



Machias Bay Area Chamber of Commerce

The Bay Today

March 2008

Upcoming Events:

- **3-1** - 10am-3pm - Family Winter Fun Day—Calais, Moosehorn Nat'l Wildlife Refuge - 454-1060 for info.
- **3/8** - 2pm - Eastport Arts Center - Opportunities for Craft Artists - 449-1362
- **3/8** - 7-9pm - Discussion/Film Series Looks at the War. CCLC—733-2233
- **3/9** - 10am-1pm - CCLC - Wildlife Tracking and Signs Field Sessions - call 733-2233 for information
- **3/13** - 7:30-9am Eggs and Issues—David Stearns, Dale Carnegie Trainer, Bluebird Ranch Restaurant—255-4402

Rotary meets every Tuesday at 5:30pm at the Blue Bird Ranch Restaurant. Everyone Welcome! New Members Welcome!

D.E.H.T.'s International Dinner and Auction

The International Dinner and Auction raised \$20,000 for the Cardiac Care Unit at DECH. Dinner, of course, was filled with many tasty recipes from across the world. Wayne Peters did a tremendous job as auctioneer. Bidding was fierce on some of the items, but everyone seemed to go home satisfied with their cache. All in all, a good time was had by all.

MBACC PRESENTS IT'S ANNUAL DINNER AND AUCTION

*The Machias Bay Area Chamber of Commerce
proudly invites you to attend*

It's Annual Dinner and Auction Entitled

'New Director, New Direction'

On

April 4, 2008

5:00pm

At

Kilburn Commons-UMM

Cost: \$25.00 per person

Dinner will be provided by Aramark

Please join the Machias Bay Area Chamber of Commerce at the Annual Dinner and Auction to be held at Kilburn Commons at UMM. The evening will begin with dinner, followed by a presentation from Kathleen Shannon, new Executive Director of MBACC including an introduction of new Board Members and announcement of Business, Employee, and Volunteer of the Year.

Following Kathleen's presentation, Wayne Peters will act as auctioneer for the Annual Auction. Many wonderful items have been generously donated by our members to be auctioned off at that time. Don't miss it. The very item you have been looking for may be there!

All members are invited and encouraged to attend!

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

Calendar Updates at www.machiaschamber.org

March 2008

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

April 2008

SUN	MON	TUE	WED	THU	FRI	SAT
		1 Rotary 5:30pm Blue- bird Rest.	2 Sunrise Trail Coalition Annual Meeting - UMM	3	4 MBACC Annual Dinner 5:00pm	5
6	7	8 Rotary 5:30p Bluebird Rest.—	9	10 E & I-7:30- 9am—Maine Recycling-Bluebird	11	12
13	14	15 5:30p Rotary Bluebird Rest.—	16	17	18	19
20	21	22 Rotary 5:30p Bluebird Rest.	23	24	25	26
27	28	29 Rotary 5:30p Bluebird Rest.	30			

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

Eggs & Issues

March 13, 2008

**Internationally
Certified Trainer,
David Stearns to
Speak**

7:30-9am

**Bluebird Ranch
Restaurant**

**\$7/MBACC
Members**

\$8/Non-members

**Next E & I:
Thursday,
April 10, 2008
Topic: Maine
Recycling**

EGGS AND ISSUES - March 13th, 2008

Internationally certified trainer to speak at Eggs & Issues

David Stearns, president of Dale Carnegie Training of Maine, is the featured speaker at the March 13th Eggs & Issues event. He will be speaking on "Understanding World Class Customer Service." In a recent interview, Dave explained "In our experience working with companies worldwide, we have discovered there are four characteristics that World Class organizations have in common regardless of the industry. I will speak about each of these characteristics and attendees will get a chance to compare how they measure up." Dave said he will also explore principles of World Class Customer Service that will allow any individual to contribute to their organization becoming a World Class Customer Service provider.

Dave further added that in order to understand World Class Customer Service, on one hand we should consider organizations or individuals we currently do business with on a regular basis and ask ourselves "Why do we keep doing business with them?" On the other hand, we should think about organizations or individuals we no longer do business with and ask ourselves "What did they do to lose you as a customer?" The answers to both questions play a significant part in defining World Class Customer Service.



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!

* 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 (207) 775-DALE.

Kathleen Shannon, Executive Director of MBACC, Harold Clossey, Executive Director of SCEC, and several area business owners attended the Governor's Conference on Tourism in Bangor February 12th. Participants attended workshops and training sessions to help promote tourism businesses.

