



Damariscotta Region

— Chamber of Commerce —

The Art and Science of Leadership comes to the Damariscotta Region



Have you experienced problems with employee retention, or perhaps you don't know how to motivate your employees to achieve their full potential? Maybe you just need that extra boost of confidence to hone management skills or want to find a way to communicate clearly with millennials. Or perhaps you or a recently promoted

employee does not have vast management experience. If any of these apply to you or someone in your company, we are here to help! The Chamber has teamed up with daVinci Consulting in cooperation with Husson University to bring the Art and Science of Leadership to the Damariscotta Region.

This class consists of 15 sessions, focused on building leadership and coaching skills. It will be taught by Vince Pelote, of daVinci Consulting, a behavioral scientist with decades of research and consulting experience. The first class starts the end of September and all classes will take place in the Damariscotta region. Class size is limited

see LEADER page 2

Photo Contest Announced for 2020 DRCC Visitors Guide

This year brought many changes, especially to the Visitors Guide. A magazine-style format was followed and has received positive

reviews and more interest from patrons picking them up. The guide cover is one of the most important parts and acts as the catalyst to encourage people to pick up a copy. This year, the focus was on oysters, playing upon the area's successful aquaculture economy.

Next year, we thought it would be best to host a contest to find the best picture which captures this great community, and acts as the ambassador to attract visitors.

A \$100 gift certificate to

see PHOTO page 3

The Compass

DRCC

Quarterly Newsletter

August 2019



Business Persons of the Year award winners, John and Frieda Hanlon, owners of Stars Fine Jewelry celebrating after the annual meeting. Picture by Dennis Boyd.

2019 Chamber Annual Meeting Recap and Award Winners

On Friday, May 17, the Damariscotta Region Chamber of Commerce held its 2019 Annual Meeting at the Sheepscot Harbour Village Resort in Edgecomb. With a new format and over 100 in attendance, a great time was had by all.

The keynote speaker this year was John F. Champoli, of Husson University, who announced a new partnership with the DRCC. This partnership extends a 10% discount to members of the Chamber for postgraduate classes at Husson University. With many online offerings, Husson leads

the way in providing business education to rural areas and this level of cooperation brings continued education and professional development to the Damariscotta Region at a more affordable price.

A good bye to 2018-2019 Board Members Maia Zewert, Ruth Etheridge, and Christine Henson. Election of two officers followed, John Roberts as President and Cerina Leeman as Treasurer, both for two-year terms.

Board of Director members nominated and accepted included Dennis Boyd, Park

see AWARDS page 3



Getting Here - Essential Information
Chamber Members - History, Arts & Education
Regional Maps - Calendar of Events
www.DamariscottaRegion.com



The Pumpkins are Coming! - Damariscotta Pumpkinfest & Regatta Starts Oct. 10

Submitted by the Volunteer Squashbucklers

In just two short months, a plantation's worth of giant pumpkins will suddenly appear in the Twin Villages. Each year, these pumpkins draw thousands of visitors and neighbors to admire them, enjoy the celebrations, and visit our businesses and community. While deployment happens in one afternoon, the entire volunteer crew for Pumpkinfest - known as squashbucklers - has been working, growing, watering, and planning toward this day for months.

All of us are incredibly grateful for the outpouring of support you contribute each year, from sponsoring events and giant pumpkins, donating time and services, joining us in the fun of this crazy festival, and welcoming our visitors. So along with our thanks, here are some updates on what's happening, what you can expect this year, and how we can help.

1. FLYERS: The initial run of the full schedule flyer goes

to press soon, including all sponsor information. We'll follow up with a 10,000-copy print run right after Labor Day. The current printable schedule is on our website. We'll get the flyers out to all Chamber members as soon as available.

2. SPONSOR THANKS - Our annual detailed "thanks" to each of our sponsors on Facebook and Instagram begins after Labor Day. Follow us if you aren't already.

3. GOT PUMPKIN? If you haven't arranged for a pumpkin for your business or have questions, please



The 2019 T-shirt design features a stylized pumpkin as the focus designed by Heather Chouinard.

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to 12 students and the training is being offered at a heavy discount for Chamber members, at a cost of \$1,000. Students will have the option to complete a wrap-up at the end of the class to earn credits through Husson University.

Students will undergo a 360° Leadership assessment to identify their strengths. This class is a strength-based approach to improving leadership skills. Students will be instructed on 15 cognitive tools and taught best leadership practices in the areas of showing appreciation, coaching, establishing clear

expectations, and providing feedback in a manner that will result in the desired change.

