

# Dividends



APRIL 2006



GREATER PORTSMOUTH CHAMBER OF COMMERCE



WWW.PORTSMOUTHCHAMBER.ORG

## Gov. Lynch to Visit Seacoast for State of the State April 18

### *Addressing Issues that Affect Business Top Agenda Items*

NH Gov. John Lynch will travel to the Seacoast April 18 to share his State of the State message with Chamber members and guests. The special breakfast, underwritten by **Public Service of NH** and **Ocean National Bank**, and sponsored by **Pierce Atwood**, is set for 7:30 to 9 a.m., April 18 at the **Wentworth by the Sea Hotel**.

Gov. Lynch is expected to cover a number of business-related topics including challenges to the state's continued economic prosperity. Some of those issues include finding ways to reduce high electricity rates, developing workforce housing, streamlining state services for business, expanding wireless access to every part of the state by the end of the decade and instituting a tax credit for businesses engaged in research and development.

In his remarks during the official state of the state presentation to the house Jan. 18, Gov. Lynch said the state gained some ground in the area of health by ending the ability of insurance companies to discriminate on where a business is located or the current health of employees, and he is committed to eliminating the statewide property tax.

Admission to the program, which includes a deluxe continental breakfast, is \$15 for all attendees. Those interested in attending may register online at [www.portsmouthchamber.org/stateofthestate2006.cfm](http://www.portsmouthchamber.org/stateofthestate2006.cfm) or RSVP by contacting the Chamber at (603) 610-5510. ★



**Public Service  
of New Hampshire**

The Northeast Utilities System



## State of the City Breakfast Planned for May 17

### *City Manager to Cover Wide Range of Projects, Programs*

You're invited to the "State of the City" Breakfast Forum, scheduled for 7:30-9 a.m., Wednesday, May 17 at the **Frank Jones Center** in Portsmouth. The breakfast is part of the **Bank of America Speaker Series**.

Portsmouth City Manager John Bohenko will kick off the presentation with an overview of challenges facing the community including background on the status of the statewide property tax, the city's budget, and construction in the downtown area.

Bob Lister, superintendent of Portsmouth Schools will cover progress on the Portsmouth Middle School building project and review the coming activities, opportunities and challenges and Portsmouth Fire Chief Chris LeClaire is expected to talk about public safety issues and challenges facing the department.

Cost of the continental breakfast is \$12 for Chamber members and \$15 for nonmembers. Those interested in attending may sign up online at [www.portsmouthchamber.org/stateofthecity2006.cfm](http://www.portsmouthchamber.org/stateofthecity2006.cfm) or RSVP by contacting the Chamber at (603) 5510 or via email at [info@portsmouthchamber.org](mailto:info@portsmouthchamber.org). ★

**Bank of America**



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*Underwritten by*



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# 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



**Dick Ingram,**  
**President**

Our recent **Bank of America Speakers Series** breakfast was very thought provoking for me. I am sure that it was for everyone who attended, but it held special relevance for me and for the Chamber. Betsy Gardella spoke in such a compelling way about what **New Hampshire Public Radio** brings to its audience. NHPR and the Chamber are similar in many ways. We are at the core, membership organizations. It is our members who give us life and purpose and direction. Yet we both serve a much broader constituency than just our members.

You don't have to be a member to listen to NHPR and experience the depth of their programming. In a similar way, nonmembers benefit from Chamber services through our efforts to aggressively market the Greater Portsmouth area as a visitor destination and a great place to do business. The whole community, both members and nonmembers, benefit when we offer programs that help strengthen local businesses, or lead in community-wide efforts like last year's campaign to Save the Shipyard. As Betsy spoke, I was reminded of the wisdom of taking a broad-minded view of that reality. While membership does, and certainly should, have its particular benefits, doing things that are good for everyone is ultimately good for our members.

We need to treat everyone like a member, whether they are or not. We haven't always connected completely with our members, and we need to serve our current members better, if we are really serious about the theme of "better together" that you have read about here before. That is the best way to invite the entire community into the Chamber family. We should be enriched by the organizations we belong to, so we are striving for the Chamber to be the type of organization that you want to belong to. We'd like you to feel you must belong because we are doing good things for you and the community.

We will be successful if we emulate NHPR. It begins with building relationships with our members and stakeholders that are based on trust and mutual benefit. Trust will be built when we address the issues in front of us with balance and fairness. In doing that we will create a distinctive "brand" of what we stand for and how we are working for you, our members.

