

Dividends



APRIL 2007



GREATER PORTSMOUTH CHAMBER OF COMMERCE



WWW.PORTSMOUTHCHAMBER.ORG



State of the City Breakfast Planned for May 16

City Manager to Cover Wide Range of Projects, Programs

Sustainable practices, rezoning and Northern Tier development 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 16 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 an overview of challenges facing the community like holding down taxes while moving forward on the Northern Tier development, implementing "green" practices and systems within city government and designing a new water treatment plant. He will also talk about the discussions the city is having with legislators concerning education funding.

Bob Lister, superintendent of Portsmouth Schools will cover progress on the Portsmouth Middle School building project and review the school department's upcoming activities and issues. Portsmouth Fire Chief Chris LeClaire is expected to talk about public safety, the changing role of the fire service and the unique challenges facing the Portsmouth Fire Department. Police Chief Michael Magnant will present an overview of crime and calls for service in 2006, the rising trend of serious crimes and what his department is doing to reduce criminal victimization and hold offenders accountable.

Cost of the breakfast is \$20 for Chamber members and \$27 for nonmembers. Those interested

in attending may signup online at www.portsmouthchamber.org/stateofthecity2006.cfm or RSVP by contacting the Chamber at (603) 610-5510 or via email at info@portsmouthchamber.org. ★

Bank of America 

'Innovate to Win: Be Bold or Go Home' Theme of Seminar

C & J Trailways, Portsmouth Magazine Heads Guest Speakers

Innovate to Win; Be Bold or Go Home is the theme of the second seminar in the Greater Portsmouth Chamber of Commerce Year of Innovation series set for 8-10 a.m., April 19 at the **New Hampshire Community Technical College** located on the Pease International Tradeport.

"Innovation is no longer considered a luxury in our ever changing economy," said Sean Clancy, a member of the Chamber's business development committee. "Customers expect 'new' and 'different' on a regular basis. We'll be challenging attendees to raise the bar by consistently delivering creative products and solutions, and ultimately distinguishing themselves in the marketplace."

The seminar will show participants how local companies are applying innovation "externally" and getting noticed for their efforts

Guest speakers include Tom Giovannello, publisher of *Portsmouth Magazine* and Jim Jalbert, CEO of **C & J Trailways**. Both will be talking about how they are building success by doing things differently than their competition.

Cost of the seminar is \$10 for Chamber members and \$15 for nonmembers. For more details on the event, or to sign up online, visit www.portsmouthchamber.org/yoi2.cfm or contact Ginny Griffith at (603) 610-5514 or ggriffith@portsmouthchamber.org. ★

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Talk About How Doing
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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

Last month I wrote about change. Using Sam Jarvis as an example, we saw how a person's attitude helps frame how one responds to change. There are many businesses that have carried on successfully in Portsmouth for years, decades even. They have succeeded over time because they have changed with the times. I could name some of them here, but I do not have room for them all, and I am sure that you have your own choice examples of your long time favorites, both downtown and throughout the community. Change does not mean that we lose the past. Change done well takes the best of the past and builds on it.

In addition to the long-time business owners who are our link to the Portsmouth—those we knew when we all were younger—we are seeing many new faces on the local scene. Some have taken over established businesses and locations, others have started new ventures. All bring new energy and vitality to Portsmouth. Let me share an example of this vitality, one you have probably read about recently in the paper.

Portsmouth Lights on Friday Nights is a great illustration of how positive attitudes create good ideas. A committee of the Downtown Business Association, comprised of Chamber members Assiah Russell of **Puttin' on the Glitz**, Gail Licciardella from **Paradiza**, Natalie Hassold from **Tugboat Alley**, and chaired by Cyndi Pariseau of **Simply Unforgettable Gifts**, have worked hard over the last several months to get many of the downtown retail stores to commit to staying open later on Friday nights. You'll be hearing more about the specifics later on this month in the press.

A simple enough idea you might think, but one that required the fresh eyes of a new business owner (Cyndi). She wondered why more were not open later in the evening and made the effort, together with her hard working committee, to get over 40 independent minded business owners to make a commitment to work together.

