MID-MAINE CHAMBER OF COMMERCE
Making the Difference

INTOUCH NEWS

NOVEMBER 2026

50 Elm Street
Waterville, ME 04901
TEL: 207.873.3315
www.midmainechamber.com

Gary P. Poulin, chair of the board
Kimberly N. Lindlof, president & CEO

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LETTER FROM THE CHAIR

LIGHTS! MUSIC! MAGIC!

The holiday season is a special time in mid-Maine - a chance to come together, celebrate traditions, and support one another. This year, our beloved Festival of Trees is growing, and we're excited to bring the magic to a NEW location at Kennebec Valley Community College!

With more space comes even more holiday cheer! Over 50 beautifully decorated trees, visits with Santa, and the sounds of live Christmas carolers will help transform our new venue into a dazzling winter wonderland. With its convenient location just minutes from the highway, KVCC offers easier access, more room to explore, and even more opportunities for families and friends to make lasting holiday memories.

Beyond the sparkle, the Festival continues to support hunger relief and workforce development initiatives throughout mid-Maine, reminding us that the true magic of the season is found in giving back.

We invite you to experience the wonder of this cherished holiday tradition. Whether you're sponsoring, decorating, volunteering, or simply enjoying the festivities, there's a little holiday magic waiting for everyone!

Wishing you happy holidays,

Gary P. Poulin
Festival of Trees Committee Chair

MMCC MTG CALENDAR

Nov. 6	Public Policy	8:00-9:30 AM
Nov. 6	KV Connect Steering	8:00-9:00 AM
Nov. 11	Executive Committee	12:00-1:30 PM
Nov. 13	Marketing & Membership	8:00-9:00 AM

Did you know...

- Veterans eat for free at Spectrum Generations on November 10th?
- Chase Toys (in Unity and Sidney) is the largest Snowdog dealer in the country?
- Jeff Hoffman of Squashhouse Media was a key camera operator on the set of Pee Wee's Playhouse?
- Middle Road General Store is an official tagging station for wild game during hunting season?
- In 2025, Pine Tree Camp assisted with 28,649 hours of American sign language interpretations?
- One of Ken's Food Truck's most highly sought after dishes is turkey croquettes?

Do you have a fun fact for our "Did You Know" section?

Share it with Sabrina today to be featured in an upcoming InTouch Newsletter!

Sabrina@midmainechamber.com

NEW MEMBERS

Chase Toys of Sidney
2309 Belgrade Rd., Sidney, ME 04330
207.547.4114 | Brian, Angela, and Josh
W: www.chasetoysinc.com

ClimateWork Maine
44 Quebec St., #3, Portland, ME 04101
207.956.1970 | Jeff Marks
W: www.climateworkmaine.org

Home Baked
114 Norridgewock Rd., Fairfield, ME 04937
207.616.6050 | Elly and Tony Rusconi
W: www.homebaked207.com

Let's Talk Language School
70 Pleasant St., Waterville, ME 04901
207.579.4635 | Katya Shevchenko
W: www.letstalkme.org

Rosewood Hills
542 Webber Pond Rd., Vassalboro, ME 04987
207.622.0184 | Ratesha Rosell
W: www.rosewoodhillsevents.com

Silver Maple Strategies
4 Johns Way, Sidney, ME 04330
207.509.6351 | Simon West
W: www.silvermaplestrategiesllc.com

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PEOPLE NEWS

7 Lakes Alliance welcomes acting president and CEO Carol Rosa Sabia.

Granite Corp is beyond proud of Andrew Ross, who earned first place at Maine's 131st Annual PHCC Apprentice Competition and will represent Maine on the national stage in Milwaukee, Wisconsin, competing against top plumbing apprentices from across the country. Way to go, Andrew!

Mid-ME Regional Adult & Community Education welcomes two new instructors: Linda Lambert and Kim Rideout-Dawes to its team.

Central Maine Growth Council is pleased to welcome Leslie Wilson as its new grants and operations administrator.

Bill Mitchell, owner of long-time Chamber member **PJM Property Maintenance**, is preparing to publish his book, Engage Now, which provides businesses a simple, repeatable system for turning existing customers into a company's greatest source of long-term growth and profitability. Engage Now features five local companies and is endorsed by national and international marketing executives. Engage Now will be available for purchase locally in early November, on Amazon or at www.EngageNowBook.com.

