Hampshire's finest political observers and reporters. Political intrigue, hidden agendas, outrageous controversies, key wins and painful losses from the first half of the 2023 session are all fair game for discussion. Greater Concord Chamber of Commerce members will get BIA pricing for this event. See discount instructions and sign up at my.concordnhchamber.com/event-calendar.



BUSINESS & INDUSTRY ASSOCIATION
New Hampshire's Statewide
Chamber of Commerce



Concord Young Professionals Network (CYPN) at Breezeline

Wednesday, March 15 5:30-7p.m.
41 North Main Street, Concord
Complimentary event

Come see Breezeline's new location on Main Street while networking with other YPs! Breezeline is one of the nation's largest cable and internet operators. Enjoy delicious food, drinks, and meet new friends from your CYPN community. Attendance is complimentary, but registration in advance is appreciated. Learn more and register online at my.concordnhchamber.com/event-calendar.

Leadership Greater Concord (LGC)

Richard G. Warner Scholarship Breakfast & Auction

Friday, March 31 from 8-9:15 a.m.
Concord Hospital, Robert Boucher Conference Room,
250 Pleasant Street, Concord
\$30 for members and the public

Leadership Greater Concord (LGC) invites you to enjoy a delicious breakfast and support the LGC Scholarship Fund, which provides tuition support to program participants. LGC alum Joe Kasper and current Event Chair Tori Berube will call a live auction with fabulous items. Keynote speaker James T. McKim, Jr., PMP, ITIL, Managing Partner of Organizational Ignition, LLC. and author of *The Diversity Factor: Igniting Superior Organizational Performance* will speak about inclusive leadership. Learn more and register at my.concordnhchamber.com/event-calendar. Special thanks to Concord Hospital.



James T. McKim, Jr.

Participate in the Chamber's prestigious leadership program

Leadership Greater Concord (LGC) is an immersive program for area professionals who are interested in becoming more involved in the Capital Region community. The 10-month program includes thought-provoking session days on a wide variety of topics. LGC is generously sponsored by Bangor Savings Bank and Unitil. Learn more and apply at concordnhchamber.com/lead.

Bangor
Savings Bank



Concord's favorite trade show returns April 13

(Continued from page 1) As always, Business Showcase will offer exciting door prizes, event announcements from DJ Nazy, and mouthwatering food samples from generous Hospitality Sponsors. In 2022, attendees savored delicious appetizers and treats from seven local restaurants and shops. The event door prizes are always a big hit—with a few high-value products getting extra attention. Attendees love the festive atmosphere, whether they stay for the full event, or pop in for a quick visit.

All are invited to enjoy the fun at the Chamber's biggest networking event of the year! Business Showcase takes place on Thursday, April 13 from 3-6 p.m. at the Grappone Conference Center in Concord. Tickets are \$10 and are available at concordnhchamber.com. Booths are available exclusively for Chamber members, and are \$275 or \$300 with electricity; contact us at (603) 224-2508 or membership@concordnhchamber.com if you are not a member yet but would like to participate in this fun event. Event sponsors include Duprey Hospitality, LLC and Taylor True Value Rental.



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THANK YOU for renewing your memberships!

A Day to Remember Bridal Boutique
AAA - Northern New England
Active Choice Healthcare
Advantage Signs
American National Insurance
Bangor Savings Bank
The Birches at Concord
Blue Seal Feeds
Brain Injury Association of NH
Brian's Machine Shop, LLC
Cantin Design LLC
CMG Mortgage, Inc.
Concord Lions Club, Inc.
Cowan & Zellers Real Estate Professionals LLC

Davidson & Stone, PLLC
Eastern Propane & Oil, Inc.
Express Jewelry LLC
Flux+Flow Professional Coaching LLC
Franklin Savings Bank
Full Circle Consulting LLC
Grey Sage Advisors
Harvey Construction Corporation
The Lawson Group
Leone, McDonnell & Roberts, PA
Life Safety Institute
Maple Row Management, LLC
DeMoulas Market Basket
McElroy Films LLC
McFarland-Johnson, Inc.
Milestone Construction, LLC
Millyard Bank
Mirador IT LLC
Modern Woodmen of America
Molloy Sound and Video Contractors
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New Hampshire Health Care Association
New Hampshire Humanities
NHSCOT

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Sugar River Bank
Summit Home Inspection, LLC
Sunnyside Maples, Inc.
TD Bank
Thorne's of Concord
Vintage Kitchens
Washington Street Café
Zero Waste & Recycling Service

Tourism blog

visitconcord-nh.com

We recently featured an article on Concord jewelry stores, shared stunning winter photos, and more.

Seeking award-worthy businesses, leader and nonprofit

(Continued from page 1) The Friendly Kitchen was honored as Nonprofit Business of the Year for its work to serve individuals and families in Concord who experience food insecurity. Jonathan Halle, Warrenstreet Architects, Inc., was named Business Leader of the Year for shaping the Concord landscape, and providing pro bono work to local nonprofits.

