

Dividends



DECEMBER 2006



GREATER PORTSMOUTH CHAMBER OF COMMERCE



WWW.PORTSMOUTHCHAMBER.ORG



Guests at last year's tourism summit network at the closing reception.

Plans for Annual Tourism Summit 2007 Underway

Event Scheduled for March 14 at the Portsmouth Sheraton

Learning from Other Tourism Destinations and Meet the Editors panels are just two of the featured sessions planned for this year's Tourism Summit set for 7:30 a.m.-2:30 p.m., March 14 at the **Sheraton Harborside Portsmouth Hotel**. Members connected to the tourism industry should mark their calendars for a day of interesting and practical education.

The format for this year's summit will feature two "town meeting style" panel discussions where attendees will get a chance to tap the expertise of knowledgeable guest speakers. The day will conclude with a luncheon and keynote speaker.

The event will feature a host of tourism-related business celebrities who'll be sharing their expertise as members of two panel discussions. Some of the

notables expected at this year's event include Richard Carpenter, *Boston Globe* and Felicity Long from *Travel Weekly*. Representatives from tourism destinations in Charleston, S.C., Providence, Rhode Island; and Salem, Mass. are also expected to take part in the panel discussion centering on creating successful travel destinations.

Vendor booths and sponsorship opportunities are still available for the day. For more information on any aspect of the summit, stay tuned to the Chamber's web site at www.portsmouthchamber.org or contact Marge Hubbard, the Chamber's vice president, at (603) 610-5517. ★

Legislative Reception Chance for Members to Talk Issues

Chamber Evaluating Legislative Agenda for Coming Year

The Chamber's Government Affairs Committee invites members to this year's legislative reception set for 5-7 p.m., Jan. 23 at the **Sheraton Harborside Portsmouth Hotel**. The free event is underwritten by **Public Service of NH** and **Comcast**.

During the reception attendees will have a chance to meet with local, state and federal representatives, government officials and Chamber executives from across the region. "This is a great opportunity for our members to meet face to face with those people who work on issues that sometimes have a great impact on their businesses," said Dick Ingram, Chamber president.

"The GAC is currently focussing on a number of bills that involve issues of concern to the membership," said Ingram. Some of the bills expected to get attention this coming season include the proposed income tax, education funding, transportation issues, workforce housing and continued health-care-related legislation.

Those interested in attending may RSVP by contacting the Chamber at (603) 610-5513 or info@portsmouthchamber.org. ★

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More Than 250 Turn Out for this Year's Holiday Auction Benefiting the Market Square Steeple Fund

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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

This is a time of year where we traditionally take some time to reflect on what has taken place during the past year and catalog the good things that have filled our lives. In that spirit, and in no particular order, let me list some of the good things in my year 2006.

When you enjoy what you do, you spend a lot of time with the people that you work with. I have the distinct pleasure of spending every day with talented, dedicated, and fun people here at the Chamber. The staff, the board of directors and our many volunteers are simply the best. They make coming to work something to look forward to.

In the same vein, our members and other community partners add richly to my day. I truly enjoy meeting you all where you work, on the street, or in one of our coffee shops. You really care about the community and I treasure your willingness to get involved in it.

I have terrific friends and mentors at the other Chambers in the area. Cathy Goodwin in York, Doc Noel in Hampton, Tracey McGrail in Exeter, Jack Story in Dover, Laura Ring in Rochester and Jennifer Soldati in Somersworth are all committed to proactive collaboration on behalf of our members and the Greater Seacoast Region. The

Seacoast Schmooze was a testimony to their creativity and hard work.

Special kudos are due to Cathy Goodwin, Cliff Sinnott, Marie Cappello, Paul Schumacher and Chuck Morgan. They, together with Ross Gittell and Charlie Colgan helped to create the unique and forward looking Bi-State Economic Summit. It is a privilege to be part of that ongoing work with them. Similarly, my colleagues Jim Roche at the Business and Industry Association, Robin Comstock in Manchester and Tim Sink in Concord have been good friends and collaborators on public policy issues, program development for our members and professional development for ourselves as chamber executives.