John Wiggin announced he will retire from **Snow Pond Center for the Art**s at the end of 2026. The organization will welcome Matthew Wiggin and Stephen Agosto as its new co-executive directors. Congratulations to all!

Sappi is pleased to welcome Matt Archambeau as Sappi North America's new vice president of manufacturing. Matt joins its leadership team and reports to Kirk Ross, SAPPI's CEO-designate.

KVCAP welcomes new CEO David Pelton along with new employees Megan Hartsgrove, teacher assistant I and Rebecca Woodard, family coach II.

Central Maine Power congratulates Katie Yates for being selected as a Mainebiz 40 Under 40 honoree.

Congratulations to **Skills** 2026 DSP of the Year, Jennifer Trask! She is a shining example of what a wonderful direct support professional embodies.

MEMBER NEWS

Thanks to the support of its members and staff, **KV FCU** donated $15,000 to the Ending Hunger Campaign: $5,000 each to the Oakland Food Pantry, Greater Waterville Area Food Bank, and Augusta Food Bank.

Skowhegan Savings Bank was recently named 2026 Affiliate of the Year by the Kennebec Board of Realtors.

SAPPI's Inside Sales Packaging team rolled up their sleeves (and their baking pans) for Barbara Bush Children's Hospital, organizing a bake sale that raised $703 for the hospital. Colleagues across Sappi also pitched in with $160 worth of baby essentials, including socks, teethers, bibs, and onesies, for families spending time at the hospital with their littles.

ConvenientMD in Waterville hired Amy Kuhl and Robert Cianfarano as providers in its soon-to-open Primary Care facility on Waterville Commons Dr. It has also appointed James Morse, MD as district medical director for Maine.

Central Maine Growth Council (CMGC) has once again been selected by the U.S. Small Business Administration (SBA) as Maine's sole recipient of a Federal and State Technology (FAST) Partnership Program award, marking the third consecutive year the CMGC has earned the highly competitive designation. The $180,000 award brings total federal investment in CMGC's FAST program to $474,420 and ensures continued support for Maine entrepreneurs, startups, and technology-focused small businesses seeking to secure federal research and development funding through the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs.

Bangor Savings Bank collected over 29,000 jars, donated in September by customers, local businesses, community organizations, and its employees, bringing its PB&J Drive grand total to more than 214,000 jars collected since 2012. That's enough to make over 3.4 million PB&J sandwiches, helping support thousands of children, families, and individuals across northern New England.

OCTOBER BBS

SPOTLIGHTERS:

Central Maine Growth Council

KVCOG

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2027 Business Breakfast Schedule coming soon!

Join on Nov. 12th when guest speakers Joy McKenna and Nicole McSweeney of MaineGeneral discuss authentic storytelling strategies to amplify your brand.

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Business Breakfast

An Event Series of MMCC

Nicole McSweeney

Chief Marketing & Communications Officer, MaineGeneral Health

Joy McKenna

Director of Marketing & Communications, MaineGeneral Health

Amplifying Your Brand Through Storytelling

Join us for our next enlightening breakfast presentation.

MaineGeneral Health Chief Marketing & Communications Officer, Nicole McSweeney, and Director of Marketing & Communications, Joy McKenna share how authentic storytelling helps to deepen your connection to customers, inspire loyalty, and reinforce your company's value. Learn about the impact of storytelling and how to find and share stories that can elevate your brand and reputation.

Please come prepared with your questions for these knowledgeable individuals and join a discussion on how to utilize this marketing avenue in your organization.

When:

Thursday, November 12, 2026

7:15 - 9:00 a.m.

Where:

Best Western Plus –

375 Main St., Waterville

Pre-register today. Cost per person:

$28 for members.

$34 at the door and for non-members.

Registration includes breakfast.

Thank you to our November additional sponsor:

CHOICE WEALTH ADVISORS

TO REGISTER: cindy@midmainechamber.com, www.midmainechamber.com or 873-3315.

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Business Breakfast

An Event Series of MMCC

David Pease

Director of Talent, Diversity, Inclusion and Belonging –

Bangor Savings Bank

From Stress to Success: Reimagining Performance & Development

Join us for our next enlightening breakfast presentation.

David Pease will explore how stress can be transformed from a barrier into a powerful signal for change in your organization. Integrating human-centered strategies like coaching, psychological safety and strength-based development will foster environments where people thrive, not just survive. Attendees will leave with practical tools for performance conversations, reduction of burnout, and the building of cultures of belonging and resilience.

