

Dividends

GREATER
PORTSMOUTH
CHAMBER OF COMMERCE
GET CONNECTED

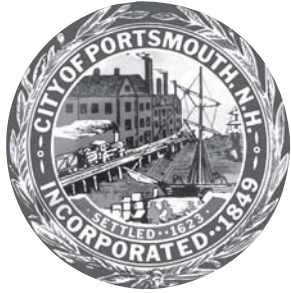
APRIL 2009



GREATER PORTSMOUTH CHAMBER OF COMMERCE



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State of the City Breakfast Planned for May 6

City Officials to Cover Wide Range of Projects, Programs

The 2010 budget, sustainable practices and new construction in the downtown are just a few of the topics planned for the “State of the City” Breakfast Forum, scheduled for 7:30-9 a.m., Wednesday, May 6 at the **Sheraton Harborside Portsmouth Hotel**. The breakfast is part of the **Bank of America Speaker Series**.

Portsmouth City Manager John Bohenko will kick off the presentation with a discussion of the 2010 budget and an overview of state legislation that will affect citizens and businesses in the area. He will also review the various major projects within the capital improvement plan such as the new water treatment plant, the redevelopment of the Lafayette School into senior housing and the replacement of the fire station on Lafayette Road. Bohenko will also touch on some new developments at the Pease International Tradeport, the impact of the current economic downturn on Portsmouth and efforts to secure economic stimulus money for the city.

Joining Bohenko will be other city officials who’ll cover progress on the Portsmouth Middle School building project, department activities and issues; public safety, and challenges facing the Portsmouth Fire and Police Departments.

Cost of the breakfast is \$20 for Chamber members and \$27 for nonmembers. Those interested in attending may signup online at www.portsmouthchamber.org/

stateofthecity2009.cfm or RSVP by contacting the Chamber at (603) 610-5510 or via email at info@portsmouthchamber.org. ★

BDC Finalizes Plans for Educational Forum Series

Getting Most from Stimulus Money Focus of First Session

The Chamber’s business development committee has finalized plans for a new education forum series aimed at providing practical tools for surviving today’s tough economy.

The two-part series, entitled *Succeeding in a Challenging Economy—Tools You Can Use Today*, will kick off May 6 with *The 2009 Recovery Act: Fast Facts for Small Business—What you Need to Know and Where to Find Information*. The session will focus on what the government’s stimulus package means to local businesses including opportunities and incentives like the SBA 504 and 7a loan programs, temporary “fee-less” SBA loans, improved access to credit through SBA programs and tax incentives.

Attendees will also hear practical examples and receive handouts packed with practical information that may be put to use right away. The NH District Office of the Small Business Administration plays a key role in offering new economic incentives to NH small businesses and lenders alike.

The second educational forum, entitled *The Online Frontier: Economical Tactics for Your Business—Search Engine Optimization and Marketing & Social Media*, is set for May 20.

Both forums will be held from 3-5 p.m. at the **Regatta Banquet and Conference Center** located at 28 Levesque Dr. on Route 236 in Eliot, Maine. Admission to each forum is free for Portsmouth Chamber members and \$15 for nonmembers. For more details, speaker biographies and background on the educational series, visit www.portsmouthchamber.org/educationforums.cfm.

To reserve a seat, contact the Chamber at (603) 610-5510 or email info@portsmouthchamber.org. ★

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Restaurant Week Growing
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Economic Breakfast

Columbia Management
Economic Expert Says
Effects of Recession
Not Likely to End
Anytime Soon

CHAMBER STATS

March 2009

Web Hits:

2.04 million

Walk-ins:

837

(Chamber Visitor Center)

Mailings:

597

[PRESIDENT'S MESSAGE]

G R E A T E R P O R T S M O U T H C H A M B E R O F C O M M E R C E



Doug Bates, President

Spring has arrived and the Seacoast is coming to life. Warmer weather motivates us all to get out and go. That was certainly the case during the recent Restaurant Week Portsmouth which just wrapped up March 29. Initial results are still being tallied, but by all indications, each participating restaurant served nearly 200 prix fixe meals during the week-long event—see Page 3 for more details.

Good things are happening, in the City and at your Chamber. The first phase of the Portwalk Project will begin shortly with the demolition of the Sprague Energy Building and construction of a new extended-stay hotel. The City is working on several summer projects: the Bartlett & Islington Area Sewer Improvement Project, the State Street Reconstruction Project, and the Market Street Sidewalk Project (from the NH Port Authority to Michael Succi Drive). These projects will all be underway during our busy summer season, which brings some real challenges. While many wish that these projects could occur at a different time, our unpredictable New England weather and project costs

do not afford us that luxury. The Portwalk, Islington/Bartlett Street, and State Street projects are of sufficient complexity that collaboration and communication are essential for both the businesses and the contractors. The Chamber is working with its members and local business associations to manage the impact that these projects will have on our local businesses, and our visitors. We expect that this is going to be a long learning process for all parties who'll need to communicate and collaborate if we're to successfully work through these challenges.