That clear brand is something we'll be looking at closely over the next several months as we embark on a journey of self-examination. What we hope to discover are better ways to communicate with you, how our members and the community at large perceive us and what we need to change in order to reach our full potential in regard to serving your needs. The board and staff began that process recently as Diane Devine facilitated a strategic insight exercise that will lead to developing a statement of who we should be in order to fulfill our mission more fully. Diane is a board member and a very experienced marketing professional serving as vice president of marketing for **Highliner Foods**. The process will involve consulting from outside experts and reaching out to you, our members, and other stakeholders in the community. The Board and staff are excited by what is in front of us, aware of the challenges we face and committed to increasing the return you receive on your investment in the Chamber.

As a part of the process, we are working to reach new, different and expanded audiences with each program we offer. We are reconnecting with the small businesses that are the backbone of the Chamber. We are supporting the creative economy; the arts, history and culture that make us unique. We are establishing new relationships with young entrepreneurs who are bringing their ideas to the Portsmouth economy. And our "Year of Connexions" series, sponsored by **Federal Savings Bank**, is teaching our members how to build their businesses, and develop new prospects. These are the things that make the Chamber that "must-belong-to" kind of organization.

On April 13, the City of Portsmouth will be honored by the New Hampshire Council on the Arts for its commitment to and support of the arts. You are invited to join in the celebration. Art Speak has arranged with a generous benefactor to provide bus transportation to the Capitol Center for the Arts in Concord for the evening's celebration and awards. Contact ArtSpeak at (603) 610-7222 to join in the party. This is a tremendous honor for the city and its residents. We have long recognized that the arts and culture are positive drivers to the local economy. Our vibrant downtown reflects the breadth of our arts, which are continuing a renaissance. Come celebrate!

Speaking of celebrations, this reminds me to ask you once again to mark your calendar for June 15th, when the chamber will hold its annual dinner at the Community Campus. At that event Chamber members and their guests will honor our businesses, volunteer and citizen of the year. We will also celebrate the theme "Business Builds Community" with a tribute to the role of the arts in Portsmouth and a night of music by famous singer and songwriter Livingston Taylor who will be on hand to entertain the large crowd that we expect for this event.

Finally, it is always good to admit when you've made a mistake. Recently we sent out information regarding advertising opportunities in our award-winning *Coastline Magazine* and a welcome letter to new members and prospects. Some of the cover letters for those two very different mailings got mixed up in the process. Many of you who are members were probably confused if you got the letter thanking you for your interest in joining the chamber with a copy of the *Coastline* contract. We just screwed up and stuffed the wrong letter with the *Coastline* advertising information. We are sorry. To try and clear things up a little, we sent out another *Coastline*-related postcard to ensure everyone got the word about advertising in the region's most comprehensive and celebrated relocation and business-to-business guide. If you are interested in taking advantage of this unique opportunity to advertise in both the print and the online publication, give us a call!

Thank you for your contribution to making Portsmouth special. ★



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www.ecoast.org  
*Leading the*



*Dividends* is published monthly by the Greater Portsmouth Chamber of Commerce, and mailed to approximately 1,300 businesspeople throughout New England.

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Nebraska Sen. Chuck Hagel, third from left, connects with local business leaders at a special breakfast held March 21 at the Sheraton Harborside Portsmouth Hotel. Hagel was invited to Portsmouth by the government affairs committee when they met with him in Washington last year. Also pictured, left to right, are Tim Fortier, McLane Law Firm and chair of the Chamber's government affairs committee; Dick Ingram, Chamber president; and Barbara Tiernan from Bank of America.

## Year of ConneXions Series Seminar II Set for April 20

### Program Will Help Attendees Cook Up Recipes for Success

The Year of ConneXions Seminar series will continue April 20 with "Marketing for ConneXions--Recipe for Success." The session, underwritten by **Federal Savings Bank**, will run from 8-10 a.m. at the **New Hampshire Community Technical College**.

In this session local experts will present attendees with valuable information on how to differentiate their companies from others, communicate the value their company delivers to a targeted audience, develop language so everyone in a company can speak to their brand, and how to broadcast brand using marketing methods that work.