This program is being offered as a way of bringing training opportunities to the Damariscotta Region that would not otherwise be available, and at a discounted rate. Space is very limited, so please sign up now to reserve your spot and begin making changes to grow your business and improve customer and employee relations. Please email info@damariscottaregion.com or call 207-563-8340 with any questions or to reserve your spot.

email John Bristow: Artists@DamariscottaPumpkinfest.com.

4. MERCHANDISE - This year's T-shirts, sweatshirts, and baseball caps featuring Edgecomb artist Heather Chouinard's design will be available late August. Please email Merchandise@DamariscottaPumpkinfest.com for information.

5. KEY DATES

Thurs., Oct. 10 - Pumpkin Deployment - After 3:45 p.m.

Fri., Oct. 11 - Giant Pumpkin "Artists at Work" - All Day

Sat., Oct. 12 & 13 - Damariscotta Pumpkinfest Events - All Day

Mon., Oct. 14 - Pumpkinfest Regatta - 12 p.m. at Damariscotta Harbor

While summer is a busy

season for all of us, we hope you find time to enjoy family and friends before the leaves start to turn. Before we know it, fall and the pumpkins will be here. Please reach out to volunteer public relations chair Claire Sommer with any questions and suggestions at Claire@DamariscottaPumpkinfest.com and 917-834-0323.



2019-2020 DRCC Board of Directors

John Roberts, President

Lincoln County Publishing Co. - jroberts@lcncme.com

Mark Doe, Vice President

Louis Doe, Inc. - doeboy@midcoast.com

Terri Herald, Secretary

Coastal Car Wash & Detail Center - therald08@gmail.com

Cerina Leeman, Treasurer

The Harbor Room - cerinaleeman@gmail.com

Dennis Boyd - Dennis Boyd Photography

dennisboydphotography@yahoo.com

Park Clegg

Sullivan Tire - park.clegg@sullivantire.com

Jeniffer Cooley - Thomaston Place Auction Galleries

jeniffer@thomastonauction.com

Wayne Farrin

Farrin Properties - waynefarrin@farrinproperties.com

James L. Jarvis

Camden National Bank - jjarvis@camdennational.com

Randal Manning

Tidewater Telecom, Inc. - randalm@lintelco.net

Jane Oliver-Gravel

Main Street Grocery - jogsupplies@icloud.com

Graciela (Gracie) Ramos

LincolnHealth - gramos@mmc.org

Amanda Reibel

Servpro - amanda@servprobb.com

Mike Sprague

State Farm - mike.sprague.d3n2@statefarm.com

Chamber Office: Rebecca Telega

207-563-8340 - info@damariscottaregion.com

AWARDS... cont. from page 1

Clegg, Jeniffer Cooley, Jane Oliver-Gravel, Mike Sprague, and Graciela Ramos.

Changes were made to the format this year, with additions of a Wall of Fame at the social hour and a sit-down style dinner during the awards program. Each table was sponsored with a giveaway bag, enticing meeting goers to sit at the table with the coolest items. There was some friendly competition between table sponsors which is sure to ratchet up next year to the benefit of all that attend.

2019 Award Winners

Billy Claflin – Individual Community Service Award
Renys – Organization Community Service Award
The Shuck Station – Business Enhancement Award
Frieda and John Hanlon – Stars Fine Jewelry – Business Persons of the Year Award

The event was a huge success in thanks to the dedicated work of the events committee and made possible by the generosity of the sponsors:

Primary Sponsor

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Billy Claflin accepting the Individual Community Service Award from Rebecca Telega, DRCC Marketing & Membership Coordinator.

Secondary Sponsors

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Table Sponsors

Cheney Insurance, Lincoln County Publishing Co., Louis Doe Flowers, Louis Doe Home Center, Midcoast Lyme Disease Support and Education, Newcastle Realty, Newcastle Vacation Rentals, Renys, Servpro of Bath/Brunswick, Sullivan Tire, Thomaston Place Auction Galleries, and Village Travel



Brendan Parsons, of The Shuck Station, shows his award for Business Enhancement after the 2019 Annual Meeting.

New Member Spotlight

Congratulations to our newest member, Cupacity. Susan Murphy and her husband, Ted Pine, opened Cupacity at 133 Main St., Damariscotta, in April. The coffee drinks served at Cupacity include lattes and cappuccinos, as well as nitro brews – cold-brewed coffee processed in a keg, much like beer, and infused with nitrogen. You NEED to stop by and check it out! Delicious.



The entrance of Cupacity, located at 133 Main St. in Damariscotta.