The Government Affairs Committee is busy identifying a handful of bills that are likely to have a significant impact on local businesses and community. We have currently whittled the list down to eight pieces of legislation thanks to staff at the Dupont Group who have volunteered their expertise to help us through the maze of government process and procedure. To help us evaluate how to proceed, we'll be asking for your opinion on the issues through a series of surveys. As always, your input is critical to the Chamber's advocacy activities, so please get involved and participate when you see one of these issue-related surveys show up in your email. We recently closed out a survey on expanded gambling which is covered in an article on Page 3. Nearly 100 members participated in that survey, many providing write-in justification of their position. In the future, please take the time to respond so that we know how to position the Chamber to best serve you and your fellow members.

I would also like to remind you that Governor John Lynch will deliver his State of the State address at the Wentworth by the Sea on April 8 as part of the **Bank of America** Breakfast Forum Series. Please, if you have not, call for reservations - and of course bring your questions. On May 6th, we will hear about Portsmouth in the State of the City address at the **Sheraton Harborside Portsmouth Hotel**. Later that day, the Business Development Committee will host the first of two educational forums entitled *The 2009 Recovery Act: Fast Facts for Small Business—What You Need to Know and Where to Find Information*. The second seminar entitled, *The Online Frontier: Economical Tactics for Your Business—Search Engine Optimization, Search Engine Marketing & Social Media*, is set for May 20th. Both forums will be held from 3-5 p.m. at the **Regatta Conference Center** in Eliot. The two programs were a direct result of your suggestions and input gleaned from a BDC survey we sent out in January—we hope you take advantage of these opportunities you helped to create.

I have been asked many times over the past several months why our community appears to be doing so much better than others. I think some of the credit needs to go to our city manager and city council whose skillful management of the City's financial resources and development activities have positioned us to weather well the current economic storm. I like to think that Portsmouth's relative prosperity is also due to the involvement of citizens, both professionally and socially. We have such a wonderful quality of life because good people get involved and support those things that are important. We are fortunate to have a community where people care—it's why we're doing better than the others, and why we remain one of the best places to live and work in the nation.

Before I close, I'd would like to take the opportunity to thank Jim Jalbert of **C&J** for his dedication and service to the Chamber Board. He resigned this month so he could better serve as Chairman of the Board for the American Bus Association. We wish him well. I'd also like to welcome three new Chamber Board Members to the team: Shari Donnermeyer, account director for **Kirk Communications**; George Soderberg, general manager of the **Portsmouth Sheraton Harborside Hotel**; and Mike Daigle, president of **Data Risk, LLC**. These new board members bring a new set of skills and enthusiasm to what I feel is a committed and highly participatory Board. We are very grateful for their service and excited to welcome them aboard. ★

G R E A T E R
PORTSMOUTH
CHAMBER OF COMMERCE
GET CONNECTED

Greater Portsmouth
Chamber of Commerce
500 Market Street PO Box 239
tel (603) 436-3988 • fax (603) 436-5118
email: info@portsmouthchamber.org
www.ecoast.org

Leading the



Dividends is published monthly by the Greater Portsmouth Chamber of Commerce, and mailed to approximately 1,500 businesspeople throughout New England.

[DIRECTORS]

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Lynne Cote-Joyce, Mike Daigle, Diane Devine,
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Tour Coordinator
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Bea Ann Kendall
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[NEWSLETTER]

Editor/Writer/Production & Photography
Tom Cocchiaro

Publication Design
Brown & Co. Graphic Design

Printing/Prepress - Sir Speedy Printing Center

Printing and Pre-press services for Dividends are provided by Sir Speedy Printing Center, 800 Islington St. in Portsmouth.



Photo by Jeremy Heflin, Jeremy Heflin Photography

Pictured are members of the Chamber's Golf Tournament Committee who met recently to discuss details of this year's tournament set for June 12 at the Abenaki Golf Club in Rye, N.H. They are, left to right, Jessica McGondel, Tournament Headquarters; Tim Dabrieo, Waddell & Reed; Laurie Mantegari, Chamber events coordinator; Lisa Gainty, chair, Citizens Bank; Donna Downs, Edible Arrangements; Shannon Drew, Sheraton Harborside Portsmouth Hotel; Melissa Lezniak, Keller Williams Coastal Realty; Deb Rourke, Avery Insurance; Karim Durham, Global Technical Talent; and Dan Witham, also from the Sheraton.