Presenters for the event include Mary Jo Brown, principal at Brown & Company Graphic Design which was recognized as the 2005 Chamber Business of the Year; the Flatbread Pizza management team; and Maribeth Girard, marketing director for Seacoast Media Group which publishes the Portsmouth Herald and several other seacoast region papers. Brown will discuss the Top "10" Ingredients for a successful marketing

recipe. Flatbread reps will talk about how their company gets attention in the way they serve their customers. And Girard will talk about how the "Top 10 Marketing Tips" came into play during her company's rebranding process.

Admission to the event is \$10 for members and \$15 for nonmembers. Those interested in attending may register online at [www.portsmouthchamber.org/yoc2.cfm](http://www.portsmouthchamber.org/yoc2.cfm) or contact Maureen Arsenault, Chamber visitor center supervisor, at (603) 610-5513 or [info@portsmouthchamber.org](mailto:info@portsmouthchamber.org). ★



Above, past and present Ambassadors pose for a picture at the Chamber. Left to right are: Christine McKinney, Arbonne International; Jim and Mary Ann Flatten, formerly of FastSigns; current Chair Bill Maloney, Strategic Talent Management; and Marilyn Johnson, Buyers Brokers of the Seacoast.

## Ambassadors to Help Members Get Connected

### Group Plans Call Campaign to Assist with Online Profiles

Over the next several weeks Chamber Ambassadors will be calling members to assist them in filling out their online interest and ConneXions profile information.

The online ConneXions (business) profile helps corporate buyers pre-qualify potential vendors and provides members with a free venue for promoting their capabilities and track record. The interest profile enables the Chamber to ensure that members interested in specific programs and activities get the opportunity to participate.

"We're really excited about the opportunity to help members learn how to update their online information and to introduce them to the opportunities made possible by the ConneXions program," said Bill Maloney, Ambassador committee chair and principal of Strategic Talent Management. "Having your information up to date will greatly facilitate your chances of getting greater exposure...and potential business." To find out more about the ConneXions program, visit [www.portsmouthchamber.org/connexions.cfm](http://www.portsmouthchamber.org/connexions.cfm).

The role of Ambassador committee members is to serve as liaisons between members and the Chamber staff, to help members connect at events, and to assist the staff with special programs like the holiday auction, the golf tournament, the annual dinner, breakfast forums and business after hours events.

The Ambassador committee is currently seeking new members to support the Chamber's mission. Those interested may find out more by contacting the Chamber at (603) 610-5513 or Maloney at (603) 766-4935. ★

# Calendar of Events



NH Gov. John Lynch

## State of the State Breakfast with NH Gov. John Lynch

7:30-9 a.m., Tuesday, April 18

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

Make plans to join us April 18 to hear NH Gov. John Lynch present his State of the State message. The special breakfast, underwritten by *Public Service of NH* and *Ocean National Bank*, and sponsored by *Pierce Fennell & Smith*, is set for 7:30 to 9 a.m., at the *Wentworth by the Sea Hotel*.

Gov. Lynch is expected to cover a number of business-related topics including challenges to the state's continued economic prosperity. Some of those issues include finding ways to reduce high electricity rates, developing workforce housing, streamlining state services for business, expanding wireless access to every part of the state by the end of the decade and instituting a tax credit for businesses engaged in research and development.

Admission to the program, which includes a deluxe continental breakfast, is \$15 for all attendees. Those interested in attending may register online at [www.portsmouthchamber.org/stateofthestate2006.cfm](http://www.portsmouthchamber.org/stateofthestate2006.cfm) or RSVP by contacting the Chamber at (603) 610-5510 or via email at [info@portsmouthchamber.org](mailto:info@portsmouthchamber.org). ★



**Public Service  
of New Hampshire**

The Northeast Utilities System



## ConneXions Seminar II

Learn Your Business Recipe for Success  
in this Practical Marketing Session

8-10 a.m., Thursday, April 20

NH COMMUNITY  
TECHNICAL COLLEGE  
320 CORPORATE DR., PEASE TRADEPORT

Join us for the second in a series of ConneXions seminars April 20 with "Marketing for ConneXions--Recipe for Success." The session, underwritten by *Federal Savings Bank*, will run from 8-10 a.m. at the *New Hampshire Community Technical College*. Registration opens at 7:30 a.m.

In this session local experts will present attendees with valuable information on how to differentiate their companies from others, communicate the value their company delivers to a targeted audience, develop language so everyone in a company can speak to their brand, and how to broadcast brand using marketing methods that work.