One gets to work with our elected and appointed leaders regularly in this job. Here in Portsmouth, City Manager John Bohenko and his staff, the Portsmouth City Council and the many volunteers who serve on the city's boards are very good at what they do. Dana Levenson and his colleagues on the Economic Development Commission are one group that we work closely with throughout the year. All of them are responsive to issues both large and small. They put in untold hours, often late at night, for the good of us all.

In the same way, our federal and state leaders continue to be good partners for us. Governor Lynch, Senators Gregg and Sununu and Congressman Bradley have all been helpful, supportive and responsive when I have called. I am grateful for that. Our representatives in Concord are likewise hard working and dedicated on our behalf. You cannot say enough about the sacrifices they make of time and energy doing the people's work in Concord. It is a privilege to work with them.

Our friends at Pro Portsmouth are into another cycle of great events for the community. If you haven't volunteered for one of their community events, try it. You won't regret the experience of being in the middle of something special. I just hope that this New Year's Eve I don't end up on Channel 9 again wearing a feathered headband. I got a lot of comments on that.

We had an interesting mix of presenters and topics for our *Bank of America Speaker Series* during 2006. Locally owned businesses like Runners Alley, Ricci Lumber and Infinite Imaging, shared the secrets, and challenges, of their success. New Hampshire Public Radio enthralled us with their special brand of entertainment and information. Our city leaders reported on the state of the city. We learned about the threats of a pandemic and how to prepare for them. We met with our candidates for executive council and state senate, as well as the leaders of the NH Department of Resources and Economic Development. Good stuff all around!

We had a very wet (now there is an understatement) spring that had us all looking for an ark to load into. This was followed by a wonderful summer and fall season where we welcomed tens of thousands of visitors to the region. These visitors bring great energy into our days and help support the community diversity and vitality that we all enjoy.

Livingston Taylor serenaded us at our Annual Dinner: Were you there? Do you remember just how wonderful it was as he led us through "America the Beautiful" and "God Bless America" at the end of the night? He spoke about the arts and their importance to a community like ours. He spoke about how they hold us together and get us through "cold winters", both literally and figuratively.

So while you are at it, consider giving the "Gift of the Arts" this holiday season. Portsmouth is rich with choices in the arts. So for yourself and those on your gift list, buy season tickets to Seacoast Repertory Theater; become a member at the Music Hall or Strawberry Banke, take in a new work at the West End Studio Theater or Player's Ring, browse a gallery, enjoy the music offerings at Muddy River, the Press Room or the Red Door. You owe it to yourself and the ones you care about to enrich your lives with the arts of Portsmouth.

Happy Holidays, Merry Christmas and Happy New Year! ★



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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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New Partnership Provides Online Booking Capability Chamber to Offer Online Hotel Booking in December

Thanks to a new partnership between the Chamber and *Yankee Magazine*, prospective visitors to Portsmouth will soon be able to check availability and book accommodations online on the Chamber's web site at www.portsmouthchamber.org. The booking service is expected to be up and running before Christmas.

The booking interface, located in the visitor information section of the web site, will allow guests to choose and book a host of Chamber-member accommodations directly. The service is managed by Advanced Reservation Services, Inc., a San Diego-based firm that provides reservations and ticketing technology to destination marketing organizations, major attractions, travel marketers and hotels across the country.

Chamber members who are not already registered with the Global Distribution System will be included through an "Extranet" feature of the partnership. A special two-hour workshop set up exclusively for Portsmouth Chamber members will be

offered in the near future for those interested in participating.

The workshop will cover the new features and benefits of the Extranet and the Yankee Publications, Inc. network, and how to sign up for the free service. The workshop will also detail the organizational and operational aspects of the system, which, according to Sean Ryan, online affiliate manager for Yankee Magazine, will provide users with "a great deal more flexibility and control over the information presented online through web sites like Travelocity, Orbitz and expedia.com."

