



Machias Bay Area Chamber of Commerce

The Bay Today

February 2008



Upcoming Events:

- 2/2 - 1pm - SSC presents the comedy *I Love You to Death* in Science 102 at UMM
- 2/5 - 4:30pm Shrove Tuesday Pancake Breakfast - Kay Parker Bldg.
- 2/9 - 1pm - SSC presents the comedy *My Cousin Vinny in Science 102* at UMM.
- 2/14 - 7:30-9am - Eggs & Issues - Topic: Healthy Heart - [Bluebird Ranch Restaurant]
- 2/16 - 1pm - SSC presents Betty Duzen as Mary Todd Lincoln in Science 102 at UMM
- 2/23 - 1pm - SSC presents the comedy *Best in Show* in Science 102 at UMM
- 2/23 - 5:00pm - 3rd Annual International Food Festival and Auction - Kilburn Commons-UMM
- 2/28 - 5-7pm - Business After Hours - Phish Net - 7 Water St., Machias
- 2/30 - 7-10am - Maine Blackfly Breeders Association 10th Annual Meeting - Kilburn Commons at UMM
- Rotary meets every Tuesday at 5:30pm at the Blue Bird Ranch Restaurant. Everyone Welcome!

3rd Annual International Dinner Festival and Auction

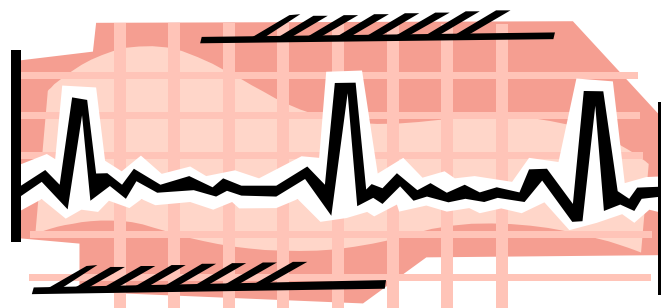
“Have a Heart” is the theme of this years International Dinner Festival and Auction presented by the Down East Health Trust. This year, the proceeds will benefit the Cardiac Department at Down East Community Hospital. Dr. Lowell Gerber, Cardiologist and his assistant, Danielle Duval, ARNP-C, are in the process of putting the new office together. Of course, equipment and staff are needed in order to provide an up-to-date, life saving team that will increase the potential for longevity of life for heart patients. To that end, the Down East Health Trust encourages the community to help with this very worthwhile endeavor.

In order for the dinner to be a success, the following needs must be met:

1. Food Needed: Main dishes in chaffing dishes serving 20/25 people; average size dishes, each serving 6/8 people; desserts, each serving 15 people; bread/roll items, each serving 6/8 people.
2. Auction items are needed for both the Live Auction and the Silent Auction. Items must be new.
3. Program Sponsorship and Advertising is needed to fill the Brochure.
4. Finally, volunteers are needed to help the night of the festival to staff the kitchen, decorating, dishwashing, servers, clean-up, registration, and for the auction.

Anyone interested in helping as a volunteer, donating food or auction items, or sponsorship and advertising, please contact Julie Hixson at 255-0422.

Hope to see you all there. Remember, the life you save may be your own!



Be Good To Your Heart!



And it Will be Good to You!

Have an upcoming event that would interest our membership? Please call, fax or email us ASAP.

Calendar Updates at www.machiaschamber.org

February 2008

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2 1pm—SSC Film-Science 102-Umm
3	4	5 Rotary 5:30pm Bluebird Rest— Comm. Mtg	6	7	8	9 1pm—SSC Film-Science 102-Umm
10	11	12 Gov's Conf. on Tourism Rotary 5:30p Blue- bird Rest.—	13	14 E & I 7:30- 9am—Lowell Gerber, MD Blue Bird Ranch Rest.	15	16 1pm-Betty Duzen as Mary Todd Lincoln- Science 102- Umm
17	18	19 Rotary 5:30p Bluebird Rest—	20	21	22	23 7pm Interna- tional Dinner - U MM
24	25	26 Rotary 5:30p Bluebird Rest.—	27	28 BAH-Phish Net Café 5-7pm	29 	30 MBBA 10th Annual Meeting

March 2008

SUN	MON	TUE	WED	THU	FRI	SAT
						1
2	3	4 Rotary 5:30p Bluebird Rest.—	5	6	7	8
9	10	11 5:30p Rotary Bluebird Rest.— Comm. Mtg.	12	13 E&I 7:30-9pm David Stearns-Blue Bird Rest.	14	15
16	17	18 Rotary 5:30p Bluebird Rest.	19	20	21 MBACC Annual Meeting	22
23	24	25 Rotary 5:30p Bluebird Rest.	26	27 BAH	28	29
30	31					

Have an upcoming event that would interest our membership? Please call, fax or email us ASAP.