Presenters for the event include Mary Jo Brown, principal at Brown & Company Graphic Design which was recognized as the 2005 Chamber Business of the Year; the Flatbread Pizza management team; and Maribeth Girard, marketing director for Seacoast Media Group which publishes the *Portsmouth Herald* and several other seacoast region papers. Brown will discuss the Top "10" Ingredients for a successful marketing recipe. Flatbread reps will talk about how their company gets attention in the way they serve their customers. And Girard will talk about how the "Top 10 Marketing Tips" came into play during her company's rebranding process.

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## Mid-Day Meet Networking

Connect and Network  
at the Mid-Day Meet

11:30 a.m.-12:30 p.m., Friday, April 21

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

Mark your calendar to network at the April Mid-day Meet. 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. There's also a "lightning round" where almost anything goes. The networking forum usually draws more than 30 people, so come early to get a seat. Those with questions may contact Maureen Arsenault at (603) 610-5513 or [marsenault@portsmouthchamber.org](mailto:marsenault@portsmouthchamber.org). ★



## Business After Hours

5-7 p.m., Thursday, April 27

SEACOAST REPERTORY THEATRE  
125 BOW ST., PORTSMOUTH, NH

Celebrate Spring with an evening at one of the Seacoast's premier live theatres. The staff has a fun evening planned for Chamber members and guests including a preview of upcoming shows and a host of on-stage door prizes. Mix and mingle in the lobby while knocking on hors d'oeuvres and enjoying refreshments provided by *The Dolphin Striker* and *Red Hook Ale Brewery*.

Some of the doorprize offerings include two tickets to any mainstage production, a subscription to the Seacoast Reps 2006-2007 season and a family pack of four tickets to "Annie." Admission to the business after hours is just a business card. ★

# vents

Sponsored By  
**Sir Speedy**  
APRIL ★ 2006



**technology roundtable**

**eBrew**

*5-7p.m., Thursday, May 4*

**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. There are always opportunities for eBrew sponsorships and special programs during the evening. To find out more, please contact Ginny Griffith, the Chamber's business development manager, at (603) 610-5514 or [ggriffith@portsmouthchamber.org](mailto:ggriffith@portsmouthchamber.org). For more on the monthly eBrew and Roundtable activities, surf over to the official web site at [www.ecoast.org](http://www.ecoast.org). ★

## **State of the City Breakfast**

*7:30-9a.m., Wednesday, May 17*

**FRANK JONES CENTER**  
ROUTE 1 BYPASS, PORTSMOUTH, NH

Mark your calendar for this year's "State of the City" Breakfast Forum, at the *Frank Jones Center* in Portsmouth. The breakfast is part of the *Bank of America Speaker Series*.

Portsmouth City Manager John Bohenko will kick off the presentation with an overview of challenges facing the community including background on the status of the statewide property tax, the city's budget, and construction in the downtown area. Bob Lister, superintendent of Portsmouth Schools will cover progress on the Portsmouth Middle School building project and review the coming activities, opportunities and challenges. And Portsmouth Fire Chief Chris LeClaire is expected to talk about public safety issues and challenges facing the department.

Cost of the continental breakfast is \$12 for Chamber members and \$15 for nonmembers. Those interested should RSVP online at [www.portsmouthchamber.org/stateofcity2006.cfm](http://www.portsmouthchamber.org/stateofcity2006.cfm) or call (603) 610-5510. ★

## **WHAT'S AHEAD**

APRIL

**18th**

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

**20th**

Year of ConneXions  
Seminar Series  
NH Community  
Technical College

**21st**

Mid Day Meet  
Two International Drive  
Pease Int'l Tradeport

**26th**

New Member Orientation  
Portsmouth Chamber

**27th**

Business After Hours  
Seacoast Repertory  
Theatre

MAY

**4th**

Monthly eBrew  
The Press Room

**17th**

State of the City  
Breakfast Forum

**19th**

Mid Day Meet  
Two International Drive  
Pease Int'l Tradeport

**25th**

Business After Hours  
Federal Savings Bank  
Lafayette Rd. Branch

## **REGISTRATION FORM**

### **Breakfast Forum**

*Members*

[ \$12 ]

*Non-members*

[ \$15 ]

*Reservations Required*

### **Business After Hours**

[ ADMISSION IS A BUSINESS CARD ]