For those who like to do their booking by phone, the partnership also provides a dedicated toll free number for the Portsmouth Chamber staffed by a team of multilingual call-center personnel. While the call-center is located in San Diego, Calif., those assigned to duties covering New Hampshire will get training on the unique aspects of the New England hospitality market so they can present the area's amenities accurately.

Stay tuned to the Chamber's web site for more details on the service or contact Marge Hubbard, Chamber vice president, for more background at (603) 610-5517 or mhubbard@portsmouthchamber.org. ★



New Vice President Marge Hubbard

Hubbard Promoted to Chamber Vice President Position Means Expanded Role for Chamber Vet

Marge Hubbard has recently been appointed vice president of the Greater Portsmouth Chamber of Commerce. In announcing the appointment, Chamber President Dick Ingram said that "naming Marge vice president is a fitting tribute to her excellent work and the respect that she has earned, both here in Portsmouth and around the state. As the Chamber grows I will be relying on her talents in marketing and strategic planning to help the board and me guide the chamber."

"Hubbard has long led Chamber's tourism development efforts and has been a major contributor to the city being a popular destination for the visitors who add to the vitality and economic health of the region," said Ingram. "I expect that in the same way that she has been a major contributor to these efforts, she will also help shape the chamber's role and mission as we go through our strategic branding initiative," he added.

Hubbard holds BS and MBA degrees from Texas Tech and Fairleigh Dickinson University. Before joining the chamber staff as tourism manager in 2000, she served as executive director of the Chamber's foundation starting in 1996. Before that, she worked as a senior account manager for Davidson Peterson & Associates, a marketing firm in York, Maine.

Hubbard is a graduate of Leadership New Hampshire and Leadership Seacoast, where she serves on the board of directors. She is also active on state's department of tourism advisory committee, **Art-Speak**, the city's arts council; and served 10 years on the board of **Wentworth Coolidge Commission**. ★



Members of the Chamber's Ambassador Committee sort out copies of this year's Coastline Magazine for personalized delivery to members in the immediate Portsmouth area. They are, left to right, Cheryl Bozek, Bill Maloney, Strategic Talent Management; Marilyn Johnson, Buyer's Brokers of the Seacoast; Jugmi Rau, Federal Savings Bank; Kendra Frangos, former Chamber membership manager, and Deb Scott, also with Federal Savings Bank. Also on the delivery team, not pictured, were Mark Sullivan, Seacoast Asset Management; and Dan Witham, Sheraton Harborside Portsmouth Hotel.

Calendar of Events



Mid-Day Meet Networking

*Connect and Network
at the Mid-Day Meet*

11:30 a.m.-12:30 p.m., Friday, Dec. 15

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

Mark your calendar to network at the December 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. For details, contact Kaarin Olofsson at (603) 610-5527 or kolofsson@portsmouthchamber.org. ★



Members and guests enjoy a sampling of "holiday spirits" at last year's event

Holiday Winetasting

*Get a Headstart on Ringing in a Little
Holiday Spirit at this
Food & Wine Festival*

5:30-7:30 p.m., Wednesday, Dec. 20

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

The *Sheraton Harborside Portsmouth Hotel* will once again host what has become one of the most popular holiday events of the year. Mark your calendar today for an elegant evening of wine, entertainment and some of the Seacoast's finest hors d'oeuvres, desserts and specialty dishes prepared by the Sheraton's world-class troupe of chefs.

Throughout the evening, Pine State Beverage Company, Horizon Beverage, and Southern New Hampshire Wine and Spirits will showcase a number of premier wines from around the world that are "built" to suit even the most discriminating palates.

The evening will also feature the presentation of a check to *from* the proceeds from this year's Holiday Auction Gala.

Cost of the event is \$15 for members and \$25 for nonmembers. Reservations are encouraged but not mandatory. Those interested in making the most of the evening should come early. ★



**Sheraton
Harborside Portsmouth**
HOTEL & CONFERENCE CENTER



First Night Portsmouth

5 p.m.-Midnight, Sunday, Dec. 31

DOWNTOWN PORTSMOUTH
[MARKET SQUARE]

Pro Portsmouth invites the Seacoast community to downtown Portsmouth for First Night Portsmouth.