Chamber GAC Surveys Members on Gambling

Vote Shows 60/40 Split in Nays Over Yeahs

In an effort to gauge member opinion on expanded gambling in New Hampshire, and to provide local legislators with critical information for debate, the Chamber's Government Affairs Committee conducted an email survey March 24.

The one-question survey, which read "Regarding gambling, do you support bringing a total of 15,000 video slot machines to Rockingham Park, three dog tracks including Seabrook, and two undetermined sites in the north of the state?" went out to roughly 1,350 members. Just over 90 respondents took the survey which showed 60 percent opposed expanded gambling and 40 percent supported it. More than 60 respondents took the time to explain their choices.

Comments ran from "restrictions fly in the face of our 'Live Free or Die' motto," and "I think it would be very destructive to the 'Quality of Life' that is such a hallmark of this area" to "gambling only masks the real problems... we need a state that promotes businesses, supports business and has the infrastructure and housing to support new businesses coming into our little part of the world."

Those interested in the results may see the formal survey breakdown and full list of responses at www.portsmouthchamber.org/gamblingsurveyresults.cfm. ★

Dividends Flyers Just Got Cheaper—Through June

Chamber Drops Flyer Price to Spur M2M Marketing

Members who book a *Dividends* flyer from now through June will get a 30-percent break on the standard cost of \$325. The Chamber moved to reduce the cost recently to support the marketing needs of members during these tough economic times. "We're hoping our members take advantage of the offer as the flyers provide a great opportunity to reach fellow members at a significantly low cost," said Tom Cocchiario, the Chamber's communications manager.

Cocchiario said that flyers go to more than 1,450 addressees monthly and that first-class postage alone to that many people would cost more than \$600—not to mention the cost of a mailing list, labels and the labor to "stick" and stuff envelopes.

The discounted cost of flyers for regular members will be \$225 through the June newsletter; cost for 501(c)(3) nonprofit members will be \$100. A contract, with all

program details, is available for download at www.portsmouthchamber.org/library.cfm.

Those with questions may contact Cocchiario at (603) 610-5520 or tcocchiario@portsmouthchamber.org. ★

Restaurant Week Grows Region's Popularity

Restaurateurs Report Tidal Wave of Diners for Event

There's no mistaking that Greater Portsmouth is a culinary destination given the growing success of Restaurant Week Portsmouth. The Chamber organized the event in collaboration with area restaurant owners in November 2008, and the latest edition just wrapped up Sunday.

"At our first Restaurant Week, we had 18 participating restaurants mostly in downtown Portsmouth," said Nicki Noble, Chamber tourism manager. "This time, we had 30 restaurants from Portsmouth, Rye, Exeter, Durham, Kittery and York Harbor, so it has expanded into the whole Seacoast region."

"Restaurant week was fantastic," said Massimo Morgia, owner of **Ristorante Massimo**. "It was a huge success for us, a lot of happy faces and a lot of new customers. My hat is off to everybody at the Chamber...the effort you put into it was incredible." Though many restaurateurs are still tallying their numbers, Noble estimated that an average of 188 guests visited each restaurant that has reported back to the Chamber so far.

Restaurant Week also drew thousands of potential diners and visitors to the Chamber's website which logged nearly 30,000 page views and menu downloads in March alone.

The Restaurant Week Portsmouth Kick-off Party on March 21st at the **Portsmouth Gas Light Co.**, organized by Laurie Mantegari of **Everyday Details**, also drew an unexpectedly high turnout—more than 150 attendees. Guests were treated to a taste of the week to come by participating restaurants **Blue Mermaid Island Grill, Epoch Restaurant & Bar at The Exeter Inn, Harbor's Edge at the Sheraton Harborside, McMenemy's Restaurant & Pub, Robert's Maine Grill, Rudi's Portsmouth**, and **Three Chimneys Inn**. Beer samples were provided by **Redhook Ale Brewery**. The evening's theme, "Eat, Drink, and Be Generous," raised \$500 for the **New Hampshire Food Bank**.

The Chamber thanks Restaurant Week sponsors **Seacoast Media Group, Favorite Foods, Taste of the Seacoast, PortsmouthNH.com**, and 101.5 WXGR for their support. ★

Calendar of Events



NH Gov. John Lynch

State of the State Breakfast with NH Gov. John Lynch

7:30-9 a.m., Wednesday, April 8

WENTWORTH BY THE SEA HOTEL
[588 WENTWORTH RD., NEW CASTLE, NH]

Make plans to join us April 8 to hear NH Gov. John Lynch present his State of the State message.