Name \_\_\_\_\_

Business \_\_\_\_\_

Phone \_\_\_\_\_

Attendees \_\_\_\_\_

Event \_\_\_\_\_

*Call, fax or mail information to:*

Greater Portsmouth Chamber of Commerce

PO Box 239 Portsmouth NH 03802-0239

tel (603) 610-5513

fax (603) 436-5118

email [info@portsmouthchamber.org](mailto:info@portsmouthchamber.org)

Internet [www.portsmouthchamber.org](http://www.portsmouthchamber.org)

*Sorry, no refunds or credits!*

## CHAMBER EVENTS

**BREAKFAST WITH NHPR PRESIDENT BETSY GARDELLA**—Standing behind a mini boom box, **NH Public Radio** President and CEO Betsy Gardella used a series of high-impact NPR audio clips from the past to illustrate her main point—radio is a powerful medium for communicating and a vehicle for positive change in the world. Gardella spoke to a group of more than 50 members and guests March 15 as part of the Chamber's **Bank of America Breakfast Speaker Series**. Gardella talked about the special challenges NPR faces from raising money for operations to ensuring that stations can always get the news out, something the New York office wasn't able to do Sept. 11, 2001 because their transmitter was mounted atop one of the World Trade Center towers. Working at the New York station at the time of the disaster, she said she became painfully aware of how much the listenership depended on them for information and guidance in times of need. Following 9/11, the entire NPR system implemented a program to install power backup systems and transmitters. One in nine Americans listens to public radio and most of them are highly educated "and opinionated" according to Gardella. She said people value having a medium that was more about promoting ideas and discussing critical issues rather than just selling product. She added that public radio plays an important role in communities keeping listeners up to date on both domestic and international affairs, and bringing to light, through investigative journalism, situations that should be addressed. "We do a good job of getting the facts, but good radio paints a picture that is emblematic of our core values," said Gardella. She added that a recent Harris Poll showed that people trust public radio over the *New York Times*, the *Washington Post* and the *Wall Street Journal* when it comes to credibility, objectivity, believability. In the future, Gardella said NHPR will be using new technology like Internet radio and podcasting to reach a wider audience. "We're becoming an on-demand world. It's no longer enough to simply broadcast; we need to find new ways to provide more," she said. ★



**YEAR OF CONNEXIONS SEMINAR I**—It was standing room only as more than 60 people crowded into a **NH Community Technical College** classroom for the first installment in the Chamber's Year of ConneXions Seminar Series. The program, underwritten by **Federal Savings Bank**, was held March 16 and focused on *Networking for ConneXions—From Fear to Fun*. Guest speakers for the two-hour session featured Deb Tuttle, business manager for **Key Partners**; and the zany husband and wife marketing team of Val Wilson and Mike Liston, **Off the Wall Promotions**. The program was MC'd by Paul McAskill, principal of **The Compass Points** and a member of the Chamber's business development committee. Throughout the morning, speakers and members of the audience shared ways to get the most out of networking opportunities and engaged in several group breakout sessions to practice what they learned. Some of the strategies discussed were how to break the ice when trying to make contacts at events, how do you walk away from a discussion gracefully without seeming rude, ways to remember names, the importance of crafting a short description of a business and the value it offers, preparing for a networking session beforehand and establishing a plan, and networking through facilitating connections for others. Tuttle said that a critical part of networking is to enter any situation with a smile and an air of self-confidence, and to learn a few personal notes about your contact, and his or her business, so there's something to talk about during followup conversations or meetings. She added that serving in leadership roles within organizations, outside a person's business, is also a good way to network and get visibility. Wilson and Liston entertained the crowd with unique icebreaking props from their creative marketing toolbox including business cards that look like credit cards and magical mugs that display a message when filled with hot liquid. They said, "getting a gift is always appreciated, so make it engaging, and they'll remember you." ★