**Eggs & Issues
February 14,
2008
Spend
Valentines Day
Talking About
the Heart
Lowell Gerber,
Cardiologist to
Speak**

EGGS AND ISSUES - February 14, 2008

Lowell Gerber, MD the new Cardiologist at Down East Community Hospital will talk about the new Cardiology Office as well as maintaining a healthy heart. Dr. Gerber will be joined by members of his staff to discuss ways to a healthy heart.

**Next E & I: Thursday, March 13th
2008**

Internationally certified trainer to speak at Eggs & Issues

David Stearns, President of Dale Carnegie Training® of Maine, will be the featured speaker at the March 13th Eggs & Issues event at the Bluebird Ranch in Machias.

Prior to joining Dale Carnegie Training over 20 years ago, Dave held management positions with Nike, Inc and Exxon Corporation. As well as being a certified trainer in all Dale Carnegie programs, Dave is an internationally certified Master Trainer for Dale Carnegie and Associates, Inc and has conducted training in the Netherlands, Korea, Greece, Canada, and the United Kingdom, as well as throughout the United States. Dave's home base is Portland, Maine. He has trained thousands of professionals to improve their performance by honing their interpersonal skills.

Come out -- and bring a guest -- to learn more about the Dale Carnegie Training® program that will soon be offered in Washington County for the first time!

**Eggs & Issues
Bluebird Ranch
March 13th 7:30 a.m.
\$7 MBACC members/ \$8 non-members**

* Due to the anticipated response to this great learning opportunity, we are requesting that you reserve your seat by contacting the Chamber office at 255-4402 or by e-mail at info@machiaschamber.org.

For more information regarding Dale Carnegie Training opportunities you may call

**Business After
Hours
February 28th
5-7pm
at
The Phish Net
7 Water Street
Machias**

Join Us at The Phish Net For Business After Hours

The next Business After Hours will be held at The Phish Net at 7 Water Street in Machias on Thursday, February 28th from 5:00pm to 7:00pm. The Phish Net is an internet café as well as a computer sales and service store. The owners, Terry and Maria Griggs, live in Pembroke and have a combined computer experience of over 40 years.

The café serves espresso, cappuccino and latté, as well as various gourmet baked goods homemade by Maria.

**Come meet the owners, learn about their products and services,
and enjoy gourmet treats!**

Salespeople, Start Fast in 2008!

By Bryan Flanagan

(Bryan Flanagan believes in the sales profession and he respects salespeople. He conducts sales education for a variety of sales organizations. You can contact Bryan at bflanagan@ziglar.com.)

Here is a statistic you'll find interesting. I know, I know: 23% of all statistics are made up on the spot. But follow me on this one.

According to statistical research conducted on the National Football League (NFL), what percentage of teams who score first, win the game?

My guess was 50%. We've all read about quarterbacks who have led their teams from behind to win the game. We've heard sportscasters discuss how many points are scored in the last two minutes of the half or at the end of the game. So, I thought about 50% was accurate.

Wrong! The statistics claim that 75% of the time a team scores first, they win the game! (No, of course not. I can't verify this. I heard it while driving to Zig's office one morning. But, the guys at ESPN Radio wouldn't lie to me...) I'm thinking, if teams score early in the game, like say in the first quarter, then they are more likely to achieve their objectives.

So, if that stat is true, how can we as salespeople apply it to our profession? How can we apply it to the New Year? How can we use it to get off to a fast start in the first quarter? How can we get off to a fast start so that we, too, can achieve our objectives?

Here are a few ways:

1. **Resolve NOT to set resolutions, but set GOALS!** Goals. You know, goals...those things salespeople don't want to set because it means we have to be accountable. Most of us are given our quota during January. You may call it budget, objectives, key result areas. But whatever you call it, it is your target for the coming sales year. Oftentimes, salespeople look at it as a distant target, something we have 12 months to achieve, so we can take our time attacking it. **START NOW!** If you get off to a fast start in the first quarter, perhaps the rest of the year becomes easier! Perhaps you increase your chances of winning the game!
2. **Check your BEHAVIOR against your GOALS.** What a great way to give yourself a "check-up from the neck up!" Each and every day, check your behavior against the goals you have set. If your behavior is not contributing to your succeeding in reaching your goals, then you need to adjust your behavior. You don't adjust the goal, you adjust your behavior. If you are spending too long at lunch, then adjust that behavior. If you are caught up in office talk (like, say, discussing that 75% of teams that score first in the NFL win the game), then remove yourself from that time waster by changing your behavior.
3. **ACTIVITY drives accomplishment.** Become a sales-activity driven professional. Of course, you must choose the right activities. You can't confuse activity with productivity. The activities you choose must be contributing to the accomplishment of your goals. However, salespeople have a tendency to become less active after a sale is made. They tend to put their career on "cruise control". Cruise control can make you comfortable, but it will never make you successful! Choose the right activities.