This is a creative way to shine a light (pun intended) on the diverse and thriving retail economy in Downtown. I expect that it will pay great dividends to the businesses who will add to, and benefit from, the activity created by our restaurants and entertainment venues. Some have benefited from later hours for a while now; it will be very exciting to see businesses working together to create the diversity activity that is the lifeblood of a thriving downtown community.

That is an example of how one segment of the business community is embracing change and making it work for them. The Portsmouth Chamber of Commerce is a diverse organization. We have over 1,000 members. They represent all types of businesses, small and large. They come from all all over the Seacoast and beyond reflecting just how much Portsmouth has become a hub of commerce for the region.

My hope is that each segment of our membership, and the community at large, will benefit from the good ideas, the energy and the success of others. Your Chamber is committed making sure that people and businesses benefit from each other and make the connections necessary to be an active and vital part of the larger community.

We will be celebrating the diversity and vitality of the business community at our Spring Business Networking Expo set for May 10th at the Frank Jones Center. I hope that you will be part of this special day where we'll be debuting our new brand image. It is a message and image that will speak to our commitment to be an active partner for those who want to become part of creating the future vitality of the business community.

This Expo is designed to be accessible for all—as a means to network and as a fun way to check out exhibiting members, and celebrate. If you are a member, we invite you to be part of the Expo, either as an exhibitor or an attendee. If you know someone who would benefit from Chamber membership, invite them to join you. If you have been thinking about becoming part of the Chamber, please join us for the Expo and get a first-hand look at what we offer. If you own a business that has been a member in the past, and are curious about what the Chamber is like today, please come and check us out.

So let's go back to the theme of change that I started this letter with. This year marks the Portsmouth Chamber's 90th Anniversary. Ninety years in business is in and of itself a good reason to celebrate. But just think about the changes that have occurred through those nine decades and where we are today. The Chamber is proud to have been an active partner in a community that is constantly engaged in the process of retaining what is best from the past and adding on good new things. We're committed to continuing that tradition as we move into the future and invite those with a like mind to get involved and join us in that process. ★



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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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Former NY Mayor Rudy Giuliani jokes with guests during an autograph moment at a special Chamber breakfast forum held April 3 at the Wentworth by the Sea Hotel. Behind him is Wayne Semprini, local Giuliani campaign representative, and to the far right, Portsmouth City Councilor Harold Whitehouse.

Giuliani Guest Speaker at Special Breakfast

Security, Energy, Budget Listed as Primary Concerns

Potential presidential contender and former NY Mayor Rudy Giuliani traveled to the Seacoast April 3 to connect with Seacoast citizens on what he sees as critical issues facing the country. The breakfast, organized by the Chamber and hosted by the **Wentworth by the Sea—A Marriott Hotel and Spa**, was organized to give members and the Seacoast community a face-to-face opportunity to meet the potential presidential candidate.

The main points from his presentation were that the country needs to pursue energy independence, control government spending, reduce taxes (in particular, lower the capital gains tax and repeal the death tax) and continue the offensive on global terrorism.

On foreign policy, Giuliani was quick to point out that New York, where he “governed” as mayor for seven years, is itself a global microcosm representing the peoples of the world—and home to the United Nations. He also said he had been invited to speak about security and leadership in 37 different countries over the past six years giving him experience and insight into global issues, concerns and future opportunities for trade.

In regard to energy independence, he said the United States should put the same emphasis on alternative energy “as we did on putting a man on the moon.” Giuliani lauded Brazil as a leader in ethanol production and use, and France where clean nuclear power generation provides 80 percent of the country’s energy needs. “If they can do it, we can too,” he said.

The Chamber thanks the Wentworth by the Sea Hotel for hosting the breakfast and their staff or their above-and-beyond assistance in setting up the event.

For more on the Giuliani breakfast, visit the Chamber library at www.portsmouthchamber.org/library.cfm. ★

Expo Offers ‘Open House’ with Guaranteed Visitors

Day-Long Event Features Mini-Seminars, Reception

“A lot of our exhibitors are thinking of this year’s business networking expo as an “open house” for their company,” said Kaarin Olofsson, the Chamber’s marketing and events manager. “Instead of bouncing around the Seacoast to meet with clients one-on-one, they’re inviting them to the show where exhibitors will also have opportunity to market and sell their products and services to

fellow members and the general public.”