**BUSINESS AFTER HOURS AT THE TRADEPORT'S INTERNATIONAL MARKETPLACE**—More than 100 Chamber members and guests traveled to the Pease International Tradeport March 23 for a look at **Two International Group's** new International Marketplace complex. The newly opened retail center features a host of businesses including members **Service Credit Union**, **Port City Wireless** and **Dr. Carmen Santana, DMD**. During the evening, guests got the opportunity to sample offerings from several mini restaurants within the complex and vie for a chance to win valuable doorprize certificates appropriately packaged in a bowl full of Easter Eggs. Winners were: **Tara Golden, Bressette & Co.**, and **Stephen Acton, On Board Catering**, who both won Baber Clocks; **Jill Jarvis, Gateway Funding**, and **Mark Syracuse, Apple Painting & Restoration**, who both picked up gift certificates to the Christmas Tree Shop; **Roxie Zwicker, New England Curiosities**, won a wine bag; **Emily Thayer, Bressette & Co.** drew an Easter baskets full of goodies; **Jessica Stowell, Hilton Garden Inn**, picked up car wash coupons good at Mr. Bubbles and **Sara Wilkinson from Wilkinson Law Offices** won a \$50 gift certificate from **United Business Machines**. The 50/50 cash raffle winner for the evening was **Wes Tator, Grubb Ellis**. ★



*Top, Betsy Gardella, NH Public Radio president, talks to members and guests about the power of public radio to spur positive change. Middle, Leading by example, Federal Savings Bank President Jim Hastings, front right, takes a front seat the first Year of ConneXions seminar held March 16 at the NH Community Technical College--his bank is underwriting this year's ConneXions series. Above, guests enjoy a coffee clatch of sorts at the International Marketplace Business After Hours March 23.*

## MOVERS & SHAKERS

**Ambit Engineering** recently awarded \$100 to **Wonja Fairbrother** of Portsmouth who recently won the 2006 Portsmouth High School Trig-Star competition. Wonja is the daughter of Richard and Yukiko Fairbrother of Portsmouth. **John Chagnon** of Ambit was the local contest sponsor. Trig-Star is a competition sponsored by Land Surveyors throughout the country to determine the most highly skilled high school students in the practical application of trigonometry. For more on Ambit Engineering, visit [www.ambitengineering.com](http://www.ambitengineering.com).

The **Portsmouth Black Heritage Trail** invites Chamber members to an African American book fair set for 9 a.m.-5 p.m., May 13 at **Strawbery Banke Museum's** new visitor center. The fair will coincide with an all-day symposium and teacher institute focusing on "The Underground Railroad and Other Freedom Stories." The book fair is free and open to the public. For more on the Portsmouth Black Heritage Trail, visit [www.portsmouthchamber.org/blackhistorytrail.cfm](http://www.portsmouthchamber.org/blackhistorytrail.cfm).

**Joe Hunkins**, ABR, CBR, GRI, CRS, of **Hunkins Real Estate, Inc.** in Greenland, N.H., was recently elected as treasurer of the NH Association of Realtors. As treasurer, he will chair the finance committee which is responsible for overseeing the 7,000-member organization's financial operations, reserves and investments.

**The Lollipop Tree**, a specialty food manufacturer located in Portsmouth, recently announced the addition of two new products to its specialty food line: Honey Bourbon Barbecue Grilling & Glazing sauce and Parmesan Pizza Monkey Bread. The Lollipop Tree donates a portion of the proceeds from the sale of Monkey Bread to Heifer Project International, a group working to end global hunger by providing livestock and training to people in need while caring for the earth. To find out more about the products, visit [www.lollipoptree.com](http://www.lollipoptree.com).

**Steven H. Berg, Sargent Consulting, Ltd.**, was recently reappointed to the NH Real Estate Appraiser Board by Gov. John Lynch and members of the executive council. Berg will also resume his role as vice chair of the board and chair of the education committee. Berg appraises most types of real estate in the New Hampshire seacoast area but specializes in providing consulting services, market analysis and litigation support. To find out more about the agency, visit [www.sargentconsultingltd.com](http://www.sargentconsultingltd.com).

Jack Taylor, president of the York County Council of Realtors, recently presented **Deborah Saucier**, of **Signature Title Corporation**, with organization's 2005 President's Award. The award recognized Saucier for outstanding dedication, loyalty and service to the 940-member organization. As cochair of the group's auction committee, Saucier was recognized with helping to raise \$9,000 which was used to provide six, \$1,500 educational scholarships for York county seniors pursuing a business-related field of study. For more on Signature Title, visit [www.signaturetitle.com](http://www.signaturetitle.com).