Please come prepared with your questions for this knowledgeable individual and join a discussion on how to utilize this information in your organization.

When:

Thursday, December 10, 2026

7:15 - 9:00 a.m.

Where:

Best Western Plus –

375 Main St., Waterville

Pre-register today. Cost per person: $28 for members.

$34 at the door and for non-members.

Registration includes breakfast.

Check out our monthly Spotlighters: New Dimensions FCU; Waterville Area Humane Society.

Thank you to our December additional sponsor:

Summit Natural Gas MAINE

TO REGISTER: cindy@midmainechamber.com, www.midmainechamber.com or 873-3315.

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- We offer unique classes for children of all abilities
- We have occupational therapy equipment that is designed for all kids.
- Flex fine motor skills with our sensory-friendly arts & crafts!
- Check out our Zip-line & Trampoline. Both are fan favorites!

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info@werockthespectrumcentralme.com
(207) 716-8970
www.werockthespectrumcentralme.com

@werockcentralmaine

We Rock the Spectrum Kids Gym is coming to Waterville!

We Rock Central Maine will be an indoor play space that creates an inclusive, sensory-safe play environment for children and families. Our gym is a place for children of ALLabilities and ages to come play, explore, and learn! We will feature twelve pieces of uniquely designed equipment, an arts and crafts area, imagination stations, a calming area and more--all to promote learning, development, and fun!

Your local franchise will be owned and operated by:

Jenny- who brings 11 years of practice as an OT in both school based and outpatient settings. AS well as 20 years of passion for dance, yoga and expressive arts.

Masi- holds a Phd in organizational culture and change. Over his 15 year career he has helped higher education institutions, for profit businesses, non profit organizations, and city governments create, maintain, and improve policies and programs to be more inclusive.

Together, we are passionate about building a gym for ALLkids that fills the gaps and meets the needs of our community. We hope it will be a place where families feel supported and find joy through purposeful play for all ages!

Stay up to date with our construction progress and our opening timeline at www.werockthespectrumcentralme.com and follow us on social media @werockcentralmaine !

Sincerely,
Jenny and Masi

Edward Jones

> edwardjones.com | Member SIPC

Job change?

Whether retiring or changing jobs, you'll want to know your retirement account options.

There are four potential options for your 401(k) when leaving an employer:

- Leave it in your former employer's 401(k) plan, if allowed by the plan.
- Move it to your new employer's 401(k) plan, if you've changed employers and your new employer plan allows for it.
- Roll the account over to an individual retirement account (IRA).
- Cash it out, which is subject to potential tax consequences.

We can talk through your financial goals and find the option that works best for you.

Ryan A Bean
Financial Advisor

22 Common St
Waterville, ME 04901
207-859-3465

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How we work together: Helping you reach your financial goals

My team and I will take the time to truly get to know you, since how we turn your vision into a reality is very unique to you. I'll work with you to create a personalized financial strategy that includes advice, tools and resources to help you achieve your financial goals.

I'll do this in three important steps:

1. **Understanding what's important to you**
   Your strategy should be personalized. So, before I make a recommendation, we'll work closely together to understand what is most important to you, including your goals, comfort with risk and how you'd prefer to work together.
2. **Using an established process to build your personalized financial strategies**
   I use an established 5-step Process, incorporating what's important to you, to develop a personalized strategy using our advice, guidance and advanced tools. Our 5-step Process helps me fully understand what is most important to you and then create a personalized and actionable financial strategy.
3. **Partnering together over time to help keep you on track**
   Markets, interest rates and life's priorities may change, but our relationship and my commitment to helping you achieve your goals won't. I'll make sure I'm with you every step of the way by:
   - Providing regular reviews and updates
   - Identifying timely risks and opportunities
   - Helping you keep your emotions in check during market volatility
   - Helping you prepare for the unexpected

I believe that when it comes to your financial strategy, you deserve a personal relationship and professional advice. My goal is to help you achieve your goals. That means focusing on the future you see for yourself, building strategies just for you and helping you stay on track by partnering together over the long term.

It takes a team

When we develop your financial strategy, you're backed by all of Edward Jones. Along with my team, you have the expertise of our Investment Policy Committee, our product review team and research analysts behind you all the way.