Pinnacle Award recipients have received their awards with moving expressions of gratitude, standing ovations from the audience, and tears of joy. We hope you'll get involved in this process and help us select the 2023 Pinnacle Award recipients by April 14. Our online form is quick and easy to fill out and can be found at concordnhchamber.com/pinnacle-awards.



2022 Small Business of the Year, The Hotel Concord

Save the date!

18th Annual Pinnacle Awards

Thursday, June 1
11:30 a.m. to
1:30 p.m.
Grappone
Conference
Center

Capital Area Student Leadership (CASL)

Congratulations to the class of 2023

Capital Area Student Leadership (CASL) is an immersive program that encourages high school sophomores to learn more about their community, and their own unique skills and strengths as leaders. Generously underwritten by Northeast Delta Dental, CASL includes three day-long sessions in March. Learn more at concordnhchamber.com/casl.

Bishop Brady High School:

Claire Jackson, Alexander King, Elisabeth Langille, Mark Pagauisan, Avery Sahr

Bow High School:

Jonathan Gancarz, Alexandria Insana, Hannah Panzino, Mackenzie Szczepanik, Bryana Szepean, Adam Valpey

The Derryfield School:

Jessica Avalon, Caroline Barrett

Concord High School:

Azra Akcan, Adarsh Bhattarai, Lila Doherty, Elza Jacobs-Zamban, Daisy LaPlante, Allyson Moore

Hopkinton Middle High School:

Noah Aframe, Florence Dapice, Michael Pantano

John Stark Regional High School:

Sadie McCallum, Evelyn Tagliaferro



Merrimack Valley High School:

Alyssa Brodeur, Hannah Butler, Gage Caswell, Abigail Ciarametaro, Addyson Kimball

Pembroke Academy:

Anna Baldoumas, Cameron Carter, Camdyn Despres, Ava Kennedy, Lily Reeves



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GCG congratulates its colleague, **Ari Pollack**



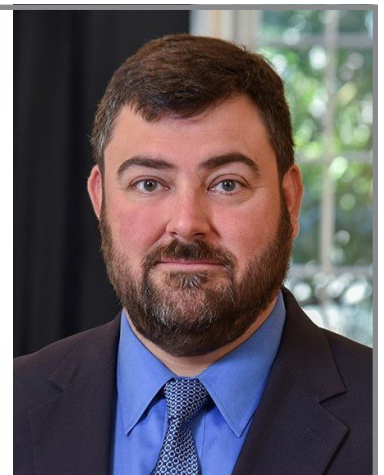
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BUSINESS FOCUS: Short on staff?

BUSINESSES ARE FINDING NEW WAYS TO FILL OPEN POSITIONS

By Terri Tedeschi, VR New Hampshire

There may be some of you who are familiar with the subject “Vocational Rehabilitation” or “Voc Rehab,” but may not fully understand the concept or its various services.

Vocational Rehabilitation (VR) is a federal and state funded program that was formed in 1920 specifically for World War I veterans who were injured during the war and needed assistance finding new jobs at home. Hence, the name “vocational” (work) “rehabilitation” (restoring someone to health or normal life) was formed, while partnering veterans with specially trained counselors to find good job matches.

VR eventually opened the eligibility requirements to any person with a documented disability. Now, VR supports a wide range of talented and able participants whose goal is to find a job match where they can grow and thrive and, most importantly, meet their employers’ needs. VR serves many age groups as well. It works with students as young as 14 and adults as old as 85. It works with many people who have acquired a disability and need to pursue a different career, or individuals who want a post-retirement job.

VR has two target populations – people with disabilities and the businesses who employ them. VR New Hampshire’s Business Engagement Unit is ready to connect employers with prescreened candidates, develop and facilitate customized job training to meet specific skill needs, and support workers to ensure they succeed and deliver for businesses.

VR services for businesses include the following — all at no cost:

- Recruitment and staffing
- Workplace accessibility assessments
- Consultation on accommodations for employees with disabilities
- Assistance with financial incentives such as the Work Opportunity Tax Credit (WOTC) and other tax benefits
- On-the-job training programs, tailored to specific skill needs
- Disability etiquette and Americans with Disabilities Act (ADA) training
- Training on disability awareness and retention of current workforce
- Guidance on assistive technology
- Development and management of internship or other work-based learning opportunities

All job candidates are prescreened, and VR New Hampshire can provide guidance on disability policies and practices, including accommodations — all at no-cost to businesses.

VR’s annual Employment Leadership Awards highlight businesses that show excellence in hiring and employing individuals with disabilities. Each year, VR awards five businesses and honors them in a celebration of disability employment in October. Here are some former award winners from the Greater Concord area:

- Five Guys
- CVS Pharmacy
- Comfort Inn
- Sanel Auto Parts
- Havenwood Heritage Heights
- Chartwell’s Dining at NHTI
- Concord Hospital
- Barley House
- McLane Distribution Center

These businesses, plus many more across the State of New Hampshire, have successfully hired, trained, retained, and promoted individuals with disabilities. Feel free to reach out to them to ask about their experiences with VR New



Hampshire and employing individuals with disabilities.