The event, underwritten by **Public Service of NH**, is scheduled for noon to 7 p.m., May 10 at the **Frank Jones Center** in Portsmouth. “We encourage members to visit the expo pages online and check out the businesses that have already signed up,” said Olofsson. “If you see that your particular type of business isn’t represented, call the Chamber to secure a booth— you may have an exclusive opportunity to connect with new customers and prospects.”

The event will also feature sponsor-lead 20-minute mini-seminars throughout the day, Seacoast cuisine provided by some of the region’s top restaurants and caterers, and an after-hours-style reception from 5-7 p.m.

For more on the expo, visit www.portsmouthchamber.org/expo2007.cfm or contact Olofsson at (603)610-5527. ★

Market Square WiFi is Up and Running Year Round

eCoast Contributors Mark 5th Year of Free Web Access

eCoast WiFi recently launched its 5th season of free Internet access in Market Square with what is now a year-round service.

The service is made possible through a volunteer partnership involving eCoast leaders from **BayRing Communications, Single Digits, Port City Web, Buzz on a Budget** and most recently **Connectivity Point Design & Installation**. Connectivity Point provided the wiring, hardware and labor to move the hot spot equipment indoors.

“This migration allows us to provide the service on a year-round basis now and seems to have expanded the access beyond the immediate Market Square area,” said Ginny Griffith, the Chamber’s business development manager and eCoast liaison. Griffith said those visiting Market Square for business or leisure can login and take a quick survey that will give them a password to access the internet. That password will allow them access each time they login throughout the year.

The following chamber members also provide WiFi access in their downtown businesses: **Fat Belly’s Bar and Grill, Flatbread Company, Me & Ollie’s Cafe & Bakery, PopOvers on the Square, The Portsmouth Brewery, The Oar House, Starbucks Coffee Co. & The Works**. ★

Calendar of Events



NH Gov. John Lynch

State of the State Breakfast with NH Gov. John Lynch

7:30-9 a.m., Tuesday, April 17

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

Make plans to join us April 17 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 *Sheraton Harborside Portsmouth 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, support for business priorities like the R&D Tax Credit updating the state's transportation infrastructure, workforce housing initiatives, education issues - both adequacy and funding, supporting a healthy environment and investment in higher education including community colleges.

For more on the breakfast, or to register online, visit www.portsmouthchamber.org/stateofstate2007.cfm. Cost of the breakfast is \$20 for members and their guests, and \$27 for non-members.

To RSVP offline, or for more information, contact the Chamber (603) 610-5513 or info@portsmouthchamber.org. ★

Underwritten by

Bank of America 

Year of Innovation Seminar Series

7:30 -9 a.m., Thursday, April 19

NH COMMUNITY
TECHNICAL COLLEGE
[320 CORPORATE DR., PEASE TRADEPORT]

Innovate to Win; Be Bold or Go Home is the theme of the second seminar in the Chamber's Year of Innovation series set for 8-10 a.m., April 19 at the *New Hampshire Community Technical College* located on the Pease International Tradeport.

"Innovation is no longer considered a luxury in our ever changing economy," said Sean Clancy, chair of the Chamber's business development committee. "Customers expect 'new' and 'different' on a regular basis. We'll be challenging attendees to raise the bar in their businesses by consistently delivering creative products and solutions, and ultimately distinguishing themselves in the marketplace." The seminar will show participants how local companies are applying innovation "externally" and getting noticed for their efforts.

Guest speakers include *Tom Giovanniello*, publisher of *Portsmouth Magazine* and *Jim Jalbert*, CEO of *C & J Trailways*. Both will be talking about how they are building success by doing things differently than their competition.

