



Jan. 18, 2023 – Broadway & Zoom Meeting, 12:15

President Megan welcomed everyone to the Rotary Club of Dover

Thanks to Doug L. and Harry C. for picking up lunch.

Program – Margaret Joyce, President Greater Dover Chamber of Commerce

Margaret Joyce was named president of the Greater Dover Chamber of Commerce in January 2019. Her 30-plus years of experience include working across several divisions at the State of New Hampshire including Economic Development, Travel and Tourism Development, and most recently, Emergency Services and Communications. Margaret has directed non-profit association experience from her tenure at the New Hampshire Travel Council, the New Hampshire Lodging and Restaurant Association, and Coe-Brown Northwood Academy. She earned her bachelor's degree in journalism from Boston University and her master's degree in public administration from the University of New Hampshire. She currently serves on the board of directors for the Cooperative Alliance for Seacoast Transportation (COAST) and resides in Nottingham with her family.

Margaret distributed copies of the Chamber's annual booklet, a newly developed rack card for info on the Chamber, and a new, one-page "Year in Review" snapshot. The Dover Chamber, founded in 1920, was not able to celebrate 100 years in 2020 due to the pandemic but her experience in crisis communication at the state was very helpful. The Chamber lost members during that time but has slowly come back to 450 members and is working to get to 500, the "sweet spot." Currently there are 1,352 businesses in Dover with new businesses coming all the time - lots of room for growth. Chamber is a 501(3)6. Got funds from NH state - was not eligible for federal support.

Upcoming Meetings & Events

Meetings:

Jan. 25: Judge Tina Nadeau will discuss how the courts are dealing with the mental illness crisis

Guests: none

Pledge: Norm H.
4-Way Test: Kathy F.

Today's newsletter authored by Jim V.

Each Chamber has its own personality, e.g. some are focused on tourism, cities focused on business. The Dover Chamber is very community focused with a strong presence exemplified by the frequent use of the Chamber offices for meeting space by small businesses and nonprofit groups. They also held a Drive for Ukrainian donations last year and collect plastics for the Lions Club to make into benches.

Community events are huge. The Hampton Chamber does Seafood Festival – gate fee charge earns about \$160,000, plus vendor fees. Dover events are free and open to the public – depend on sponsorships. Festival of Trees, Summer Concerts, Apple Harvest Day. Sponsorships make Dover an attractive place to “live, work, play.”

Role of the Chamber is to make the community a vibrant place so that businesses will come here. The crux of their work is to help business grow and thrive. Morning mixers, business after hours, are welcoming to all parts of the business community (including nonprofits). Services to businesses – e.g. annual economic summit, mental health partnership, housing, often as a convenor of people/experts.

Chamber is not for everyone – members need to be engaged to get benefits. Dover is not peopled heavily by hospitality industry. Dover is also not a tourist destination, but we do have a lot to offer. Many restaurants, for example, are not members; they have a tight margin, money might be better spent by belonging to another organization. Margaret is always looking for ways to engage non-members.

Other community activities:

- Citizens Leadership Academy – work closely with city officials, no charge
- Historic Walking Tours – Cathy B. has taken over, 4 last summer, first tours since COVID

Q & A:

What about Farmer’s Market at Chamber parking lot?

Not coming back this year. Under new management by Seacoast Locale. May be moving to Somersworth

Has the Chamber ever considered “councils” within the Chamber, given diversity of membership?

Chamber has subgroups/committees, but don’t use the term council: government affairs committee, business & education partnership.

Idea from Melissa at the Chamber– celebrate kids going into the workforce. Program of B&E Partnership Committee that will happen for the first time this year.

NOTE – Our Rotary Club started a fund - Vocational Training & Tools Grant - to provide support for kids/adults who are going into the trades. This may be a possible partnership with the Chamber.

Announcements

Willard Warming Center is looking for meal donations. Sign up at <https://signup.com/go/xaWRjPB>

Bingo: Last week we hosted 103 players and sold 25 boxes. Sign-up via the January link if you're able to help out: <https://www.signupgenius.com/go/10C0F49AEAF22AAF5C61-january1>

BINGO committee meeting after today's lunch. **Sheila handed in a check for December, \$21,000.**

Int'l Committee – Gregg will be setting up a meeting.

Happy Bucks

Gregg D. for grandson who was student of the month

Nancy B. for Chamber of Commerce

50/50 drawing: \$80, Cathy, drew the 10 of Hearts. Pot Grows!

January Birthdays:

Dick C. Jan. 4

Ken P. Jan. 6

Megan K. Jan. 8

Nathania S. Jan. 10

Cate R. Jan. 29

Dave K. Jan. 30

Jonathan N. Jan. 30

January Anniversary:

Jay S. 31 years