There are only two places left in New Hampshire that celebrate New Years as a partner of First Night International, said Barbara Massar, executive director of Pro Portsmouth, and Portsmouth is one of them. The other is Wolfeboro, N.H.

Some activities and performances on tap for this year's celebration include an ice sculpture at the *North Church*, a swingdance with Roadhouse until midnight at the Connie Bean Center; West African drumming with Fote' at the Seacoast Repertory Theatre, folk music with Salt River at the Unitarian Universalist Church and a show of dancing from contemporary jazz to ballet with Ballet New England and the Seacoast Civic Dance Company at Temple Israel. For a complete listing of activities, visit www.proportsmouth.org

The First Night® Button is the ticket for all entertainment. The button is available online at www.proportsmouth.org or locally at Hannaford (Pic 'n Pay) on Islington Street, the Greater Portsmouth Chamber of Commerce, and seacoast-area branches of Ocean National Bank in Portsmouth Dover, Durham, Exeter, Roch-

vents

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ester Stratham, and Kittery and South Berwick in Maine. Button pricing is \$12 for adults, (11 yr.+) through Dec. 30 and \$15 on Dec. 31. Cost for children under 11 is \$1 through Dec. 31.

Sponsors for First Night® include Chamber members *Ad Cetera Graphics, Comcast, Fox Run Mall, Infinite Imaging, Ocean National Bank, Portsmouth Regional Hospital, Sheraton Harborside Portsmouth Hotel* and the *Wentworth by the Sea—A Marriott Hotel & Spa.* ★



eCoast Technology Roundtable 8th Annual Birthday Bash

Join Us to Celebrate the
eCoast's 8th Successful Year

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

THE PRESS ROOM
[DANIEL ST., PORTSMOUTH NH]

Don't miss this chance to celebrate the successes of the eCoast at an event that will be filled with fun, food and networking. Join us at the Press Room for some birthday cake and the opportunity to hook up with colleagues from the Seacoast's growing clan of high-tech companies at the first networking event of the new year. This year's birthday celebration is sponsored by *Liberty Mutual, Tidal Media* and *Good Leads*. The birthday cake will be cooked up by *Saavy Software*. Media sponsor for the event is *Mass High Tech*.

Sponsorship opportunities are still available for one of the entertaining events on the high-tech calendar. Those interested in sponsoring or contributing to this year's celebration may contact Ginny Griffith, the Chamber's business development manager, at (603)610-5514 or email ggriffith@portsmouthchamber.org. ★

WHAT'S AHEAD

[DECEMBER]

15th

Mid Day Meet
One NH Ave., Pease

20th

Holiday Wine Tasting
Sheraton Harborside
Portsmouth Hotel

31st

First Night Portsmouth
Downtown Portsmouth

[JANUARY]

4th

eCoast Birthday Bash

17th

Member Orientation
Chamber Conference Room

19th

Mid Day Meet

23rd

Legislative Reception
Sheraton Harborside
Portsmouth Hotel

25th

Business After Hours
Seacoast
Rejuvenation Center

[FEBRUARY]

1st

Montly eBrew
The Press Room

21st

Bank of America
Speaker Series Breakfast
"Smart Growth"