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FEDERAL SAVINGS
BANK



Mid-Day Meet Networking

Connect and Network
at the Mid-Day Meet

11:30 a.m.-12:30 p.m., Friday, April 20

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

Mark your calendar to network at the April 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. 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. ★



SMG
SEACOAST MEDIA GROUP

Business After Hours

5-7 p.m., Thursday, April 26

SEACOAST MEDIA GROUP
[111 NEW HAMPSHIRE AVE. PORTSMOUTH, NH]

The team at *Seacoast Ventures* and *Seacoast Media Group* will host a Greater Portsmouth Chamber of Commerce Business After Hours from 5-7 p.m., April 26 in their new corporate headquarters at the Pease International Tradeport. The group is excited about introducing the Seacoast business community to its new building, state-of-the-

vents

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Sir Speedy
APRIL ★ 2007

art Goss International Magnum press, and the staff.

The SMG team has a great "house warming" planned to celebrate their move including a delectable assortment of hors d'oeuvres from Mahalos and music by the Ben Baldwin duo, so don't miss out on this coming-of-Spring bash.

SMG publishes Seacoast Ventures, the Portsmouth Herald and a host of other community papers throughout the southern New Hampshire and Maine. Seacoast Ventures and SeacoastVentures.net are fast becoming the local connections to business information on the Seacoast.

Door prizes for the evening will feature two tickets to Red Sox (Pavillion Seats with food service); two tickets to a performance of The Full Monty at the Ogunquit Playhouse and the after-show party with the cast including All In the Family celeb Sally Struthers; and a Seacoast Ventures print and online advertising package.

Admission to the event is a business card at the door. For more information on the event, visit www.portsmouthchamber.org/smgbah.cfm. ★



eBrew
technology roundtable

eBrew

5-7 p.m., Thursday, May 3

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. To find out more, please contact Ginny Griffith, the Chamber's business development manager, at (603) 610-5514 or ggriffith@portsmouthchamber.org. For more on Roundtable activities, visit www.ecoast.org. ★

WHAT'S AHEAD

[APRIL]

5th

Monthly eBrew
The Press Room

17th

State of the State
Breakfast Forum
Sheraton Harborside

19th

Year of Innovation
Seminar Series
NH Community
Technical College

20th

Mid Day Meet
Two International Group

26th

Business After Hours
at Seacoast Media Group

[MAY]

3rd

Monthly eBrew
The Press Room

10th

Portsmouth Chamber
Spring Business
Networking Expo
Frank Jones Center

16th

State of the City
Breakfast Forum
Sheraton Harborside
Portsmouth Hotel

24th

Business After Hours
Dockside Restaurant on
York Harbor

RENEWING MEMBERS

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

A. A. Associates
Albacore Park
Allegiant Management
AMES MSC
Berwick Academy
Big Brothers Big Sisters of
Greater Seacoast
BioHealth Counseling Center
Botnay Bay Technology, Inc.
Breaking New Grounds
Burton J. Cohen
Business NH Magazine
Carmen V. Santana, DMD
Celebrity Sandwich
Chrisrial & Co Fine Jewelry
Clear Channel Communication
Coachman Inn
COAST
The Coffee Beanery
Comfort Inn Portsmouth
Community Child Care Center
Condor Aerial Image System
Coughlin Rainboth Murphy &
Lown
Crescent Plowing Services, LLC
Crotched Mt. Community Care
CTM Brochure Display Inc.
DKT Interiors
Dos Amigos Burritos, LLC
Dowling Corporation
Dunkin Donuts
Edward Jones Investments
Fairfield Inn by Marriott
Flagship Press
Foster's Daily Democrat
Foster's Downeast Clambake
Fox Run Mall
Friends Forever, Inc.
Fuller Gardens
Furniture Medic
Fuze Communications
Gallagher's Awards
Garrett Nagle & Co, Inc.
Al Gauron Deep Sea Fishing &
Whale Watch
Global Technical Talent
Goodwin's Office Products
Great Bay Limousine, Inc.
Great Bay Marine, Inc.
Harnum Industries
The Homeowner's Solution, LLC
The Housing Partnership
Imagistics International
Infantine Insurance, Inc.
Inn at Christian Shore
INNSeason Resorts
Interventional Spine Medicine
Isles of Shoals Steamship Co.
J. L. Coombs
James P. Munton
Japan America Society of NH
Jenaly Technology Group, Inc.

