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Publication Dates  
September,  
December,  
March & June

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Deadlines for  
article submission  
8/15, 11/15,  
2/15, & 5/15

This newsletter is  
distributed to  
members & friends  
of the  
New England  
Association of  
Chamber of  
Commerce  
Executives

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• [www.neacce.org](http://www.neacce.org) •

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## NEACCE Scholarships Available!

The New England Association of Chamber of Commerce Executives (NEACCE) offers annual scholarships ranging from \$500 to \$750 for professional development. The Institute for Organization Management, IAM, Economic Development Institute, and ACCE management conferences are all eligible programs of study. Scholarships are also available for NEACCE conferences.

NEACCE awards scholarships in order to promote continuing professional education in Chamber of Commerce management. Attendance at professional development programs, coupled with participation in NEACCE conferences, provides an important opportunity for executive development. For this reason, applications will be heavily weighted by an applicant's professional involvement in NEACCE and other related professional organizations.

### Rules

- Applicant must be a current member of NEACCE.
- Applicant must be a full time employee of a Chamber of Commerce within one of the six New England region states.
- NEACCE will designate one of the four Scholarships to a first year attendee of the Chamber Institute.
- No applicant may receive more than one Scholarship.
- The scholarship award will be paid by NEACCE to the recipient's Chamber of Commerce in time for payment to be forwarded to the designated professional development program.
- Applicants must complete the application form; completion includes attachment of the essay and confirmation letter.
- Financial need will not be a determining factor in the selection of scholarship recipients.
- The scholarship must be used in the year it is awarded.
- Applications for scholarships in 2010 must be received by the chairman of the Scholarship Committee by **March 19, 2010**.

Go to [www.neacce.org](http://www.neacce.org) and click on "Scholarships" for an application and instructions.

## NEACCE-Quebec Trade Meeting Update

At the fall 2009 NEACCE conference, several members of the Board were available to meet with a small delegation from Canada interested in discussing NEACCE's participation in a program they refer to as "Trade Corridors." I subsequently was asked by the NEACCE outgoing and incoming Chairperson of the Board if I would assist in helping to learn more about Quebec's interest with NEACCE.

One of the participants, Claude LaMarre, special advisor to the Trade Corridors program, met with me in January to further discuss NEACCE's participation. Recognizing the historical relationship Quebec and New England have shared over the years, Quebec is interested in expanding the program for economic growth and trade opportunities throughout New England and believes that NEACCE is the vehicle to assist.

Cooperative trade agreements, which have been entered into by the Federation of Quebec Chambers of Commerce and New York chambers creating the Quebec-New York Trade Corridor. Similar cooperative agreements have been signed with Vermont and New Hampshire.

Overall, I believe this discussion can be summarized simply by saying that the goal is to do more business together, encouraging our businesses to buy from Quebec industries and work with them. Likewise, I stressed that Quebec industries and businesses must buy from New England companies. The job of NEACCE is to create the awareness of opportunity. I am awaiting notice from Claude when he will be back here and will inform the Chairperson and Tim Sink of that date and location.

*Joe Bevilacqua*  
*Merrimack Valley Chamber of Commerce*

## NEACCE Launches Ambassador Program

NEACCE is committed to providing a support system to chamber executives. To help achieve this mission, a new "Ambassador Committee" was established. Seasoned chamber executives will serve as mentors and will reach out to chamber executives who are new to the chamber industry, or those who have been promoted and now assume a leadership role within their Chamber. The goal is to provide professional assistance, share ideas, serve as a sounding board, answer questions and basically help support the executive in their new position.

Attempts will be made to match chambers of similar membership sizes and/or similar types of communities (population, industrial based community, tourism based, etc.).

Mentor Responsibilities: 1 year commitment to program, 4 contacts per year to mentee.

- 1) Make initial welcome/intro call to mentee. Find out their background, what they are facing as their biggest challenges with their chamber, offer advice, give them your contact information, etc. Outline your own expertise and advise them to call on you for help/support when needed. Be accessible, provide sample printed materials or event information if requested.
- 2) Contact the mentee via phone 3 more times during the year. Check in to show support, encourage them to get involved by attending NEACCE conference or their state association events, meet them at a NEACCE event and introduce them to others, etc.

Since the program was first introduced at the NEACCE conference, four “matches” have been established. They are:

<u>Date</u>	<u>Mentor</u>	<u>Mentor Chamber</u>	<u>Mentee</u>	<u>Mentee Chamber</u>
12/09	Marji Graf	Okemo Valley Regional	Judy Sullivan	Old Saybrook, CT
12/09	Nancy Dudchik	Hamden, CT	Joe Iacoi	S. Kingstown, RI
2/10	Wendy Northcross	Cape Cod Chamber, MA	Heather Paliotta	Charlestown, RI
2/10	Karla Driscoll	N. Kingstown, RI	Nancy Gray	Greater Norwich, CT

Anyone interested in serving as a mentor or receiving support as a mentee should contact Lisa Konicki at LKonicki@westerly Chamber.org.

## Job Opening

### President/CEO: Greater Gardner Chamber of Commerce

**Description:** Reporting directly to the Board of Directors, the President serves as th Chief Executive Officer of the Greater Gardner Chamber of Commerce. Responsible for overall operation of the chamber including, but not limited to, planning, policy development, financial management, market development, promoting and enhancing the economic well-being of the members.

**Requirements:** Bachelor’s degree, advanced degree preferred. Three years of chamber equivalent experience preferred. Management experience required. Position requires a dynamic individual who can work and motivate effectively with people at all levels, in a complex environment. Compelling and effective public speaking skills and a strong initiative are mandatory to succeed. This position requires attendance at a wide variety of meetings and seminars held both during the day and evening.

Please send your resume and letter of interest to Ken Tomasetti, Chairman, Greater Gardner Chamber of Commerce, 210 Main Street, Gardner, MA 01440. Email to: epenney@gardnerma.com.

# CALENDAR OF EVENTS

## November 7-8: **SAVE THE DATE! 2010 NEACCE Conference**

Where: New Bedford, MA. Theme: "Innovation."

The program will focus on the New England Innovation Economy as well as how Chambers of Commerce are supporting innovation in their communities and profiling new or innovative practices within the chamber industry. The NEACCE Board and the Conference Planning committee are putting together an outstanding agenda with relevant professional development topics, great speakers, and wonderful networking opportunities. Stay tuned for more information!

### Board of Directors

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Administrator, Ex Officio	Timothy G. Sink President, Greater Concord Chamber of Commerce, NH tsink@concordnhchamber.com

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