Well, there you have it: three ideas on contributing to a fast start in the first quarter. The challenge is to become a goal-directed, best behavior, and right-activity type sales professional.

May the best of your 2007 be the worst of your 2008!!!

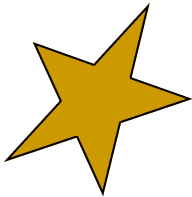
Please join with us in building the best chamber in Washington County.
Supporting local businesses by buying local, keeps the green in Washington County.
MBACC is committed to our business community.

Vision:

We are a highly involved and respected Chamber of Commerce dedicated to building strong relationships throughout our community.

Mission:

To provide quality services, representation, and educational information to our members and to promote community involvement through the Chamber's activities and events.



NEW MEMBERS

Join Today and Be the Star in Our Next Newsletter

**PLEASE
STOP
BY AND
MEET
OUR
NEWEST
MEMBERS**

The Phish Net, Terry & Maria Griggs, 7 Water Street., Machias, ME - 04654 - 255-4066. An internet cafe' with wi-fi availability.

Lewis Law Office, Carol J. Lewis, P O Box 203, Lubec, ME - 04652 - 733-7564.

Crimson Maple Inn, Bernard Metcalf and Frank Buckley, 1 School Street, Machias, ME 04654 - 255-6948. Lodging

Maine Small Business and Women's Business Center, Ruth Cash-Smith or Betty Egner, SCEC, P O Box 679, Machias ME 04654, 255-0983. www.wbcmaine.org or www.mainesbdc.org.

Lowell Gerber, M.D., Cardiologist, DECH, Machias, ME

Danielle Duval, ARNP-C, DECH, Machias, ME

United Way of Eastern Maine, 24 Springer St., Suite 201, Bangor, ME, 941-2800

MBACC would like to thank the following businesses for renewing their membership:

Barnstormer Design, Attorney Frank Cassidy, **University of Maine, Machias**, Inn at Schoppee Farm, Dunkin Donuts, Eastland Realty, Coastal Agency, Maine Sea Salt, Machias Auto Parts, Machias Medical Associates, Machias Bay Chamber Concerts, Harbor House on Sawyer Cove, and Roque Bluffs Community Center.

Thank You For Your Support



Spotlight On:

The Phish Net

The Phish Net is a computer sales and service store, as well as an internet café which is located at 7 Water Street in Machias. The café provides wi-fi capability and contains an espresso bar with home made baked goods available. The proprietors, Terry and Maria Griggs are also resellers of computer hardware for E Machine, Gateway, Hewlett Packard, and Microsoft. Terry will custom build a computer for you which will fit your needs as part of their "Assist to Buy" package. And if you're having problems with your current computer, they provide repair services. Finally, if you have extensive downloads and slow dial-up, bring your computer down to the café, have a latté, a home made goody, and download in half the time!

Coming Events

The following websites are great resources for seminars, trainings, coming events, and things to do.
www.ceimaine.org/workshops/ www.culturepass.net www.mainetourism.com
Many on-line seminars, free of charge

Washington County Center Presents it's Spring 2008 Classes

Basics of Starting a Business	February 13, 20, 27—Wednesdays 5:30 - 8:30pm - Calais
Financing Your Future	March 5 - 26—Wednesdays 5:30 - 8:30pm - Calais
New Ventures	April 3—June 19—Thursdays 9:00am - 2:00pm - Calais

ALL SERVICES ARE FREE AND CONFIDENTIAL
Office located at Washington County Community College
1 College Drive Calais, Maine 04619
Georgiana Kendall - (207) 454-1045 - gkendall@maine.edu

Save The Date

The **Sunrise Trail Coalition Business and Community Development Conference** will be held on Wednesday, **April 2, 2008** from 8:30am to 4:00pm at UMM in Science 102. This will be the place to learn how your business and your community can benefit from the development of the trails. Workshops include information on how local businesses can thrive along the trail, resources for business development, and how others have succeeded, to name a few. Registration materials will be on the Sunrise Trail website in mid-January at www.sunrisetrail.org. Early registration discount deadline will be Friday, March 14, 2008.

Hope to See You There!

“Please help us find enough money to raise the roof”
on the Roque Bluffs Community Center

The 90 year old landmark building desperately needs a new roof and gutters. As you know, the Community Center building is an historic landmark. It was built over ninety years ago as the Roque Bluffs Grange Hall. Now it desperately needs a new roof and gutters. The estimated cost of replacement is \$ 8,000. With your help, the project can be completed by next summer.

