



Gorham Business Exchange 2010 Annual Report

GBE promotes business in Gorham and business involvement in the Gorham community.

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Board of Directors

David Willis
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Rob Lavoie
Dylan Knight
Jeff Pike
Shirley Douglas
Kelly Flagg

Dede Perkins
Executive Director

President's Report



*When you're
finished changing,
you're finished.*

~ Benjamin Franklin

2010 proved to be a year of change for our organization as the Board of Directors voted to introduce a new name and logo in September of this year. As a board, we are excited about our new name – the Gorham Business Exchange – and our new logo, which is based on the Gorham Marketplace design. Thank you to Shirley Douglas for her hard work on the new look. It's important to note that although our name and logo have changed, the Gorham Business Exchange's mission remains the same – to support and promote Gorham's business community in a pro-active and responsible manner.

While our brand image changed in 2010, GBE's commitment to being a "green" organization did not waver. We increased use of e-mail, Facebook, Twitter, PayPal and our website to distribute information and process transactions. If you are not yet one of our 75 fans on Facebook, please take a moment to become one; we will continue to update our fans with upcoming events and post event photos/wrap-ups.

At the end of 2010, we began putting together the 2011 Gorham Business Directory. The directory provides our members with great exposure as we circulate more than 1500 directories to Gorham consumers. Members also have the option to display their ads on our web directory. We work hard to keep our site updated; please check us out at www.gorhambusiness.org.

Thanks to the hard work and dedication of our co-chairs Rob Lavoie and Katie O'Brien and their committee, our annual Gorham Marketplace was a huge success. What an amazing opportunity for our community to meet the faces behind numerous Gorham businesses, enjoy our talented local performers, and grab a bite to eat from local food vendors. Special thanks to Jesse Coleman for being the voice of the 2010 Gorham Marketplace.

Our monthly member meetings gave our members a chance to learn, network, and at times, laugh. We learned about Bookkeeping and Business Information Management, the 2010 Economic Forecast, and Attitudinal Excellence as well as a number of other topics. Thanks to our many presenters and our venue hosts - Gorham Savings Bank and Moody's Collision Centers.

If you asked yourself why we laughed at meetings, you must have missed our June reception. On a rainy night in June, our members were treated to tapas, delicious margaritas, reggae, and our hosts, David Douin, Rob Lavoie and crew dressed in full Bob Marley outfits.

At our annual Business Person of the Year reception, hosted by Crockett Furniture, we honored Mary Kroth-Brunet of Back In Motion Physical Therapy. We are fortunate to have people like Mary who choose to do business in Gorham. Congratulations again, Mary, on this well deserved recognition.

Our 9th annual Fore-a-Scholarship Golf Scramble gave our members a chance to show off their golf skills for a good cause. We were able to provide two scholarships to graduating Gorham High School seniors, Jason Badeau and Bao Thai. Thank you to all of our volunteers, sponsors, and participants who made this event possible. We look forward to seeing you again in 2011!

September's Chili and Chowder Cook-Off reminded us that our group is filled with talented individuals both in their respective businesses and in the kitchen. Our event saw 18 entrants vie for the coveted spot of Top Chef. This year's competition was so close we decided to award Judges' Choice and Peoples' Choice awards in both chowder and chili categories. Congratulations to our winners: Thatcher's Sports Pub, Hannaford, Norway Savings Bank, and St. Joe's Coffee.

We are lucky to have a fantastic relationship with our "friends on the hill," The University of Southern Maine. In March 2010, USM hosted our Gorham Marketplace for the 13th time. In addition, USM hosted our October meeting – a luncheon and presentation from President Selma Botman in the university's new "green" dorm.

The holidays wouldn't be the same without GBE's Annual Holiday Reception in early December. Special thanks to our hosts, Flaggship Landscaping and Nappi Distributors for a wonderful 2010 party. Thanks to Matt Mattingly of PineCrest Inn, John Jollata of Amato's and Carson Lynch of Gorham Grind for helping out with the food and holiday cheer.

One thing that has not changed throughout the years is Gorham Business Exchange's reliance on the generosity of our local businesses and community members. We are always in need of space for meetings, sponsorships for our events, and members willing to share their time and expertise on our event boards. Thank you to each and every member for making Gorham a special place to do business, and thank you for making the Gorham Business Exchange possible.

David Willis, President

SPECIAL THANKS...

Thank you to **Crockett Furniture, Chiropractic & Massage Clinic of Gorham, David Douin & Associates, Flagship Landscaping, Nappi Distributers, Gorham Recreation, USM, Gorham Savings Bank, and Moody's Collision Centers** for hosting membership meetings and receptions.

Thank you to **Gorham Times, Go-Cat, American Journal, Portland Press Herald, and WMTW** for getting our news to the community.

Thank you to **Shirley Douglas, Douglas Design** for her work on GBE's new logo.

Thank you to **USM** for their continued support of GBE. In particular, we'd like to thank them for allowing us to use the Costello Field House for Gorham Marketplace 2010.

Dede Perkins, *Executive Director*

FINANCIAL REPORT

Year Ending December 31, 2010

Submitted by Rebecca Winslow, Treasurer

INCOME

Membership Dues	\$12,892
Registration Fees	\$14,347
Sales	\$19,337
Total Income	\$46,576

EXPENSES

Advertising/Marketing	\$10,314
Community Contributions	\$ 4,364
Event Fees	\$12,345
Total Office/Operations	\$17,826
Total Expenses	\$44,849

NET INCOME \$ 1,727

Gorham Business & Civic Exchange Statement of Purpose

- Promote and maintain a positive business climate in and about the Town of Gorham.
- Help local residents, local businesses, and other business consumers meet their business needs within the Gorham business community.
- Provide a resource of information about the Town of Gorham, its business community and its member businesses, and to provide and disseminate such information to interested parties and consumers.
- Assist in the growth and development of existing businesses and the establishment of new businesses in the Gorham community.
- Provide a forum for discussion of issues of importance to members of the Gorham business community, as well as a vehicle for communicating members' opinions and views of business issues to other decision makers and the community in general.