RENEWING MEMBERS

The Chamber thanks the following
for renewing their membership commitment

- | | |
|--|--------------------------------|
| Ambrosia Gardens Inc. | Olde Port Properties |
| Apple Painting & Restoration | Pixel Media, Inc. |
| Art 'Round Town | Portsmouth Advocates |
| BreastCancerStories.com | Portsmouth Blind & Shade Co. |
| Captain's Landing | Portsmouth High School |
| Center for Occupational & Environmental Health | Portsmouth Magazine |
| Children's Museum of Portsmouth | Portsmouth Public Library |
| City of Portsmouth | Rand Lumber Company, Inc. |
| Custom Pools, Inc. | Randall Press, Inc. |
| Dockside Guest Quarters & Restaurant | Resort Maps |
| Eastern Region Partnership | Richard W. Yeaton, D.D.S. |
| Exeter Rent - All, Inc | RMC Research |
| Eyesight Ophthalmic Services | Rye Airfield |
| Financial Network | Salisbury Insurance, Inc. |
| Fleet Street Wireless | Sanders Lobster Company |
| Glendowlyn F. Howard | Sea-3, Inc, |
| Hunkins Real Estate | Seacoast Events |
| I Clean (Not You) | Seacoast Family 'Y' |
| Inn at Packers Falls | Single Digits Inc. |
| Insurance Consultants of Maine | Strawbery Banke Museum |
| Justin D. Setchell | The Press Room |
| Lafayette Plaza | University of New Hampshire |
| Lifestyle Collections | Vascular, PC-Neil Sullivan, Md |
| M.L. Hannay Associates | Waddell & Reed Inc. |
| Mass High Tech | Wentworth By The Sea Cntry Clb |
| Northwestern Mutual | Workforce Opportunity Council |
| Ocean Properties | |

More than 250 Bid at this Year's Holiday Auction Gala Up to Half of Profit to Benefit Market Square Steeple Fund



Guests at this year's Holiday Auction enjoy the banter of Auctioneer Joe Shanley who kept the bidding going at a fast and furious pace.

This year's Holiday Auction Gala became an event with a mission aimed at generating a "sizeable contribution" to put the Market Square Steeple Fund in reach of its goal of raising \$1 million from the community. More than 250 bidders attended the festive evening of socializing and bargain hunting held Nov. 30 at the **Wentworth by the Sea—A Marriott Hotel & Spa**.

The auction featured more than 200 silent and live auction items and a chance for members and guests to fill their holiday wish lists. Local Realtor and sometimes comedian Joe Shanley presided over the furious fanning of paddles that accompanied the announcement of many great deals. Up to half the net proceeds from this year's auction will benefit the **Market Square Steeple Fund** and a portion of the Chamber profits will benefit a Chamber-member nonprofit. The remainder will support Chamber programming and member services. The official passing of the donation checks will take place at the Holiday Winetasting set for Dec. 20 at the **Sheraton Harborside Portsmouth Hotel**.

Top grossing items in the bidding were a week at the Chateau de LaNapoule Castle in France, a week vacation on a catamaran in

Belize and a party for 300 in the Portsmouth Gaslight nightclub.

The Chamber thanks the many sponsors and members who contributed to this year's event as well as the auction committee that helped to make the program possible. Auction sponsors were **The Provident Bank, Lyons Law, Seacoast Media Group, Fuze Communications** and **Gentle Giant Movers**. The Chamber also thanks **KindStream Media** for their assistance in generating interest for the auction.

Auction committee members included Co-chairs Carolyn Cloutier and Jennifer Gray, Cathy Clark, Cindy Mailloux, Lexi Manus, Lisa Greenlaw, Kymberlee Lawton, Julie Burns, Shawn Shapiro, John Lyons, Bruce Jewett, Deb Scott, Melissa Mack, Catherine Keenan, Phil Pettis, Ami D'Amelio, Michael Clark, Darci Knowles, Josh Benthien, Emily Huebner, Joe Shanley, Dick Ingram and Kaarin Olofsson. ★

Top NHDRED Officials Give Overview at Breakfast

Bald Touts Agency's Synergy as Key to Economic Success

A balanced program of economic development and natural resource management are key factors to New Hampshire's continued success according to NH Department of Resources and Economic Development Commissioner George Bald. Bald and directors from his department were guest speakers at the **Bank of America Speaker Series Breakfast** held Nov. 15 at the **Frank Jones Center** in Portsmouth.

During the program, Bald introduced his team and talked about how having a heavily forested state was "just as important as having water and sewer service in the cities." His point was that the state's expansive timber resources, and natural environment, not only fuel power, building and export businesses, it also attracts visitors that keep more than 50,000 in the state employed in the tourism industry—the second most important revenue generator in the state at nearly \$5 billion.