The feeling among attendees is that tourism helps ALL businesses in down east Maine. Attendance at the Conference was the largest in history.

Networking Basics – Widening Your Circle of Influence

By Andrew Brown

If you count up the number of people you meet every day, you will probably be astounded. Networking opportunities are abundant in our day to day activities.

Networking can be a critical success path to growing and establishing a business. When you expand your network, you create a sphere of influence which can help spread the word about your company and the services and/or products you sell. Building a network is not difficult but it does require hard work and a little creativity.

Many people can develop a solid contact list but fail to take the next step of cultivating the contacts. To gain the most value from your contact list, identify the people that have the most potential for helping to build your sphere of influence. The goal is to select the people on your networking list that could be long-term connections. Think in terms of people that can be referral sources, not necessarily those who directly need your services.

You can expand your sphere of influence by actively pursuing opportunities to share your expertise with peers in and out of your industry. Contact an industry trade journal and volunteer to write an article or speak at a local seminar. Expand your network beyond industry insiders by attending local networking events. You can check your local business news journal to find these events where you live.

Maximize your personal network of friends and family members. Even if they are not in the same business, these people have connections, and someone within their networks likely has a problem or need that your business can solve.

Asking customers for referrals may be one of the most commonly known and accessible methods of building a network, but it is also one of the most underutilized. Your current customers are a guaranteed and cost efficient source to acquire new customers just like them. And satisfied customers are usually happy to refer their network to you, but many business owners fail to ask.

The key is becoming networking proficient in how you engage people and subsequently promote your business. A common mistake companies make when building a network is focusing strictly on self-gain. They rush through the hand shaking, salutation, and business card trade, then immediately start pitching their product or service. Influence spheres are not built this way.

The goal of networking is to produce long-term, mutually beneficial relationships. When you meet someone new, use the opportunity to learn something about them and always look for ways that you can help them. This may mean opening your network of contacts. When you seek opportunities to help others and be of value to them, your efforts will pay off in spades. Listen to what others have to say and seek ways to be a problem solver, even if the problem is not directly related to your business. Be willing to make referrals and you too will be the recipient of generosity. When you are genuinely interested in others and approach networking with a "how can I help you" attitude, you will find much greater success.

Rome was not built in a day and neither is a sphere of influence. Networking takes dedication, persistent effort, and time. It is not about just meeting people, but meeting people and leaving a lasting impression. Focus on the people you meet as you go about your daily business, engage with them, and leave that lasting impression. Over time, you will find that you have more connections than you ever thought possible, and that your business and bank account have reaped big benefits as a result.

Take advantage of networking opportunities in whatever form they take, and you will effortlessly expand your network by creating relationships that can benefit your business. Always have your business cards with you, even when running personal errands so that you can exchange information. All it takes is just one interested party to start the ball rolling with referrals.

Andrew Brown and Small Business Guru provide Coaching, Inspiration and Practical Advice for Small Business Owners and Entrepreneurs. Subscribe to the free, weekly newsletter at <http://www.small-business-guru.com>.

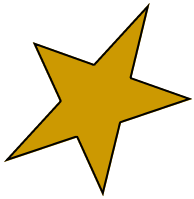
Please join with us in building the best chamber in Washington County.
Supporting local businesses by buying local, keeps the green in Washington County.
MBACC is committed to our business community.

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

Maine View House, Karen Pettit, P O Box 35, Machias, ME,
www.maineviewhouse.com. A beautiful rental property overlooking the Kennebec Bay.

Gray's Concrete, Perley and Kathy Gray, P O Box 950, Machias, 255-8192.
Concrete foundations.

Bella Terra, Theresa Guilmain, P O Box 467, E. Machias, 255-3168. Hand made embroidered quilts, natural soaps, and organic jams and jellies.

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

Parlins Flowers and Gifts, Michael Radeka, Inc., The Root Cellar, Whole Body Wellness Studio, ReMax A1 Associates, and Washington County Childrens' Program

Thank You For Your Support

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



Spotlight On:

Bella Terra

Bella Terra, "the beautiful earth" has recently opened in East Machias at 98 Cutler Road. Teri Guilmain, the proprietor, first established herself as a painter, stopped for a few years, and returned to her artistic roots painting now with fabric and thread. Her embroidered quilts are in great demand and are shipped all over the country and even overseas. Her specialty quilts include lighthouses, wildlife, butterfly, floral, and bird embroidered designs. Her quilts may be ordered or purchased in queen, full, and twin sizes. She also designs styles for wall hangings and table runners.