Kane Insurance, Inc.
Ladybug Travel
Lo's Seafood & Oriental
Marvin E. Lesser
Middle Street Baptist Church
Molly Malone's
Money Law Offices, PLLC
Muddy River Smokehouse
The Music Hall
New England Homes, Inc.
New England
Resource Media, LLC
Ninth Wave Sailing Charters
North Cong. Church of
Portsmouth
Northeast Charter
Boat Company
Northern Utilities Natural Gas
Ocean Spirit Yoga & Wellness
Off The Wall Promotions
Port City Chiropractic, PLLC
Portsmouth Black Heritage Trail
Portsmouth Community Radio
Portsmouth Crimeline, Inc.
Portsmouth Historic House
Association
Prescott Park Arts Fest
The Portsmouth Pearl
Redhook Ale Brewery
Retired & Senior Volunteer
Robert Half International
Robert Lincoln Levy Gallery
Rolling Green Nursery, LLC
The Rosa Restaurant
SCORE Seacoast Chapter 185
Seacoast Coca-Cola
Bottling, Co.
Seacoast Commuter Options
Seacoast Trolley Company
Singularity Electronic Systems
Smokey Bones Restaurant
Sports Medicine Atlantic
Orthopedics
International Trade Resource
Center
TD Banknorth, N.A.
Tenants' Association At Pease
Texcel Research Group, LTD
Three Graces
TMS Architects
Toscano & Ardito, PC
Toyota of Portsmouth
Tug Boat Alley
Two International Group, LLC
University of N H Foundation
Wendy's Old Fashioned
Hamburgers
The Works
Wren's Nest Village Inn
York Telephones, Inc.

SIXTH ANNUAL TOURISM SUMMIT—More than 100 Chamber members and guests from the arts and historical community to the region's hospitality professionals gathered at the **Sheraton Harborside Portsmouth Hotel** March 14 for the Chamber's 6th Annual Tourism Summit. The event was underwritten by **Seacoast Media Group** and hosted by the Sheraton. Throughout the day long event, attendees got the opportunity to hear from media pros, destination marketers and the New Hampshire Department of Travel and Tourism Development on how to better put the greater seacoast region on the nation's travel radar. Victoria Cimino, communications manager for the NH DTTD, kicked off the event with a history of New Hampshire's first-in-the-nation primary and its value as a publicity magnet for the state. She encouraged local Chambers and businesses to be ready to wow visiting media—"who may show up at your doorstep on slow political news days"—by preparing potential stories in advance and schooling staff on how best to cast the region in a positive light. A panel of travel writers featuring Richard Carpenter, *Boston Globe*; Felicity Long, *Travel Weekly* talked to the audience about what kinds of stories are likely to get their attention and the best ways to contact them. They said creativity, persistence and delivery mode of the message (like email, hard copy and photo/video CDs) are the keys to success. Another panel discussion centered on "What the Seacoast Can Learn from other Tourism Destinations" featuring Michael Toma, professor of economics from Savannah, Ga.; Carol Thistle, executive director of Destination Salem, the Office of Tourism and Cultural Affairs in Salem, Mass.; and Martha J. Sheridan, president and chief executive officer of the Providence Warwick Convention and Visitors Bureau in Rhode Island. This group talked about determining a community's unique character and finding ways to link those qualities to activities that appeal to the traveling public (historic sites, hands-on activities and multifaceted tours for active adults, and cultural events, activities for kids). The keynote guest of the day was Jamie Trowbridge, president of Yankee Publishing, Inc. He said it used to be tourism was synonymous with sight-seeing, today it is more likely for travelers to organize a trip around a specific attraction or activity than to just go out for a general tour. He added the more peripheral activities there are to the main event, the more successful a community will be in attracting visitors. ★