The special breakfast, part of the **Bank of America Speaker Series**, is set for 7:30 to 9 a.m., at the **Wentworth by the Sea --A Marriott Hotel & Spa**.

Gov. Lynch is expected to cover a number of business-related topics including challenges to the state as a result of the current recession and budget shortfalls, the proposed \$3 billion biennial budget, how federal stimulus money will be spent and state spending priorities. Some of those priorities, according to the Governor, are "protecting public safety; helping our most vulnerable citizens; educating the next generation; and preserving our quality of life."

For more on the breakfast, or to register online, visit www.portsmouthchamber.org/stateofstate2009.cfm. Cost of the breakfast is \$25 for members and their guests, and \$30 for non-members.

To RSVP offline, or for more information, contact the Chamber (603) 610-5510 or info@portsmouthchamber.org. ★

Bank of America 

Mid-Day Meet Pease

Connect and Network
at the Mid-Day Meet

11:30 a.m.-12:30 p.m., Friday, April 17

TWO INTERNATIONAL GROUP
[1 NEW HAMPSHIRE AVE., 3RD FLOOR
PEASE INT'L TRADEPORT]

Mark your calendar to network at the February Mid-day Meet hosted by **Two International Group**. The conversation is facilitated by volunteers to make it easy and fun to learn about other participants and those with whom they do business. Attendees will also get a chance to share their business stories and who they'd like to do business with. The networking forum usually draws more than 30 people, so come early to get a seat. For details, contact Salina McIntire at (603) 610-5514 or membership@portsmouthchamber.org. ★

stewart

Business After Hours

5-7 p.m., Thursday, April 23

STEWART TITLE COMPANY
[110 CORPORATE DR. STE. 1,
PORTSMOUTH, NH]

Join us April 23 for a visit to **Stewart Title Company**, a full-service title company offering residential as well as commercial property title searches, title insurance and closing services in the local area. The Stewart staff will be teaming up with cohost **Galley Hatch Catering** to create a special evening of networking for Chamber members and guests. Admission is just a business card. ★



State of the City Breakfast with Portsmouth Officials

7:30-9 a.m., Wednesday, May 6

SHERATON HARBORSIDE
PORTSMOUTH HOTEL
[250 MARKET ST., PORTSMOUTH, NH]

Mark your calendar to join us May 6 for the State of the City Breakfast Forum. The program will feature Portsmouth City Manager John Bohenko and other city officials who'll be talking about some of the upcoming projects and challenges facing the city. Bohenko is expected to talk about the impact the economic downturn has had on the city, and the city's efforts to secure some of the federal stimulus money coming to the state. He will also talk about the upcoming slate of construction and improvement projects that are likely to impact local businesses and visitors to the city.

Cost of the breakfast is \$20 for Chamber members and \$27 for nonmembers. For more background on the breakfast, or to RSVP, visit www.portsmouthchamber.org/stateofthecity2009.cfm or contact the Chamber at (603) 610-5510 or info@portsmouthchamber.org. ★

Education Forums

3-5 p.m., May 6 & 20

REGATTA BANQUET &
CONFERENCE CENTER
[28 LEVESQUE DR., ELIOT, MAINE]

Don't miss this opportunity to learn about resources available to support local business and the power of new media marketing at the Chamber's upcoming series of educational forums. The two programs coming up in May will feature representatives from the Small Business Development Center and marketing experts who'll show attendees how to leverage and promote their businesses.

To find out more, visit www.portsmouthchamber.org/educationforums.cfm. ★

vents

Sponsored By
Sir Speedy
 APRIL ★ 2009



technology roundtable

eBrew

5-7 p.m., Thursday, May 7

THE PRESS ROOM
 [77 DANIEL ST., PORTSMOUTH, NH]

Join us for the monthly eBrew at **The Press Room** on Daniel St. in Portsmouth. The event is open to the employees and guests of all local high-tech businesses and the local business community. Admission to the eBrew is free.