In addition, Teri also makes some very wonderful all natural soaps. At her shop, you may also purchase organic jams and jellies. Call for hours at 255-3168.

Please Help Welcome Our Newest Member!

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.maintourism.com
Many on-line seminars, free of charge

Washington County Center Presents it's Spring 2008 Classes

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!

“Raise the Roof” Campaign Update for the Roque Bluffs Community Center

As you know, the 90 year old landmark building is desperately in need of a new roof and gutters. We appealed to the Machias Bay community for help, and we would like to thank everyone who heard our plea and helped support us. Due to your generous contributions we are almost at our goal. We just need a little more support and the building can be transformed into a handicapped accessible meeting spot with an architecturally pleasing roof. With your help, the project can be completed by next summer.

All contributions will be acknowledged and are fully tax deductible. For more information, please contact Joel Pratt at prattj@hughes.net.

Feedback Survey

MBACC would like to thank those members who participated in the on-line survey for feedback. We are still going through the results and comments, which will be used to help us determine the direction we will take in the ensuing year.

Your thoughts are very important to us. Again, thanks to everyone who participated.

We will let you know who won the \$50.00 as soon as it is determined.

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.

Check out Cobscook Bay Learning Center's website at www.theccle.org to find many interesting programs and classes for the whole family to attend.

COMING EVENTS

Audubon 2008 Calendar

Meetings held the 3rd Tuesday of each month at the Cobscok Community Learning Center (CCLC). Commissary Point Road, (off of SR 189), Lubec

Tom Finlay – President

- March 18 Brian Beal: “Shore Birds and Clams”
April 15 Richard Hill: “Energy for the Future”
May 20 Art McKay: “Marine Plankton and Smaller Organisms in the Bay of Fundy”
June 17 Peter Gommers: “Petroglyphs and Nature Photography”
July 15 Ralph Eldridge: “Light House Keeper and Life on Machias Seal Island”
August 19 Mackie Green & Joe Hallet: “Whale Rescuers”
Sept. 16 Annual Meeting Will Hopkins: “Sustainability of Fish and Shellfish Stocks”
Oct. 21 Eric Holmes: “Birding in Antarctica”
Nov. 18 Neil Commins: Astronomy-Latest Advances

Field Trips

- April 25 8:00 pm Amphibian Walk –857 Leighton Point Rd. Pembroke
Contact Fred Gralenski - gralf@midmaine.com 726-5837
- April 26 8:00 pm Amphibian Walk – Moosehorn National Wildlife Refuge Visitor Center
Contact Fred Gralenski - 726-5837 gralf@midmaine.com
- May 23-26 Downeast Birding Festival: Info at: <http://www.downeastbirdfest.org/>
- May 31 Warbler Walk 6:30 am Junction Rt 1 & Charlotte Rd. Baring (near eagle's nest)
Rain date: June 1st same time
Contact Fred Gralenski - 726-5837 gralf@midmaine.com



Save the Date

April 4, 2008

MBACC Annual Dinner and Auction

Introduction of new Board Members,
Awards Ceremony,
Live Auction
Plan to Attend



Margaretta Festival

Saturday, June 21, 2008

On the UMM Campus Commons

Re-enactors
Period and Handmade Crafts
Children's Activities
Food

For more information call: 255-4223



Third Annual Artists' Studio Tour

Sunrise Senior College will be presenting it's Third Annual Artists' Studio Tour this year in the communities of Machias, East Machias, Machiasport, Roque Bluffs, and Whiting. The tour will take place on July 18th and 19th from 10:00am to 4:00pm Friday and 10:00am to 3:00pm on Saturday.

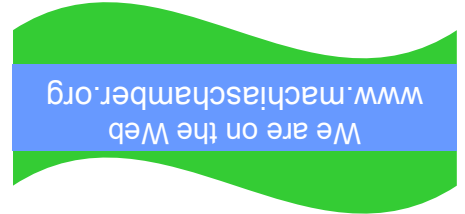
Members of any Senior College are free, all non-members are \$5.00 for both days. Lunch will be available at a common location to be announced, and folks of all ages are welcome!

Don't miss this opportunity to visit artists' studios, talk with the artists and explore areas within these communities you may not have seen before. Detailed maps will be provided to all of the locations on the tour.

For more information contact Sunrise Senior College at 255-1384.

**MBACC Annual Dinner and
Auction
Friday, April 4, 2008
5:00pm**

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

March 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 March 14th, 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. April Newsletter Deadline is March 14th, 2008.