YEAR OF INNOVATION SEMINAR I—More than 30 Chamber members and guests learned a little about recipes for success at this year's second Year of Innovation seminar held March 22 at the **NH Community Technical College**. The program, underwritten by **Federal Savings Bank**, was created by the Chamber's business development committee. Guest speakers for the event were Erik Dodier, president of **PixelMedia**, and John Tinios, owner of **The Galley Hatch Restaurant, Galley Hatch Catering and Popovers on the Square**. Dodier talked about how innovative internal and external communication has served to help his company grow. Early on, they implemented a homemade job tracking system that allowed them to manage employees, projects and operations for greatest efficiency and effectiveness. The networked software, which has grown more sophisticated over time, allows their production teams to coordinate across multiple projects and incorporates a portal that gives clients the ability to check in on project progress, make comments and sign off at milestone points. Dodier said, "it keeps us from getting to the end of a job and finding we were way off the mark." "What are you thinking," was the feedback John Tinnios received when he talked to potential partners about opening yet another coffee house on Market Square. But what they didn't know is that he had a completely new take on the traditional coffee house model. Rather than copying the competition, he chose to make Popovers an all-in-one experience to fill what he considered a void in the downtown restaurant scene. His concept, create a place where you can sit down and eat a quick breakfast or lunch, choose a treat from a world-class bakery or stop in late after an evening at the theatre for a snack and intellectual conversation—and do it all with the highest ingredients and level of service. So he hired the sous chef and his team from the Balsams Grand Hotel, secured a prime spot in the square, and filled it with the most delectable treats in the region. The rest is history. To find out more about the next seminar in the series, visit www.portsmouthchamber.org/yoi2.cfm. ★

BUSINESS AFTER HOURS WITH THE PORTSMOUTH COUNTRY CLUB AND INFINITE IMAGING—Members and guests discovered the real "room with a view" March 26 as the Chamber traveled to the **Portsmouth Country Club** for the monthly Business After Hours, co-hosted by **Infinite Imaging**. Surrounded by panoramic views of the 18-hole course and Great Bay, more than 175 visitors enjoyed an evening of networking which featured a smorgasbord of Seacoast favorites prepared by the country club's dedicated team of chefs and a friendly putting competition. The Infinite Imaging team, in keeping with the spirit of the venue, handed out golf ball line marker tool sets, stainless steel beverage mugs and a host of other promotional specialties available for order through their four locations in Portsmouth, the Pease Tradeport, Dover and York, Maine. Some guests left the event with more than a hankering for the links: Liz Raiche, from the **Portsmouth Courtyard Marriott**, won a \$100 gift certificate for printing at Infinite Imaging; Wes Rogers, **Newick's Seafood Restaurant**, picked up a \$100 gift certificate to the PCC Pro Shop and a box of balls; Dean Merrill drew and a collector's aerial photo of the country club; Steve Ripper, won an arrangement of fruit contributed by **Edible Arrangements**; and John Parsons, **Radical Results**, picked up a round of golf for two at the country club. Joanne Pratt, Darcy Creative, won the grand prize of the evening, \$192 in proceeds from the 50/50 raffle. ★



Top, Victoria Cimino, communications manager for the state department of travel and tourism, talks preparing to entice visiting political press for local stories at the recent tourism summit. Middle, Galley Hatch CEO John Tinios talks to attendees at the first Chamber Year of Innovation Seminar held March 22. Above, Gail McCarthy, Dave Bickford, Public Service of NH; and Victoria Gray, Bank of America, enjoy a lively conversation at the March business after hours.

John Chagnon, Ambit Engineering, recently received a Presidential Citation from National Society of Professional Surveyors at its annual awards ceremony held in St. Louis Missouri. Chagnon received the award for his outstanding support of the Trig Star program. Trig-Star is a competition sponsored by land surveyors throughout the country to identify and recognize high school students who excel at the practical application of trigonometry.

The American Lung Association of New Hampshire (ALA NH) recently announced it will change its name to Breathe New Hampshire effective July 1. The action was prompted by the National American Lung Association's plan to require individual state organizations to merge into regional entities. "As Breathe New Hampshire, our vision for the future includes an emphasis on these areas, as well as an expanded commitment to initiatives such as support for those living with lung disease and their caregivers, a youth-based advocacy movement, and statewide grassroots outreach," said **Daniel Fortin**, president and CEO, ALA NH. For more on the organization, visit www.nhlung.org.