**James Hastings, Federal Savings Bank** president and CEO recently announced a number of promotions at the bank. **James J. O'Neill**,

**Jr.**, who has worked at FSB for 12 years and is responsible for the bank's retail operation, was promoted to senior vice president. **William Young**, "the driving force behind the bank's commercial loan department" was also promoted to senior vice president. **Carol Estes**, a 12-year commercial lending veteran, was promoted to assistant vice president. And **Kelly Glennon**, FSB marketing director, was also promoted to assistant vice president. For more on FSB, visit [www.fsbdoover.com](http://www.fsbdoover.com).

**Heartwood Media**, a Manchester, a New Hampshire-based TV and digital media production company, recently chose the Family Resource Center of Gorham, N.H. as winner of its first annual Nonprofit Challenge. As the winner, the Center will receive a free marketing video spotlighting its mission and programs courtesy of Heartwood. For more on the company, visit [www.heartwoodmedia.com](http://www.heartwoodmedia.com).

The **Kittery Outlets** invites Chamber members to its AAA of Northern New England Membership Appreciation Day set for May 12. During the day, all AAA members will receive a free VIP Savings Book filled with discount coupons. In addition, the first 250 people to register will receive a AAA tote bag filled with additional coupons. Registration for raffle prizes will be held at the Tanger Outlet Mall, located on Route 1 in Kittery. For more information about AAA Day, or to order gift certificates, visit [www.thekitteryoutlets.com](http://www.thekitteryoutlets.com) or call (888) KITTERY.

**The Music Hall**, the Seacoast's premier performing arts center, announced recently that it has selected New York-based EverGreene Painting Studios to save and restore the 128-year old building's elegant proscenium arch including its gold leaf work and plaster detail. The arch restoration is part of Phase I of a major restoration project that will completely restore the Music Hall to its original 1901 Frank Jones-era grandeur. EverGreene will work with the restoration facilities committee, including **Elena Maltese**, special projects manager for The Music Hall under the guidance of **Patricia Lynch**; Music Hall Board Vice President **Doug Nelson**, and **John Merkle**, from **TMS Architects**. For more on the Music Hall, visit [www.themusichall.org](http://www.themusichall.org).

**The Timberland Company** of Stratham recently donated 18 boxes of women's and children's shoes to the **New Generation Shelter** for its residents and their children. The donation came just in time for some women, who hadn't been able to buy new shoes for years. Located in Greenland, N.H., New Generation is a shelter for homeless pregnant women and

mothers with young children. For more on the shelter, visit [www.newgennh.com](http://www.newgennh.com).

**Ocean National's** parent company, Chittenden Corporation, was recently ranked one of the top 100 banking organizations nationwide by Bank Director Magazine. Chittenden finished ahead of financial giants such as Citigroup, Bank of America, and JP Morgan Chase and Co. based on several scoring factors. "On behalf of everyone at Ocean National and Chittenden Corporation, we are honored to receive such a prestigious national ranking from Bank Director," said **Danny O'Brien**, president and CEO of Ocean National. "The ranking is a credit to our dedicated employees and the thousands of New Hampshire and Maine customers who have trusted us to help them reach their financial goals." For more on the bank, visit [www.eocean.com](http://www.eocean.com).

**Phil Decker**, an intellectual property attorney with **Mesmer & Deleault, PLLC**, has been appointed to the Board Directors of the Tenants' Association at Pease. Mesmer & Deleault have offices at Pease and in Manchester. For more on the firm, visit [www.biz-patlaw.com](http://www.biz-patlaw.com).

Attorney **Marjorie Gurganus** has joined **Pierce Atwood LLP** as a patent associate in the law firm's intellectual property practice group. Prior to joining the firm, Dr. Gurganus worked at the Genome Ethics, Law and Policy Center at Duke University Law School researching technological, policy and intellectual property histories of genomic inventions. Pierce Atwood LLP is the largest law firm in Northern New England with more than 120 attorneys offices in Portland and Augusta, Maine and Boston. For more on the firm, visit [www.pierceatwood.com](http://www.pierceatwood.com).

**Nate Lowrey** was recently appointed as sales manager for seacoast-based **Regal Limousine Service**. His responsibilities will include current client contact, prospecting for new accounts, and development of the company's Boston office. For more on the company, visit [www.regalimo.com](http://www.regalimo.com).