Sometimes, a business would like to hire individuals with disabilities but lack the confidence to supervise them. The Windmills Training Program, Changing the Perception of Disability, is a highly interactive disability inclusion training that empowers and equips employment professionals to understand the business community and help businesses to become more inclusive of individuals with disabilities.

If supervisors become more aware of the attitudes they have about persons with disabilities, they will be more open to changing their own behaviors. The Windmills program will promote the employment and advancement of persons with disabilities for a more supportive and equitable environment.

If you are interested in experiencing one of the Windmills Training modules, please reach out to Terri Tedeschi at terri.l.tedeschi@doe.nh.gov, or 603-271-6719.

Terri Tedeschi, VR New Hampshire Business Relations Consultant, has been working in the field of Workforce Development for underserved populations since 2001. She has a BS in Special Education and a Graduate Certificate in Job Development and Placement from George Washington University. She has lived in the Concord area for more than 25 years.



VR New Hampshire
21 South Fruit Street, Suite 20
Concord NH 03301
(603) 419-0277
terri.tedeschi@doe.nh.gov
education.nh.gov/vr

Members can submit job listings at no additional cost

Login to the member Info Hub at concordnhchamber.com, and post jobs, news, events, and coupons on our website. Call us at (603) 224-2508 if you need help creating your login.

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MEETING CALENDAR

March

LGC Steering Committee
March 1 (Wed) 8 am
Zoom

Capital Area Student Leadership Orientation
March 6 (Mon) 4:30 pm

Creative Concord Committee
March 7 (Tue) 8:30 am
Zoom

The Rule of Law
March 7 (Tue) 4-5:30pm
Merrimack Superior Court

Leadership Greater Concord Session Day
March 8 (Wed)
Health & Human Services Day

Capital Area Student Leadership Session Day
March 8 (Wed)

Executive Committee
March 8 (Wed) 8 am
Zoom

Ambassadors Meeting
March 8 (Wed) 4 pm

Chamber Connections
March 9 (Thurs) 4 pm

State Government Affairs Committee
March 14 (Tues) 8am
Zoom

Business After Hours
March 14 (Tue) 5:30pm
Northwoods Brewery

Capital Area Student Leadership Session Day
March 15 (Wed)

Concord Young Professionals Network (CYPN) Networking
March 15 (Wed) 5:30 pm
Breezeline

Board of Directors
March 16 (Thurs) 8 am
Zoom

Monthly Forum: State of the State
March 21 (Tue) 11:30am
Grappone Conference Center

Capital Area Student Leadership Session Day
March 22 (Wed)

Chamber Connections
March 23 (Thurs) 4 pm

CYPN Steering Committee
March 27 (Mon) 3pm

Meet Your Chamber
March 29 (Wed) 8-9 am

Chamber Connections
March 30 (Thurs) 4 pm

Leadership Greater Concord (LGC) Scholarship Breakfast
March 31 (Fri) 8 am

April

Creative Concord Committee
Apr. 4 (Tue) 8:30 am Zoom

LGC Steering Committee
Apr. 5 (Wed) 8 am Zoom

Ambassadors Meeting
Apr. 5 (Wed) 4 pm

State Government Affairs Committee
Apr. 11 (Tues) 8 am

Executive Committee
Apr. 12 (Wed) 8 am Zoom

Business Showcase
Apr. 13 (Thu) 3:00 pm
Grappone Conference Center

CASL Steering Committee
Apr. 14 (Fri) 8am

Leadership Greater Concord Session Day
Apr. 19 (Wed)
Education

Concord Young Professionals Network (CYPN) Networking
Apr. 19 (Wed) 5:30 pm
Colby Hill Inn

Monthly Forum: State of the City
Apr. 20 (Thurs) 7:30am
Holiday Inn

Board of Directors
Apr. 20 (Thurs) 9:00am
Holiday Inn

Chamber Connections
Apr. 20 (Thurs) 4pm

Art Gallery

See handmade paper and mixed media works by Angie Follensbee-Hall in our Visitor Center at 49 South Main Street in Concord.

Congratulations our Chamber Connections class

Learn more about this non-compete networking group and get involved at concordnhchamber.com/strengthen.

Parker Ferrell, Arcomm Communications Corp; Amy Watson, Breakthrough Pediatrics, PLLC; Samantha Robertson, Comparion Insurance Agency; Scot Wilson, Enso Counseling Group; Melissa Campbell, Freudenberg-NOK; Tim Wear, Key Performance Integrators; Felicia Saucier, Movement Mortgage, Felicia Saucier NMLS# 1806717; Kim Bock, NH Coalition of Recovery Residences; Tom Lavery, Paul A. Pouliot & Associates; Charm Emiko, Project S.T.O.R.Y.; Paul Ebbs, Quality Press; Anthony Bricchi, SafeBooks Accounting Solutions, Inc.; Rebecca Sanborn, Sanborn Diversity Training Solutions, LLC; Kristy Tobine, Starkey Realty, LLC.

Snow Policy If Concord Schools are delayed or closed as a result of inclement weather, all morning committee meetings (unless virtual) are cancelled. Staff will be in touch to reschedule.

Contact Us

(603) 224-2508

info@concordnhchamber.com

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