These teams provide the guidance and resources to help me:

- Develop a financial strategy for your goals
- Build your personalized investment portfolio
- Identify and address potential risks and opportunities

Scan the code with the camera on your phone

Ryan A Bean
Financial Advisor

22 Common St
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Meet the Reps

An Event Series of MMCC

We invite you to join us for

MEET THE REPS

Thursday, December 3

5:30-7:00 p.m.

Bricks Co-Working Space (Hathaway)

10 Water Street, Waterville

Don't miss out on this opportunity to meet and ask questions of area representatives and legislators who will provide an update on the legislative session.

Beverages and light refreshments will be served. There is no fee for this event. However, we request that you register to aid in planning. To register, visit: www.midmainechamber.com, or email cindy@midmainechamber.com or jamie@midmainechamber.com.

Thank you to our Meet the Reps Sponsors:

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Business After Hours

An Event Series of MMCC

Submit your 2027 BAH Application – Reserve a Spot Now!

Looking for a way to bring attention to your business in 2027?

Hosting a Mid-Maine Chamber Business After Hours event should be one of your goals!

Be creative: if you don't have the space, or the budget, plan to partner with another Chamber member business.

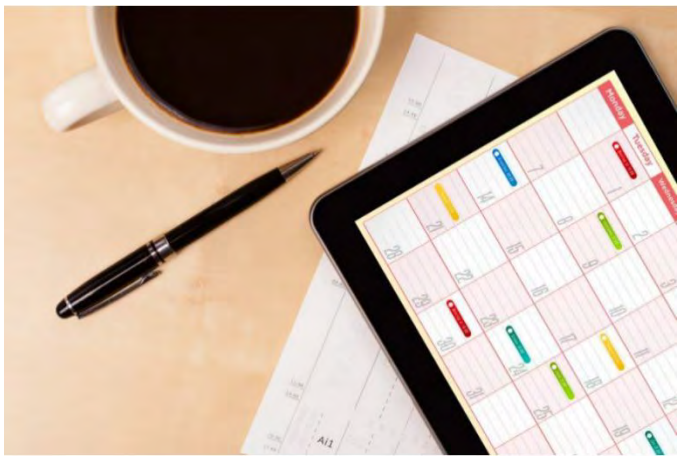
A Business After Hours event:

- **Offers great exposure for your business**
- **Improves networking opportunities**
- **Brings your business top of mind with prospective customers**
- **Identifies you as a major participant among area businesses**

Complete your application now –

Go to www.midmainechamber.com/Business After Hours for the application form.

Please specify desired dates and submit asap as the schedule will be developed shortly.



For more details on this exciting opportunity, contact:

Cindy Stevens, Program Director at 873-3315 or cindy@midmainechamber.com.

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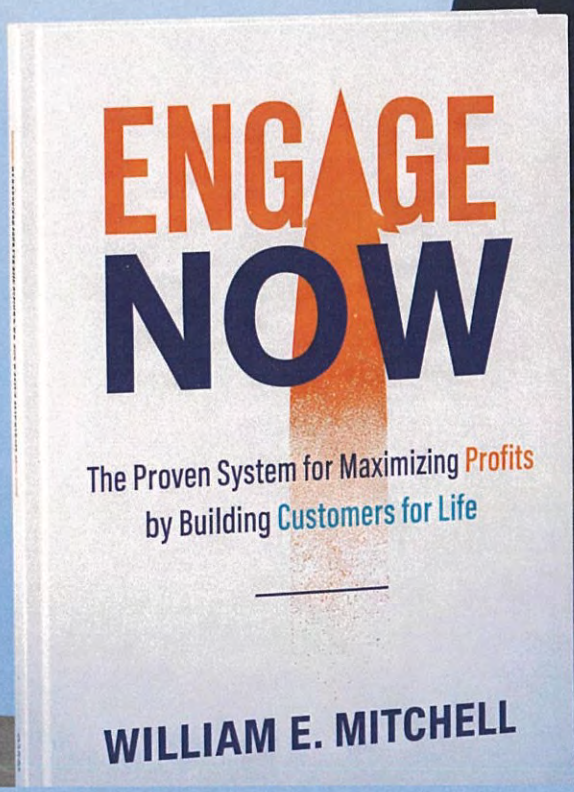

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EVENTS CALENDAR

Nov. 3: **Maine Public's Literacy Tour-Daniel Tiger, 3:30-4:30 PM**
Waterville Public Library, 73 Elm St., Waterville