**Piscataqua Landscaping**, a full service landscaping firm, recently won three awards at the Portland Flower Show in March. The company won The Cary Award, The Roger Luce Award, and The Silver Medal which represent high quality in three different areas of landscape design. The Cary Award is given to the firm that best utilizes plants and trees in their design. The Roger Luce Award is given to the garden that best utilizes new or underused herbaceous plants in their design. And the Silver Medal award is given in recognition of distinguished achievement in garden design by recommendation of the judging panel. For more information Piscataqua visit [www.plci.biz](http://www.plci.biz).

The **Sheraton Harborside Hotel** recently welcomed **Michelle Herman** as the hotel's new director of sales and marketing. Herman will lead the Sheraton's sales team and direct marketing activities for all facets of the hotel. She has more than 20 years of sales and marketing experience, most recently as group sales manager at the University of New Hampshire's New England Center. For more information, visit [www.sheratonportsmouth.com](http://www.sheratonportsmouth.com). ★

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# WELCOME NEW MEMBERS

## Service Credit Union Welcomes New Members

Service Credit Union and the Greater Portsmouth Chamber of Commerce welcome the following new members



### 25th Hour

Concierge services: corporate & personal  
PO Box 511  
Portsmouth, NH 03802  
Phone: (603) 661-9898  
Web: www.25thhourpa.com  
Email: mcdumler25thhourpa.com  
Contact: Michael Dumler

### Allegiant Air

Airlines  
3301 N. Buffalo Dr. Ste B-9  
Las Vegas, NV 89129  
Phone: (702) 851-7370  
Fax: (702) 851-9058  
Web: www.allegiantair.com  
Email: tsqyres@allegiantair.com  
Contact: Tyri Squyres

### Curves

Fitness/personal trainer, health & fitness centers  
61 South Road  
East Kingston, NH 03827  
Phone: (603) 422-6300  
Fax: (603) 422-6300  
Email: mowerdm@comcast.net  
Contact: Marilyn Ash-Mower

### EXPRESS IT!

#### Pack & Ship

Shipping, packages  
800 Islington Street  
Portsmouth, NH 03801  
Phone: (603) 431-4847  
Fax: (603) 431-7054  
Contact: Daniel MacLeod

#### Here's Where Inc.

Distributors  
PO Box 592  
Rye, NH 03870  
Phone: (603) 964-4033  
Fax: (603) 964-4033  
Web: www.hereswhereinc.com  
Email: info@hereswhereinc.com  
Contact: Jim Sullivan

#### On Board Catering

Caterers  
PO Box 1471  
Portsmouth, NH 03801  
Phone: (603) 688-2219  
Contact: Stephen Acton

### Pepsi Bottling Company

Beverage distributors, distributors  
127 Pepsi Road  
Manchester, NH 03109  
Phone: 800-562-6286  
Fax: 603-656-6802  
Email: Lucy.Champion@pepsi.com  
Web: www.pepsiworld.com  
Contact: Lucy Champion

### Philbrick's Fresh Market

Gourmet foods, supermarkets, wine & cheese  
775 Lafayette Rd  
Portsmouth, NH 03801  
Phone: 603-422-6758  
Fax: (603) 422-0909  
Contact: Phil Philbrick

### Redi Rock Walls of New England

Landscape contractors & architects  
8 Reeds Mill Road  
Newport, NH 03773  
Phone: (603) 863-8219  
Fax: (603) 863-8213  
Web: www.redirockne.com  
Email: johnredirockne.com  
Contact: John Peterman

### SeaAmber Charters

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York, ME 03909  
Phone: (603) 531-3474  
Contact: Dan Beaulieu

### Seacoast Fun Rides, Inc

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Hampton Falls, NH 03844  
Phone: (603) 772-9041  
Fax: (603) 772-9041  
Web: www.seacoastfunrides.com  
Email: seacoastfunrides@comcast.net  
Contact: Kathryn Stewart

### Shoals Marine Laboratory (SML)

Educational services, recreation  
Cornell University  
G-14 Stimson Hall  
Ithaca, NY 14853  
Phone: (607) 255-3717  
Fax: (607) 255-0742  
Web: www.sml.cornell.edu  
Email: shoals-lab@cornell.edu  
Contact: Christine Bogdanowicz

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Web: www.tiffany.com  
Email: angela.gardner.sullivan@tiffany.com  
Contact: Angela Sullivan

### Wilkinson Law Offices, PC

Attorneys, real estate title services  
600 State Street #6  
Portsmouth, NH 03801  
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