Sponsorship opportunities for the popular networking forum are always available. To find out more, please contact Tom Cocchiaro, the Chamber's communications manager, at (603) 610-5520 or tcocchiaro@portsmouthchamber.org. For more on Roundtable activities, visit www.ecoast.org. ★

Mid-Day Meet Downtown

11:30 a.m.-12:30 p.m., Friday, May 8

THE PAGE
 [172 HANOVER ST., PORTSMOUTH, NH]

Downtown businesses now have a facilitated networking venue in the Chamber's Mid-Day Meet Downtown. The monthly programs are hosted by **The Page Restaurant**. The meet follows the same format as the popular Pease program and is held the first Friday of every month. Conversation is facilitated by member volunteers to make it easy and fun to learn about other participants and those with whom they do business. Attendees will also get a chance to share their business stories and who they'd like to do business with. For more details, visit www.portsmouthchamber.org/middaymeet.cfm.

While the program is open to everyone, RSVPs are requested to insure adequate seating.

Those with questions may contact Salina McIntire the Chamber's membership manager, at (603) 610-5514 or membership@portsmouthchamber.org. ★

WHAT'S AHEAD

[APRIL]

8th

State of the State
 Breakfast with
 NH Gov. John Lynch
 Wentworth by the
 Sea Hotel

17th

Mid Day Meet Pease
 1 New Hampshire Ave.
 Pease int'l Tradeport

23rd

Business After Hours
 Stewart Title Company

[MAY]

6th

Bank of America
 Breakfast Forum
 State of the City Program
 Sheraton Harborside
 Portsmouth Hotel

6th

Educational Forum
 Regatta Banquet &
 Conference Center

7th

Monthly eBrew
 The Press Room

8th

Mid-Day Meet Downtown
 The Page

28th

Business After Hours at
 Duke Family
 Chiropractic

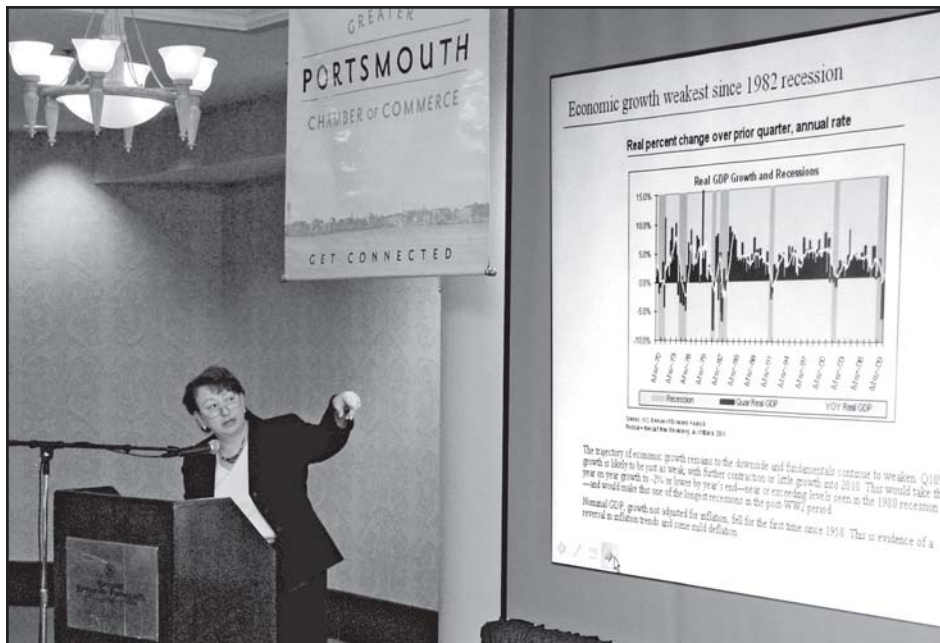
RENEWING MEMBERS

*The Chamber thanks the following
 for renewing their membership commitment*

- | | |
|--|---|
| Abercrombie & Finch | Lyons Law Offices, PA |
| Albacore Park | McMaster Agency |
| American Red Cross | Moe's Italian Sandwiches |
| Bayside Distributors, Inc. | Muddy River
Marketplace & Catering |
| Best Buy Company | Music Hall |
| Blue Mermaid World Grill | New England Dragway, Inc. |
| Charter Oak Capital
Management | Newick's Seafood Restaurant |
| City Year New Hampshire | NH National Guard |
| Clean Air - Cool Planet | Northeast Credit Union |
| Coastal Fitness | Ogunquit Museum of
American Art |
| Compass Points Consulting | Optima Bank & Trust Company |
| Condor Aerial Image System | Patriots Park Associates |
| Coughlin, Rainboth,
Murphy & Lown | Philbrick's Fresh Market |
| Daniel Webster College | Players' Ring |
| DeStefano Architects, PLLC | Pontine Theatre |
| EcoPhotography | Portsmouth Country Club |
| Exeter Inn | Portsmouth Hair
Care & Day Spa |
| Families First
Health & Support Center | Portsmouth Sign Co. |
| Furniture Medic | PortsmouthNH.com |
| Gentle Giant Moving Company | Rowley Company |
| Great Bay Marine, Inc. | Seacoast Airport Service |
| Here's Where | Seacoast Family 'Y' |
| Holiday Inn of Portsmouth | Seacoast Science Center |
| Idea Outfitters, LLC | Seacoast United Soccer Club |
| Integrated
Outsourcing Services | Seascape Construction &
Landscape, LLC |
| Judith F. Chimenti Insurance &
Financial Services | Springer's |
| Judy Percy Clark Interiors, LLC | Toscano & Ardito, P.C. |
| Jumper Classic | Wentworth Marina |
| Learning Skills Academy | Wilkinson Law Offices, PC |
| Luxury Chauffered Services | Wren's Nest Village Inn |