Other speakers in the program were Alice DeSousa, director of the department of travel and tourism development; Philip A. Bryce, director of the division of forests and lands; Allison McLean, director of parks and recreation; and Roy Duddy, director of the NH Resource Center. ★



NHDRED Commissioner George Bald introduces his team and the department's role at the November Bank of America Speaker Series Breakfast Forum.

Wiggin & Nourie, P.A. recently welcomed **Jennifer M. Turco**, of Manchester, to the firm. Turco comes to the firm after serving as a law clerk to the Honorable James E. Duggan of the New Hampshire Supreme Court. She is a graduate of Northeastern University School of Law, and earned her Bachelor of Science in Psychology and American Sign Language/Deaf Studies from Northeastern University College of Arts and Sciences. Turco will work with the firm's clients in the litigation group.

The New Hampshire Restaurant and Lodging Association recently released its list of finalists for the organization's "Stars of the Industry Awards." A number of Chamber members made the list including **Karen Meyer, Three Chimney's Inn**, finalist for Innkeeper of the Year; **Mike Hall, Sheraton Harborside Portsmouth Hotel**, Employee of the Year-Lodging; and **Harry Bobolas, Galley Hatch Restaurant**, Employee of the Year-Restaurant.

Northeast Credit Union recently held a groundbreaking ceremony to mark the start of construction for its newest branch in Lee, N.H. The one-story, 2,880 square-foot facility will open in the spring of 2007 and feature a drive-up ATM and four drive-up teller lanes. The Lee location will be a full-service branch, offering services such as new account openings, deposit services, and a full range of mortgages, consumer loans and small business offerings. The Lee branch will also house a financial education center containing helpful articles and credit counseling information for members. For more on the credit union, visit www.necu.org.

Grubb & Ellis|Coldstream Real Estate Advisors, Inc. a leading provider of integrated real estate services, recently represented the Auburn School District in its purchase of 60.2 acres of land from the Dollard Irrevocable Trust on Route 102 in Auburn. **David Choate** and **Hugo Overdeput** of Grubb & Ellis|Coldstream assisted Auburn in its exhaustive search and negotiated the transaction for the selected property, which was purchased for \$650,000 according to the Rockingham County Registry of Deeds. For more on the real estate agency, visit www.grubb-ellis.com.

SCORE is currently recruiting volunteer women counselors willing to share their business expertise with SCORE clients who need assistance. SCORE is a nationwide volunteer counseling service made up of 10,500 men and women who donate approximately six hours a week to help budding entrepreneurs. More than 50 percent of SCORE clients are women, so the group's goal is to recruit more women counselors. Those interested may contact the local SCORE office at (603) 433-0576, info@scorehelp.org or visit www.scorehelp.org.

Cabot House Furniture in Portsmouth recently welcomed two new employees to its design team: **Meredith Ford** and **Margareta Claesson**. Ford was the owner of the Meredith Ford Collection store in Portsmouth, a specialty home furnishings and accessories boutique. Claesson is former owner of The Claesson Co. in Cape Neddick, Maine where she specialized

in window fashion products and as a product development manager for home accessories from China, India, Vietnam, Taiwan and Europe. For more on Cabot House, visit www.cabotouse.com.

Emily Huebner recently joined the J. Group as events coordinator. In the position, Huebner will focus on event sales at **Jumpin' Jays Fish Café, Radici, The Dunaway Restaurant, The Red Door, Dover Soul** and **Dos Amigos**. For information on the restaurant group or events, call (603) 498-1314 or email Emily@jumpinjays.com.

Countrywide® Home Loans, Inc., recently welcomed Home Loan Consultants **Perry** and **Linda Saunders** to its Seacoast-area staff. Both are looking forward to providing qualified borrowers with viable mortgage solutions from Countrywide's wide array of home financing options, local processing and underwriting. For more on Country wide, call (603) 334-4603 or visit www.lindaksaunders.com.

