



Business and Industry Association
New Hampshire's Statewide Chamber of Commerce

(<http://www.BIAofNH.com>)

E - B R I E E F

Promoting a healthy climate for job creation and a strong New Hampshire economy



(<http://www.nhbluebook.com>)



(<http://www.biaofnh.com/>)

(<http://www.biaofnh.com/new-hampshire-rxcard.html>)

DISCOUNTS ON THE PRESCRIPTIONS YOUR INSURANCE WON'T COVER



The NH Rx Card offers prescription discounts at major pharmacies on most drugs, even those not covered by your health insurance plan. The NH Rx Card is free to BIA members.

Click for details and download your own card today!

(<http://www.biaofnh.com/new-hampshire-rxcard.html>)

February 8, 2017

Early registration price ends tomorrow for Small Business Day

With opening remarks planned by the Governor and Senate President, BIA's 12 annual Small Business Day is slated for this Friday 7:30 AM - 12 PM, at the Concord Holiday Inn. Register (<http://web.biaofnh.com/events/Twelfth-Annual-Small-Business-Day-282/details>) by tomorrow to save \$10 on the at-the-door price. The [agenda](http://web.biaofnh.com/External/WCpages/WCWebContent/WebContentPage.aspx?ContentID=2042) (<http://web.biaofnh.com/External/WCpages/WCWebContent/WebContentPage.aspx?ContentID=2042>) includes talks on financing and contracting opportunities, and tax and health insurance challenges. Listen to experts...meet your peers.

No change in NH's high electric costs for another month

The latest [stats](http://www.eia.gov/electricity/monthly/epm_table_grapher.cfm?t=epmt_5_06_b) (http://www.eia.gov/electricity/monthly/epm_table_grapher.cfm?t=epmt_5_06_b) from the US Energy Information Association shows NH's electric costs are still 53.5% higher than the national average. That's the same as the previous month. Throughout 2016, NH's average has been between 51.8% and 59.3% higher - with the steepest rates coming during the winter months.

Hit the slopes with BIA

Please join us for our first-ever BIA Ski, Play & Stay, March 16-17th, at the elegant and historic [Wentworth Inn](https://www.thewentworth.com/) (<https://www.thewentworth.com/>), Jackson. Take advantage of our exclusive **BIA member-only** rate of \$128/night for standard room accommodations & breakfast (plus tax, double occupancy, March 16th only.) Extend your stay through the weekend for only \$138/night standard room accommodations & breakfast (plus tax, double occupancy.) Call 800.637.0013 and mention "BIA Ski, Play & Stay" rate when booking.

You don't know the legislature without the Blue Book

(<http://www.nhbluebook.com>) The easy way to pre-order your copy of *The Handbook of New Hampshire Elected Officials*, aka The Blue Book, is to go to our new website, www.nhbluebook.com (<http://www.nhbluebook.com>). This book is the definitive guide to lawmaker photographs, bios, contact information, and their legislative priorities. At www.nhbluebook.com (<http://www.nhbluebook.com>), you can place orders for either

<http://www.biaofnh.com/new-hampshire-rxcard.html>)



delivery or pick-up. (For purchase orders, checks, or special rates on multiple copies, [email us \(mailto:labombard@biaofnh.com\)](mailto:labombard@biaofnh.com) or call 224-5388 x 100.) Books are scheduled for printing shortly.

This trip to China looks fine!

Come with BIA & the Concord Chamber on an unforgettable nine-day trip to China! Visit Beijing, Shanghai, Hanzhou and more! This October once-in-a-lifetime adventure is *only* \$2,199 double occupancy. Go to our special [China trip page](#)

<http://www.biaofnh.com/china.html>) for more details. To book your place, contact [Tim Sink \(mailto:tsink@concordnhchamber.com\)](mailto:tsink@concordnhchamber.com) at 224-2508.

The importance of early childhood investment

Sponsored by BIA, the research looks at connections between preschool and economic development. The NH Forum on the Future will present its new report, *Making the Case for Investment in NH's Children*, Feb 16 at the Bedford Village Inn. [Registration \(https://app.certain.com/profile/form/index.cfm?PKformID=0x2518736b774\)](#) is open.

Warm enough for you?

With the volatility of the New England energy market, NH businesses need to find new and creative ways to mitigate risk and manage costs. The [BIA Energy Program \(http://www.usourceenergy.com/nhbia/\)](#), powered by Usource, offers a full range of integrated energy solutions for its member businesses.

Being in the BIA helps you provide better service

As a member of the BIA, you already know many of the great benefits of being part of the statewide chamber of commerce. But did you know it can help you provide better service to your customers, clients, and employees? [Listen to Susanna Whitcher Fier \(http://r20.rs6.net/tn.isp?](#)



[e=001nP_HsVYNJrzuJ6A_QYw8caqvLrqfwItcNkIaC4voTIDuxAfd-m64Dj_LFYeM6l-denx-iYOO9640-BefdrbwWhipPGCroWnOKWIqt1yJ5t2Ty6rz3M6Cw==](http://r20.rs6.net/tn.isp?e=001nP_HsVYNJrzuJ6A_QYw8caqvLrqfwItcNkIaC4voTIDuxAfd-m64Dj_LFYeM6l-denx-iYOO9640-BefdrbwWhipPGCroWnOKWIqt1yJ5t2Ty6rz3M6Cw==)) of Elliot Health Systems explain why BIA is her "copilot."