Columbia Management Economist Breakfast Keynote

Schofield Says Downturn a “Wake-up Call” for Change



Marie Schofield, managing director and senior portfolio manager for global asset allocation at Columbia Management, compares the conditions of past economic downturns to the current global economic crisis at the Bank of America Speaker Series Breakfast held March 18 at the Sheraton Harborside Portsmouth Hotel.

Don't count on the economy to improve anytime soon. That was the news delivered by Marie Schofield at the **Bank of America** Speaker Series Breakfast Forum held March 18 at the **Sheraton Harborside Portsmouth Hotel**. Schofield is managing director and senior portfolio manager for global asset management for Columbia Management Group, an investment component of Bank of America.

Schofield spent nearly 45 minutes describing the course of past economic downturns, comparing statistics taken from countries across the globe and making predictions about when the recovery might come. She said the current crisis is the worst since World War II and one that surprised the experts who didn't believe effects would be so far reaching in scope. Schofield predicted that the recession would continue through the end of 2009, but that job loss wouldn't slow until the end of 2010.

The veteran investor likened the recession to a multi-car pileup or “perfect storm” that began with fraudulent borrowing practices and poor underwriting standards, and continued with lax or absent regulation and little oversight over what she called a “shadow banking system.” She said another contributing

factor was that “consumers were extremely over extended—probably the most in history. And that puts people in a very precarious position going into a recession.”

She said that in this recession the Feds are worried about “asset price deflation” which has gone beyond falling home prices to affect “everything across the board.” She added that continued deflation “could take on a life of its own” dragging the economy down even further.

At the time of the breakfast, Schofield said business was hemorrhaging an average of 650,000 jobs a month, and that unemployment was at 8 percent and likely to rise to double digits before the worst is over. What's worse she said, jobs are generally the last thing to recover in deep recessions like the one currently in progress.

For more on the breakfast, surf over to www.portsmouthchamber.org/library.cfm. ★

Access Sports Hosts March After Hours

Hot Door Prizes, Haut Cuisine Highlight Event

More than 100 Chamber members and guests traveled to the home of **Access Sports Medicine & Orthopaedics** March 26 for an evening of fun, education and networking. The local rehab center staff got guests in the swing of the evening with a mini putting station and videos spotlighting common sports injuries and treatment options.

Serving from a backdrop of workout machines, Pilates balls and physiological charts, servers from Mahalos offered up a selection of culinary delights including a wheel of brie, fresh shrimp, crab cakes, bacon-wrapped scallops and other Seacoast favorites.

Some guests left the evening with more than ideas on how to mend tennis elbows and trick knees: **Dr. Danette Cole, Duke Family Chiropractic**, won a three-hour ride aboard a **Regal Limousine** carriage; **Jerry Monkman, EcoPhotography**, picked up two weeks of personalized training from Access; **Karisa Smart, Homewood Suites**, drew ski tickets to Bretton Woods; **Nikol Deyab, Ace Your Image**, won a \$25 gift certificate to The Meat House; **Dr. Kimberly Higney**, with Cardea Chiropractic, won an i-Pod Nano; and **Barbara Massar, Pro Portsmouth** drew the prize of the evening—a Tom Tom GPS unit.

Don Libby, Regal Limousine, won member-of-the-month honors for his company which will be featured on the Chamber's web site in April. ★



Eric Cimon, Access director of marketing and community relations, welcomes Chamber members and guests to the March business after hours.

Paradiza Owner **Gail Licciardello** invites members to her first Trollbeads Trunk Show set for April 17-19 at the store located at 63 Penhallow St. in downtown Portsmouth. The show will feature specials on the trendy Danish beads made of Italian glass and sterling silver, and refreshments for visitors. Extra staff will also be on hand to help customers design their own bracelets or necklaces. For more on the show, visit Paradiza or call (603) 431-0180.