The old roofing will be removed. The new roof will use 35 year life textured shingles similar to those on it's neighbor, the Roque Bluffs Community Chapel. The old wooden gutters will be taken down and replaced with heavy-duty aluminum gutters. The new roof will be in keeping with the age and style of the building.

All contributions will be acknowledged and are fully tax deductible. If your check is dated December 2007, it can be deducted from this year's taxes. For more information, please contact Joel Pratt at prattj@hughes.net.

You could win \$50 in Chamber bucks!

MBACC members will soon be receiving a feedback survey via their e-mail inboxes as a way of collecting valuable input on ways the chamber can best support folks in 2008 and beyond. (If you do not have e-mail access you can receive a paper copy of the survey by contacting the chamber office at 255-4402)

In appreciation for taking time to complete this brief survey, all those who participate will have their name entered into a random drawing for a chance to win \$50 in chamber bucks. We will announce the lucky winner in the next edition of this publication.

Thanks in advance for your participation in this survey. We value your thoughts and opinions!

Email Addresses

If you have **not** been receiving regular emails from the Chamber over the past several months, it is possible that we do not have your correct email address. Please let us know your email address by calling the office at 255-4402 or emailing us at info@machiaschamber.org so we can update our records.

Thank you for your assistance in this matter.

COMING EVENTS

Page 7

Maine Blackfly
Breeders Association
Announces
10th Annual Convention
Saturday, February 30th

Kilburn Commons—UMM

7:00am
Registration and Buffet
Breakfast

8:00am—10:00am
Meeting

\$10.00

Limerick Contest, Draw the
Blackfly Contest, Door Prizes
Exhibits Welcome
Costumes Welcome
Blackfly Store Will be Open

Info Call Holly @ 255-3727

Machias' Premier Cabin
Fever Reliever

Sunrise Senior College Presents
Laughing At Old Man Winter
Film Festival

Tickle your funny bone Saturday afternoons at 1:00pm
this February in Science 102 on the UMM Campus with
a feature film comedy and a cartoon!

**Note: Weather cancellations will be on SSC's
voice mail by noon of that day at 255-1384.**

Feb 2nd - *I Love You to Death (1990)* - Kevin Kline,
Tracey Ullman, William Hurt. Joey owns a pizza parlor,
and is married to Rosalee, and is a major womanizer.
Rosalee goes to extremes when she finds he has been
cheating. Loosely based on a real case! 97 min.

Feb 9th - *My Cousin Vinny (1992)* - Joe Pesci, Ma-
risa Tomei, Fred Gywnne. Two college friends from
New York are accused of murder in Alabama. Broke
and needing a lawyer, they hire one of their cousins,
Vinny to handle their case. But Vinny has only been a
lawyer for a few weeks. What ensues is a hilarious com-
edy about a tough guy from Brooklyn who gets more
than he expects, from the trial process to the judge and
locals, to the accommodations, all the while with his
non-stop talking fiancée.

Feb 16th - **Betty Duzen is Mary Todd Lincoln** -
Betty Duzen will portray the wife of our 16th President,
Abraham Lincoln from her youth through her married
years.

Feb 23rd - *Best in Show (2000)* - Jay Brazau, Parker
Posey, Catherine O'Hara, Eugene Levy. For dog lovers
(and even haters) of every breed. A colorful set of char-
acters competes at a national dog show. 90 min.

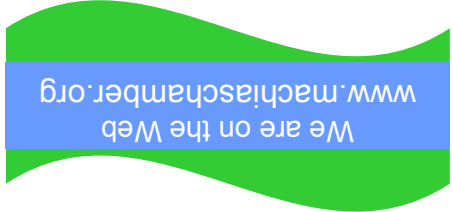
Everyone is Welcome. Senior College
Members are free, non-members \$1.00.



Save the Date
March 21, 2008
MBACC Annual Meeting
Election of Board Members,
Awards Ceremony,
Live Auction
Plan to Attend
More Information to Follow



TO:



MBACC Office
P.O. Box 606,
Machias, ME 04654
12 E. Main Street
OPEN 10-3 M-F or by appointment
Telephone & fax (207) 255-4402
E-mail: info@machiaschamber.org

February 2008



****Please let us know if your company or an employee is in the news: awards, promotions, new hires, community involvement, or any event you want to promote and we will put it in our newsletter. Next deadline is February 11th, 2008. Email, call or mail to the chamber. Send photos as a jpg.**



Many thanks to you our members. Please let us highlight your activities in our newsletter and email alerts. Call us with your information. **March Newsletter Deadline is February 11th, 2008.**