MEMBERSHIP NEWS

Policy committees

Monthly policy committee meetings are held at the BIA office, 122 North Main Street in Concord. To join a committee, log in to the [Members Only](https://bianhassoc.wliinc23.com/external/wcpages/wcportal/portallogin.aspx) (<https://bianhassoc.wliinc23.com/external/wcpages/wcportal/portallogin.aspx>) section of our website and click **Join a Committee**. If you do not have login credentials, please contact us at 603.224.5388 x100 or by [email](mailto:frontdesk@biaofnh.com) (<mailto:frontdesk@biaofnh.com>).

Policy committee schedules

Economic Development & Fiscal Policy - 2/10, 8-9:30 AM

HR, Health Care, & Workforce Development Policy - 2/17, 8-9:30 AM

Manufacturing & End Users Policy Committee - 2/21 - 8-10 AM

Know a business interested in membership?

We welcome your referrals. Vice President of Membership Development [Christine Ducharme](mailto:cducharme@BIAofNH.com) (<mailto:cducharme@BIAofNH.com>) can answer questions and provide information to interested businesses about the benefits of joining New Hampshire's largest, broad-based business advocacy organization. [Email](mailto:cducharme@BIAofNH.com) (<mailto:cducharme@BIAofNH.com>) or call 603.224.5388 x113.

Welcome new members!

A warm welcome to our newest BIA member firms. Please visit our [New Members](http://web.biaofnh.com/directory/results.aspx?NewMemberSearch=true&adkeyword=NewMember) (<http://web.biaofnh.com/directory/results.aspx?NewMemberSearch=true&adkeyword=NewMember>) section to view the list of our most recent members.

Job postings

BIA is pleased to help our members promote job opportunities available within their companies. If you have open positions that you would like us to post in E-Brief for free, please email the information to [Kevin Flynn](mailto:kflynn@BIAofNH.com) (<mailto:kflynn@BIAofNH.com>).

[Payroll Specialist](http://www.indeed.com/cmp/Kalwall-Corporation/jobs/Payroll-Clerk-ac6460869d058906?q=Payroll+clerk) (<http://www.indeed.com/cmp/Kalwall-Corporation/jobs/Payroll-Clerk-ac6460869d058906?q=Payroll+clerk>) - Robert R Keller & Associates

Marketing opportunities for BIA members

If you advertised here, you'd already be seen now. Why not use E-brief to promote your own services to 4,000 business leaders? [Learn more about these opportunities](http://www.biaofnh.com/advertising-opportunities.html) (<http://www.biaofnh.com/advertising-opportunities.html>).

Membership directory

As part of your BIA membership, you receive a **free listing** in our online business directory. This can help generate referrals to your business. And, because our business directory is searchable by a number of fields, it allows potential customers to find you using a variety of search criteria.

To view your business directory listing, visit the [Membership Directory page](http://web.biaofnh.com/search) (<http://web.biaofnh.com/search>) on our website and type in your business name. To update your listing, log in to the [Members Only portal](https://bianhassoc.wliinc23.com/external/wcpages/wcportal/portallogin.aspx) (<https://bianhassoc.wliinc23.com/external/wcpages/wcportal/portallogin.aspx>) for your organization. If you have questions, need assistance, or need to obtain your company's login information, call 603.224.5388 x100.

UPCOMING EVENTS

Twelfth Annual Small Business Day

Register (<http://web.biaofnh.com/events/Twelfth-Annual-Small-Business-Day-282/details>) now for this informative event. Feb 10, 7:30 AM - 12 PM. Holiday Inn, Concord.

NH Forum on the Future

Organizers will present their new report, "Making the Case for Investment in NH's Children," Feb 16, 8 - 10 AM, Bedford Village Inn. BIA is a sponsor of this event (<https://app.certain.com/profile/form/index.cfm?PKformID=0x2518736b774>).

BIA Ski, Play & Stay

March 16-17th, [Wentworth Inn \(https://www.thewentworth.com/\)](https://www.thewentworth.com/), in Jackson. Call 800.637.0013 and ask for the BIA rate (\$128/night for standard room accommodations & breakfast (plus tax, double occupancy, March 16th only) when booking.

Croissants and Crossover

Join us (<http://web.biaofnh.com/events/Croissants-and-Crossover-283/details>) for this midseason look at the legislative session. April 07, 7:45 - 9:30 AM at the Grappone Conference Center, Concord.

BIA Annual Business Meeting & Member Reception

May 11, 4:30-7:30 PM. Radisson Hotel, Manchester.

2017 NH Waste Management Seminar

May 24, 8 AM - 4 PM. Radisson Hotel, Manchester.

2017 BIA 104TH Annual Dinner

October 18, 4:30 - 8:30 PM. Radisson Hotel, Manchester.