Baker, Newman and Noyes recently announces the promotion of **Karl A. Heafield** to managing principal of the firm's Manchester, N.H. office. Heafield joined the firm in 2004 after working for several years at a large international firm in Boston. He is currently a principal in the BNN tax division. For more on the firm, visit www.bnnncpa.com.

Bresette + Company recently launched a new website for **Dare Mighty Things**, a management consulting company that develops large scale ventures that solve social problems throughout the world. The redesign of the website includes the new branding Bresette + Company created for Dare Mighty Things, as well as more effective usability, increased functionality, and search engine optimization. Those interested may view the new web site at www.daremightythings.com. Bresette + Company offers comprehensive creative marketing and consulting solutions for a variety of successful firms and organizations throughout the country. For more on the agency, visit www.bresette.com.

Chestnut & Cape, Inc., a custom builder of residential and commercial properties, recently added a maintenance and property management division to its portfolio of services. The customized service programs will ensure all aspects of a client's property are cared for, and operating properly and efficiently—without interruption. Preventative maintenance, custom projects, home evaluation, priority response, and caretaker services are all available options within the new division. For more information on the new services, visit www.chestnutandcape.com/estate.

The **Community Child Care Center of Portsmouth** invites Chamber members to its 4th Annual Dance For the Stars with The Jumbo Circus Peanuts, from 6 p.m. to midnight April 18 at the Portsmouth Country Club in Greenland, N.H. The evening will feature a reception and silent auction, followed by a sit-down dinner, live auction with Joe Shanley, and dancing all night. All proceeds will go toward the center's fundraising goal of \$25,000 that supports programs serving 280 children enrolled in Portsmouth Elementary Schools, and in the Greenland Central School. For more information, visit www.communitychildcare.nh.org, email Catherine Edison at cedison@communitycampus.org.

Julie Cole, seacoast resident and VP of marketing at **Favorite Foods** of Somersworth N.H., was recently recognized by the Griffin Report as a "Woman of Influence in the food service Industry." The Griffin Report, a national publication written for and about the news-

making people, products, events and trends across the entire food industry, named Cole to its prestigious list in a special feature published in the February issue of the report. Cole was praised for her hard work, dedication, and commitment to the company's success. Favorite Foods is New Hampshire's only independently owned broadline food and paper distributor. For more background on the company, visit www.favoritefoods.com.

Michelle Lane, financial services officer at **Federal Savings Bank** in Dover, was recently named a Forty Under 40 Business Leader of New Hampshire. Each year, the Union Leader, in cooperation with the Business and Industry Association of New Hampshire, profiles the personal and professional accomplishments of 40 people under the age of 40 who have made a difference in the community. Lane is considered an avid volunteer and has served as president of the Cochecho Valley Humane Society Board of Directors and as Vice Chair of Wentworth Douglass Hospital and Health Foundation Planned Giving Advisory Council. For more on the bank, visit www.fsbdoover.com.

Piscataqua Savings Bank recently welcomed four new members to its board of corporators: **Elisabeth Robinson**, family nurse practitioner with Whole Life HealthCare; **R. Kelly Myers**, president and chief analyst of **RKM Research and Communications, Inc.**; **John E. Lyons, Jr.**, owner of **Lyons Law Offices, P.A.** and current chair of the New Hampshire State Board of Education, and **Jennifer Crompton Marchewka**, an award-winning producer, executive producer, news director, and current producer and reporter for WMUR-TV's New Hampshire Chronicle. The only mutual bank based in Portsmouth today, Piscataqua Savings is dedicated to serving local individuals and families and has been a cornerstone of the Portsmouth community since 1877. For more information on the bank, visit www.piscataqua.com.

Kirk Communications, a leading global provider of integrated marketing solutions, recently welcomed **Shari Donnermeyer** to manage worldwide sales opportunities. Donnermeyer will develop new worldwide business opportunities and partnerships as she endeavors to grow the company's SEO and PPC services and expand into new markets. Donnermeyer has more than 25 years of experience in sales and management at several multimedia companies including newspapers, radio and television. For more information on the agency, visit www.kirkcommunications.com.

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Bill Howell MBA, CPA/ABV/CFE/ASA, CVA, has been designated as an Accredited Senior Appraiser in business valuation by the American Society of Appraisers. Howell provides professional services in the areas of business valuation, litigation support, and management consulting. For more information on Howell and his services, visit www.williamehowell-llc.com or contact him at bill@williamehowell-llc.com or (603) 770-6653.