The Renys family proudly displaying the award for Organization Community Service Award. From left to right, Bob, Faustine, Adam, Mary Kate, and John Reny.

PHOTO... continued from page 1

an a member business will be awarded for the winning photo, as selected by the Board of Directors. Entry is simple. Submit a high-resolution photo to info@damariscottaregion.com with your name and contact information, or you can bring a copy to the office at 67A Main St. in Newcastle.

Anyone is eligible to submit photos. In order to be considered, an original, non-watermarked copy will be required. By submitting a photo, the submitter acknowledges that they have ownership

rights to the photo and are conveying reproduction rights to the Damariscotta Region Chamber of Commerce without compensation. Any time the photo is used, credit to the photographer will be listed. Submissions must be made no later than December 15th.

This contest is intended to build off the success of this year's guide and help bring excitement and competition among the numerous professional and amateur photographers out there, with the chance to land your photo on next year's guide cover!

Early Bird Sale - Logo Contest and Revival

Believe it or not, the annual Early Bird Sale will shortly be upon us. This hallmark event brings a lot of shoppers to the Twin Villages and surrounding area. We are hoping to make this year the best yet and need your help to make it happen.

This is our chance to go get the customers and we can do this together by group promotion and offering creative and enticing events as well as amazing sales.

At the Chamber, we are hoping to do two things with Early Bird this year. The first is to have a little fun with a logo design competition. Anyone in the community can submit a design. Designs can be submitted to info@

damariscottaregion.com as a vector image or high-resolution picture by October 3rd. The winning design will be featured on all Early Bird promotional materials and become tied to this great shopping tradition. Plus, a \$50 gift card to a member business of their choice, and let's not forget bragging rights!

The second goal of the Chamber for Early Bird is to reinvigorate the event. The Chamber will be sending out some suggestions on ways to improve our collective marketing and promotional ideas, and would love your input.

Please send them in. We don't care if it is a special sale



on year-long coupon books, silent auction, raffle drawings for a romantic dinner, having all staff dress in pajamas or robes, or giving a nice prize to the first 30 customers. Let us know your thoughts and we'll put them together with other suggestions to offer ideas to spawn a more creative sale this year. Let's bring more of the fun back and build upon the legacy of this event together!



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Give us Feedback

What do you think of this copy of The Compass? Please let us know. You can reach out to anyone on the Board of Directors, e-mail, or call the office.

We are also looking for sponsors for the next editions of this quarterly publication. If you are interested in sponsoring this publication, spots will be offered on a first-come, first-served basis. It will rotate through the list of interested parties with two sponsors of each newsletter.

Distribution will be to all Chamber members plus additional businesses in the area and on our website. Sponsorship fee of \$300.

Chamber Event Calendar

- Lunch & Learn: Goal Setting**
Thursday, August 15, 2019
11:45 a.m. to 1 p.m.
CLC YMCA – 525 Main St.
Damariscotta
Husson University and daVinci Consulting
Free to public, includes lunch
- Business After Hours**
Mike Sprague State Farm
Wednesday, August 21, 2019
5 p.m. to 7 p.m.
State Farm
752 Main St., Damariscotta
- BikeMaine Comes to Town**
Monday, September 9, 2019
1:00 p.m. to 10:00 p.m.
Coastal Rivers – Round Top Farm
- Business After Hours**
Coastal Rivers Conservation Trust
Wednesday, September 18, 2019
5 p.m. to 7 p.m.
Coastal Rivers
3 Round Top Ln., Damariscotta
- Lunch & Learn: Life Insurance**
Thursday, September 19, 2019
11:45 a.m. to 1 p.m.
Skidompha Library – 184 Main St.
Damariscotta
Mike Sprague – State Farm
Sponsored by Sullivan Tire
Free to public, includes lunch
- Business After Hours**
Kieve – Wavus
Wednesday, October 16, 2019
5 p.m. to 7 p.m.
Wavus Camp for Girls
88 Wavus Point Rd., Jefferson
- Fall Shred Event**
Saturday, October 26, 2019
9 a.m. to 12 p.m.
Lincoln County Publishing Co.
116 Mills Rd, Newcastle
- Early Bird Sale!**
Saturday, November 2, 2019
Starting around 5:30 a.m.
- Business After Hours**
ElderCare Network
Wednesday, November 20, 2019
ElderCare Network
6 Hodgdon St., Damariscotta
5 p.m. to 7 p.m.
- Villages of Light**
Saturday, November 23, 2019
Santa Meet & Greet 12:00 p.m.
Kids Crafts 1 p.m. to 4 p.m.
Parade of Lights 4:30 p.m.

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