Heartwood Media, Inc. recently celebrated its 10th anniversary in business. "It was a very exciting time," said **Owner Chris Conroy**, "I had one or two projects lined up right away, and word-of-mouth about us began to really take off." Heartwood Media, Inc. is an award winning video, TV, and interactive production company based in Manchester, NH. Heartwood partners include a diverse array of clients including Public Service of NH, Segway, Autodesk, and The Nature Conservancy. For more on the company, visit www.heartwoodmedia.com.

Atlantic Tambone has engaged **The Kane Company**, a regional full service commercial real estate firm from Portsmouth, New Hampshire and their retail services group to market a new 65,000 square-foot retail center in Hudson, N.H. The center, projected to be completed in the Fall of 2007, will feature an "upscale" selection of stores. For more on the Kane Company, visit www.netkane.com.

NE Video Productions in Portsmouth N.H. has been selected to production manage the filming of "The Fred Friendly Seminar Series" produced at Boston's Museum of Science. NE video has had a long relationship with the PBS series and was chosen because of its past work supplying production crews, content and technical expertise for shows that have been produced throughout the country, according to **Owner Nat Heard**. The videotaping took place Nov. 28 and will air in late December. For details, visit www.nevideoproductions.net or call (603) 766-6387.

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Ocean National Bank recently announced that **Jane Faix**, a vice president with the bank, has been promoted to regional manager of community banking for the southern Seacoast region which includes Durham, Exeter, Hampton, Portsmouth and Stratham, N.H. She previously managed the Islington Street branch in Portsmouth and will continue to work from that location at 501 Islington St. Faix has 20 years of experience in the banking industry, working many of those years in the Durham, N.H., market. She is a member of the Durham and Portsmouth West End Business Associations and current president of the board of directors for Growing Places, a nonprofit daycare. For more information about the bank and its services, visit www.eOcean.com or call (800) 367-8862.

The Provident Bank invites Chamber members to bring their gifts by their offices at 21 Daniel Street near Market Square for complimentary gift wrapping. The staff of the Portsmouth branch will be offering the service from 5-8 p.m., Dec. 15. While the wrapping is free, the staff will accept donations that will benefit the **Family Service Association**, a nonprofit group that supports low-income individuals with food, clothing and education for healthy living. For more details on the service, contact Anne Lapointe, branch manager, at (603) 334-1255. For more on the bank, visit www.theprovidentbank.com.

William J. Schuler, president & CEO of **Portsmouth Regional Hospital**, recently announced that the hospital has submitted a Certificate of Need (CON) application to the State of New Hampshire outlining a \$63 million expansion project for the hospital. The proposal calls for new construction that would increase the size of the hospital by more than 20 percent to approximately 314,000 square feet. According to Schuler, the new space will house expanded cardiac services, improved high tech equipment and new surgical capabilities. The new space will also make it possible for the hospital to convert to all private patient rooms. He added that construction is expected to start in 2008. For more on the hospital, visit www.portsmouthhospital.com.

SilverTech recently announced the launch of the new Life is Good, Inc. website. SilverTech created the new website which offers many new features including improved usability, enhanced My Account area, cross-promotional suggestions, shopping cart functionality, automated electronic gift cards, and highlights from the Life is Good Festivals. In addition, this website streamlines the back-end processes by simplifying the fulfillment and shipping activities. To experience the Life is good, Inc. website, visit www.lifeisgood.com.

Wiggin & Nourie, P.A. recently welcomed **Nicole M. Barsamian**, of Derry to the firm's Business and Real Estate, Land Use and Development Groups. Barsamian comes to the firm after serving as a law clerk for a New England law firm. She is a graduate of Boston College Law School, and earned her Bachelor of Science in Economics and Art History from Bates College in Lewiston, Maine. For more information, call (603) 669-2211 or visit www.wiggin-nourie.com. ★

[WELCOME NEW MEMBERS]

Service Credit Union Welcomes New Members

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



Cynthia Tokos

Photographers
PO Box 1570
Portsmouth, NH 3802
Contact: Cynthia Tokos
Phone: (603) 812-5112
Email: cbtokos@together.net