Breast Cancer Stories recently celebrated the unveiling of its new, state-of-the-art website at www.breastcancerstories.org. The site, designed pro bono by **PixelMedia, Inc.**, features state-of-the-art blogging technology that allows users to search out persons who have similar personal, family and treatment circumstances, a messaging/conversation component that allows patients to share progress with friends and family directly through the site, and a special area for caregivers to share their stories and connect with other caregivers. For more information about the website or support opportunities, contact Breast Cancer Stories Founder **Wendy McCool** at wendy@breastcancerstories.org.

General Linen Service, Inc., New England's leading linen and uniform service for the healthcare and hospitality industries, recently hired three new employees. **Tim Dunn** was hired to a new project manager position where he will be responsible for growing the company's market share throughout New England, advancing a companywide "Green Initiative" and introducing technologies that position the company on the cutting edge of customer service. **Carl Bjerke** will serve as branch manager providing overall direction and control of the company's Manchester Service Center, customer service and fleet safety. **Thomas Coulter**, hired as district manager, will be responsible for a team of route managers as well as the quality and accuracy of the products and services they deliver. For more on the company, visit www.generallinen.com.

Goodwin's Office Furniture and Supplies was recently selected as a winner in New Hampshire Business Review's 2009 BOB Awards, which honor the "Best of Business" in New Hampshire in over 80 categories. Goodwin's Office Furniture and Supplies was honored in a statewide readership survey in the Best Local Office Products - Office Supplier Retailer" category. All of the winners were honored March 18th at the Grappone Conference Center in Concord. For more on the Dover-based, business and home office furniture supplier, visit www.goodwinsoffice.com.

Mary Connors, senior designer at **Office Interiors Limited** in Dover, NH, has received Leadership in Energy and Environmental Design (LEED) Accreditation. The LEED rating system encourages sustainable building practices and Connors' focus is "green" commercial interiors. Connors joined Office Interiors Limited in 1992 where she has designed interior space for many major clients including Powerspan Corp., Two International Group, and Newmarket International (LEED CI certification pending) at Pease International Tradeport. For more details, visit www.officeinteriorsltd.com. ★

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The Chamber Welcomes New Members

The Greater Portsmouth Chamber of Commerce welcomes the following new members

A Grape Affair, LLC

Wine events, wineries
P.O. Box 565
Portsmouth, NH 03801
Contact: Carla Snow
Phone: (603) 433-0160
Email: carla@agrape
affair.com
Web: www.agrapeaffair.com

Anglican Church of the Resurrection

Churches, religious organizations
P.O. Box 334
Stratham, NH 03885
Contact: Patricia Ellis
Phone: (603) 772-4340
Email: cpellis@comcast.net
Web: www.acr-nh.org

Best Buy Company

Retail
45 Gosling Road
Portsmouth, NH 03801
Contact: Ian Fogg
Phone: (603) 431-1269
Email: ianfogg@bestbuy.com
Web: www.bestbuy.com

Fortier Consulting, LLC

*Consultants, business &
technology*
939 2nd Crown Pt Rd.
Strafford, NH 03884
Contact: Mike Fortier
Phone: (603) 330-0583
Email: mike@fortier
consulting.com
Web: www.fortier
consulting.com

Intellectus Business Assessments, LLC (IBA)

Consultants, business
171 Park Street
Portsmouth, NH 03801
Contact: Brad Lebo
Phone: (603) 502-9955
Email: drlebophd@
gmail.com
Web: www.intellectusassessments.com

JP's Eatery & Catering

Caterers, restaurants
38 Main Street
Durham, NH 03824
Contact: Chris Soucy
Phone: (603) 868-7449
Email: info@jpseatery.com
Web: www.jpseatery.com

New Hampshire Food Bank

Nonprofit organizations
62 W Brook Street
Manchester, NH 03108-
9510
Contact: Melanie Gosselin
Phone: (603) 669-9725
Email: mgosselin@
nhfoodbank.org
Web: www.nhfoodbank.org

Seacoast Sailing.com

*Boat & yacht charters, recreation,
weddings*
P.O. Box 1337
York Harbor, NH 03911
Contact: Kay Reynolds
Phone: 877.899.9696,
Email: kayreynolds@
gmail.com
Web: www.seacoastsailing.com

The Meat House

Gourmet foods
2222 Lafayette Rd
Portsmouth, NH 03801
Contact: Bobby Hanscom
Phone: 603.422.6328,
Email: bobby@themeat
house.com
Web: www.themeathouse.com

Waterline

Alternative Energies
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19 A Batchelder Rd.
Seabrook, NH 03874
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