Izzy's Frozen Yogurt & Ice Cream at 33 Bow Street will reopen in April for its' eighteenth season with a complete new look after a total renovation. Izzy's new look features a longer counter for more efficient service, new flooring, and new wall colors. "This season some of our new menu items include a selection of some of the best cookies ever made and mango smoothies," said Owner **Beth Gilbert**. "We will also be offering some new toppings and unusual complements to our award-winning softserve frozen yogurt, hard serve ice cream and frozen yogurt. Izzy's hours are 11a.m. - 9 p.m. in the spring and 11a.m. - 11 p.m. in the summer.

BreastCancerStories.com received top honors for Best Public Service site at the NH Internet Awards (NHIA) held March 15, at the Center of New Hampshire, Manchester, NH. The award recognizes BreastCancerStories.com and its developer, Integrated Development Corporation of Greenland, NH, for creating a visually appealing and comforting environment for breast cancer patients to write, read and share their experiences online. BreastCancerStories.com is an online community helping those going through breast cancer to communicate with loved ones and with one another as they go through treatment. For more information visit www.breastcancerstories.com

Calypso Communications, a full-service marketing, public relations, and design agency, announced that Wal-Mart has hired it to promote the retail chain's community relations activities in New Hampshire. Using its knowledge of New Hampshire's media outlets and public environments, Calypso will help Wal-Mart communicate the company's dedication to the state's nonprofit and charitable organizations—organizations that Wal-Mart believes greatly contribute to the strength of New Hampshire's social fabric and community consciousness. For more information on Calypso, visit www.calypsocom.com

Port City Web recently donated an e-commerce web site solution for the **Children's Museum of Portsmouth**. Since 2004, agency has donated more than \$35,000 of design, products and services to the Children's Museum including ongoing web design, maintenance and hosting. The major site improvement allows museum patrons to purchase and renew memberships online, as well as make donations and register for special events. For more on Port City Web, visit www.portcityweb.com.

CrystalVision, a Portsmouth based web development and eMarketing firm, recently received several honors at the New Hampshire Internet Awards. Awards were presented to the top scoring web sites in 17 different categories. CrystalVision was awarded "Best Healthcare Site" for the **RiverWoods at Exeter** web site, www.riverwoodsrc.org; an Honorable Mention in the "Best Education Site" for the **RMC Research Corporation's** Center On Instruction web site, www.centeroninstruction.org; and "Best Small Retail Site" for the Vin Fiz web site, www.drinkvinfiz.com. To learn more about CrystalVision, visit www.crystalvision.org.

Favorite Foods, New Hampshire's only independently owned broadline food and paper distributor, invites members to help celebrate it's 20th anniversary at a Food Show Extravaganza set for May 1 at the Radisson Hotel Expo Center in Manchester, N.H. The "Favorite Foods 2007 Food Show Extravaganza" will allow representatives from independent area restaurants to check out more than 120 food service manufacturers and service providers to sample thousands of items. For more on the company, visit www.favoritefoods.com.

James J. O'Neill, Jr., senior vice president, recently announced the appointment of **Kimberly Bryan** to branch administrator / Dover branch manager. She will oversee the administration and coordination of all branch operations, including customer service, sales and business development, and work closely with the branch managers to monitor market trends in the bank's markets. For more information on FSB, visit www.fsbdoover.com.

The six-time award-winning animated short film "The Toll," a mockumentary exposing the false mask of bravado worn by a bony blue troll that lives under a bridge, was shown twice recently at the South by Southwest Film Festival 2007 in Austin, Texas. The short was written and directed by **Hatchling Studio's** Zack Pike and produced by agency CEO **Mark Dole**. Dole said the short film was created as "a calling card" for the studio. To date, the short has generated commercial

work with Charmin, Reebok, PCConnection, NASCAR, Prudential Securities, Fisher-Price, and development deals with major networks including an animated pilot at MTV. For more on Hatchling Studios, visit www.hatchling.com.

Maine-ly New Hampshire of Portsmouth, recently launched a new ecommerce web site. The web site, www.maine-lynewhampshire.com, provides visitors with an overview of the Maine-ly New Hampshire organization, a contact form to submit questions and inquiries and an extensive library of FAQ's. The web site's design and ecommerce capability, created by **CrystalVision**, focuses on strengthening Maine-ly New Hampshire as a brand, integrating content organization and creativity into a user-friendly interface, and maintaining the unique "cottage industry" feel of the brick-and-mortar boutique. Maine-ly New Hampshire is Portsmouth's only gift store specializing in New Hampshire made products in addition to other uniquely hand-crafted New England products.