Dale Carnegie Training

Consultants, human resources development; consultants, organization & training
PO Box 391
East Derry, NH 3041
Contact: Deb Titus
Phone: (603) 434-4042
Fax: (603) 584-0438
Email: deb.titus@dalecarnegie.com
Web: www.boston.dalecarnegie.com

EMERSONTEL

Computer networking, telecommunication systems, telephone systems
PO Box 184
Portsmouth, NH 3802
Contact: Scott Guyer
Phone: (603) 430-7359
Email: emersontel@yahoo.com

Hair Colour Concepts, LLC

Hair salons & stylists
801 Islington St. A3
Portsmouth, NH 3801
Contact: Laurie Ashe
Phone: (603) 430-9100
Email: laurieashe@comcast.net

Kittery Trading Post

Clothing, retail, sporting goods
PO Box 904
Kittery, ME 3904
Contact: Lisa Moriguchi
Phone: (888) 587-6246
Fax: (207) 439-8001
Email: lmoriguchi@ktp.com
Web: www.kitterytradingpost.com

McDougall & Duval Advertising, Inc.

Advertising, marketing, public relations
24 Millyard Unit #8
Amesbury, MA 1913
Contact: Dan Duval
Phone: (978) 388-3100
Fax: (978) 388-6700
Email: dduval@thinkmd.net
Web: www.thinkmd.net

Outback Steakhouse

Restaurants
2064 Woodbury Ave., Ste. 101
Newington, NH 3801
Contact: Cathy Jo
Phone: (603) 431-5800
Fax: (603) 431-4340
Email: obs2911@outback.com
Web: www.outback.com

Points Nor'East Properties

Real estate, commercial; real estate, residential
400 The Hill
Portsmouth, NH 3801
Contact: Fred Attalla
Phone: (603) 430-1003
Email: fred@pointsne.com
Web: www.pointsne.com

Port City Livery

Airport transportation, limousine services, transportation
PO Box 226
Portsmouth, NH 3801
Contact: Matthew Bushman
Phone: (603) 436-5466
Email: mbushman@portcitylivery.com
Web: www.portcitylivery.com

Portsmouth CASEY Home Association

Conference planning, function Rooms
1950 Lafayette Road
Portsmouth, NH 3801
Contact: Bill Greener

Portsmouth Haircare and Day Spa

Hair salons & stylists, massage therapy, skin care
55 Congress Street
Portsmouth, NH 3801
Contact: Mary Weisheit
Phone: (603) 433-0059
Email: mary.weisheit@adelphia.net

Room ReVisioning

Interior design, real estate services, real estate, residential
4b Bass Street
Newmarket, NH 3857
Contact: Denise Whittier
Phone: (603) 659-2007
Fax: (603) 659-2007
Email: deevoice@together.net

Scan Smart, Inc.

Consultants, business & technology, document imaging services, records storage
1 Commerce Way
Barrington, NH 3825
Contact: Timothy Heald
Phone: (603) 664-7773
Email: theald@scansmartusa.com
Web: www.scansmartusa.com

Seacoast Community Values

Advertising, internet marketing, marketing
45 Lafayette Road #124
North Hampton, NH 3862
Contact: George Kosmes
Phone: (207) 964-4644
Fax: (207) 967-4644
Email: george@seacoastcommunityvalues.com
Web: www.seacoastcommunityvalues.com

Sprint Nextel

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1155 Elm Street 4th Floor
Manchester, NH 3101
Contact: Al Johnson
Phone: (603) 661-0593
Fax: (603) 621-4545
Email: alan.a.johnson@sprint.com
Web: www.sprint.com

Taste of the Seacoast Magazine

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Hampton, NH 3843
Contact: Jessica Houghton
Phone: (978) 884-6406
Email: jessica@tasteoftheseacoast.com
Web: www.tasteoftheseacoast.com

Together In His Name

Book stores, churches, religious organizations, gifts
27 Lafayette Road
North Hampton, NH 3862
Contact: Dennis Honan
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Fax: (603) 964-7798
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If the address at right is incorrect, please notify the Chamber at 436-3988. Thanks.