Nov. 4: **MMCC Ribbon Cutting: Madlyn's Consignment, 3 PM**
46 Main St., Waterville

Nov. 5: **MMCC Ribbon Cutting: KVCAP King Street Apts., 1 PM**
52 King St., Waterville

Nov. 6: **MMCC presents Ladies Night Out! Dance, 7-10 PM**
Best Western Event Ctr., 375 Main St., Waterville

Nov. 6: **Temple Academy Fall Fest, 5-8 PM**
60 West River Rd., Waterville

Nov. 12: **MMCC Business Breakfast-Brand Storytelling, 7:15-9 AM**
Best Western Plus, 375 Main St., Waterville

Nov. 13: **Maine Policy Ins.-Freedom & Opportunity Lunch, 12 PM**
Holiday Inn by the Bay, 88 Spring St., Portland

Nov. 14: **National Theatre Live presents Golden Boy, 12 PM**
Maine Film Center, 93 Main St., Waterville

Nov. 16: **Waterville Elks BINGO, 6 PM**
76 Industrial Rd., Waterville

Nov. 20-22: **Festival of Trees, Fri/Sat: 10 AM-7 PM, Sun: 10 AM-5 PM**
KVCC, Carter Hall, 92 Western Ave., Fairfield

Nov. 27-29: **Festival of Trees, Fri/Sat: 10 AM-7 PM, Sun: 10 AM-4 PM**
KVCC, Carter Hall, 92 Western Ave., Fairfield

Nov. 28: **MMCC Shop Small Saturday, all day**
Throughout the greater Waterville area

Nov. 28: **Parade of Lights, 6 PM**
Starts: Winslow H.S. / Ends: TBL Aesthetics, Waterville

Did you know that chamber members can add their events to our online calendar?

To learn more:
Sabrina@midmainechamber.com

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NATIONAL CIVICS BEE RECAP

Marin Larsen of Harpswell, who represented Maine at the National Civics Bee Championship in Washington, D.C., placed an incredible 8th out of 52 contestants nationwide!

Marin earned her spot on the national stage after winning Maine's first-ever State Civics Bee, hosted by the Mid-Maine Chamber of Commerce at Colby College this past June.

We're honored to have played a part in Marin's journey and excited to see Maine's next generation of leaders making their mark!

Way to go, Marin! We are so proud of you.

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MEMBER SPOTLIGHT: Standard Management Company

Standard Management Company (SMC) manages residential rentals for small investors and absentee owners across central and western Maine. Founded in Waterville in 2019 by Brett Brockway and Srini Subramanian, the company now looks after about 350 apartments in more than 20 towns, from Augusta and Waterville to Skowhegan, Rumford and Lewiston-Auburn.

STANDARD MANAGEMENT CO.

SMC handles the full cycle of owning a rental: marketing vacant units, screening applicants with full credit and background checks, maintenance, signing leases electronically, collecting rent, repairs and renovations and sending owners a clear monthly statement.

Three things set SMC apart. First, owners keep their own money: rent is deposited into the property owner's bank account, not held in a company account. Second, SMC is extremely responsive. Tenants can reach the company 24 hours a day, seven days a week, and owners get quick answers to their questions. Third, SMC runs its own in-house maintenance crew. Instead of handing every repair to an outside contractor and waiting, SMC sends its own technicians at published hourly rates. Emergencies such as no heat or an active leak are handled right away, and non-emergency work over $500 waits for the owner's approval.

SMC publishes its pricing. Management fees run 6 to 10 percent of rent collected, depending on portfolio size, and no fee is charged while a unit sits vacant.

The company also shares what it learns. Its free Central Maine Rent Report lists median rents by bedroom count for Waterville, Winslow, Oakland, Fairfield, Augusta, Skowhegan and Rumford, drawn from the units SMC manages. Owners and employers relocating staff use it to price units and plan moves.

Owners weighing whether to hire a manager can request a free rental evaluation: an estimate of market rent and what management would cost for their building.

Contact: (207) 314-8021 | bbrockway@standardmanagementco.com | standardmanagementcompany.com

Disclaimer: Mid-Maine Chamber's INTOUCH newsletter is published monthly as a benefit to members and affiliates. All member news is compiled and submitted solely by our members; therefore, we reserve the right to omit and/or edit as appropriate and cannot guarantee complete accuracy of all announcements. Sponsorship inserts do not necessarily reflect the position of Mid-Maine Chamber of Commerce.