The **McIntosh College** General Education Department in Dover, N.H. is looking to expand its program advisory board and invites business leaders from the Dover and neighboring communities to participate as volunteers. The group meets bi-annually to discuss, recommend, and review current trends in business and how these trends relate to higher education needs. The department invites those interested to attend its next dinner meeting set for 6 p.m., April 17. For more information concerning the advisory board, or to RSVP, contact Joseph Yasaian, program chair, at (603) 750-1494.

Primal Media recently announce that its website redesign for The Edgewood Centre of Portsmouth, N.H. has been nominated as one of the Interactive Media Award's Top 10 Websites of 2006. The website took top honors in the 2006 competition, winning Best in Class for Healthcare and praise for its design, usability, innovation in technical features, standards compliance and content. It was chosen from over 1,300 international entries as one of the top 33 web sites of 2006, and is up against sites like AirCanada, IBM, Sony, Red Bull, and MacDonald's for the Top 10 award. For more information about the web design studio, please visit www.primalmedia.com.

SCORE, volunteer counselors to America's small businesses and a resource partner of the U.S. Small Business Administration, will offer an in-depth workshop on "How To Start Your Own Business" from 6-9 p.m., April 24 at the group's office on 195A Commerce Way in Portsmouth, N.H. Subjects will include: *Do you have what it takes, Forms of business organizations, How to prepare a business plan, Cash flow planning, Importance of financial information and How to look for financing.* The cost of the workshop is \$30 per person or \$20 per person for groups of two or more. Materials are included in the admission cost. Those interested may mail a check to reserve a seat to: SCORE, 195A Commerce Way, Portsmouth, N.H. 03801, by April 20. For more information, visit www.scorehelp.org. ★

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The Greater Portsmouth Chamber of Commerce welcomes the following new members

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Hampton Falls, NH 03844
Contact: Joseph Guyton
Phone: (603) 926-3838,
Email: joseph_guyton@glic.com

Coastal Fitness

Fitness/personal trainers
75 U.S. Route 1 By-Pass
Kittery, ME 03904
Contact: Mark DellaPasqua
Phone: (207) 438-0888
Email: mdp624@aol.com
Web: www.coastalfitnessonline.com

Key Bank, N.A.

Banks
12 Shapleigh Road
Kittery, ME 04330
Contact: Michael Arndt
Phone: (207) 439-1810,
Email: michael_j_arndt@keybank.com
Web: www.key.com

Key Heating & Air Conditioning, Inc.

Air Conditioning, environmental services, heating & fuels
40 Longmeadow Road
Portsmouth, NH 03801
Contact: Stephen Anthony
Phone: (603) 436-8811,
Email: santhony@projectclerk.com
Web: www.keyhvac.com

Law Office of Molly Cloud

Attorneys, legal services; real estate, residential
1950 Lafayette Road
Portsmouth, NH 03801
Contact: Molly Cloud
Phone: (603) 610-7171
Email: mollycloudlaw@yahoo.com

LeTip International, Inc.

Business leads
9 Barlet Street, #242
Andover, MA 01810
Contact: Gary Coon
Phone: (800) 95-letip
Email: gcoon@letip.com
Web: www.letip.com

NH Wings of Hope Foundation

Airplane rides & aircraft charters, nonprofit organization
109 N. State Street, Suite 2
Concord, NH 03301
Contact: Steven Wade
Phone: (603) 369-7889,
Email: steve@nhwingsofhope.org
Web: www.nhwingsofhope.org

Optima Formation, LLC

Financial services & investments
PO Box 553
Portsmouth, NH 03802-0553
Contact: Dan Morrison
Phone: (603) 319-1768
Email: dmorrison@optimaformation.com
Web: www.optimaformation.com

PNT Technologies, LLC

Consultants, business & technology
36 Bunker Lane
Madbury, NH 03823
Contact: Fabian Lahue
Phone: (603) 413-6755,
Email: flahue@protocolnettech.com
Web: www.protocolnettech.com

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