

Dividends



JANUARY 2007



GREATER PORTSMOUTH CHAMBER OF COMMERCE



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February Breakfast Forum to Focus on Smart Growth

Expert Panel to Present Issues Vital to Economic Success

Maintaining quality of life in the face of growth will be the topic of discussion for the Chamber's February **Bank of America** Speaker Series Breakfast set for 7:30 a.m., Feb. 21 at the **Sheraton Harborside Portsmouth Hotel**.

"It's not a question of whether the Portsmouth region will grow and change over time," said David Haney, senior vice president of global community impact with Bank of America. "It is how we manage that growth to assure that the quality of life we all find attractive is preserved. We must do a better job of planning our growth to take advantage of our opportunities while minimizing the challenges of change." Haney is senior vice president, global community impact, for Bank of America and will moderate the panel.

Program panelists include Ben Frost, coordinator of the Housing Awareness program at New Hampshire Housing; Jeff Taylor, president of Jeffrey H. Taylor & Associates; Kate Hartnett, senior project director at the Jordan Institute; and Bert Cohen, a member of Portsmouth's Blue Ribbon Committee on sustainable practices.

For more on the breakfast and speakers, or to register online, visit www.portsmouthchamber.org/

smartgrowth.cfm. Cost of the breakfast is \$20 for members and their guests, and \$27 for nonmembers.

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

Chamber Plans to Bring Back Local Spring Business Expo

Newly Cast Event Encourages Exhibitors to Show AND Sell

In April, the Chamber will bring back the local business expo in response to member requests for more quality networking opportunities and a venue where they can show off—and sell—their products and services. The event, underwritten by **Public Service of NH**, is set for noon to 7 p.m., May 10 at the **Frank Jones Center** in Portsmouth.

"This year's expo will give members an opportunity to connect with hundreds of potential customers and business collaborators from the Greater Seacoast area and provide a convenient venue for consumers to comparison shop," said Kaarin Olofsson, the Chamber's marketing and events manager. "Following the expo, a cocktail reception will give attendees a chance reinforce the connections they've made throughout the day."

The expo is open to any member-business from tourism, finance and high-tech to retail, real estate and manufacturing. "Anyone with a client base in the Seacoast will benefit from exhibiting at this year's expo," said Olofsson. "In the past, many exhibitors used the local expo to meet with current and potential customers face to face and to reinforce the competitive advantages and benefits their companies offer. "We're working hard to make it a place where exhibitors can introduce and demonstrate new products and services, build relationships and re-gain top-of-mind awareness with a qualified clients."

Those interested in participating in this year's expo, as a sponsor, exhibitor or attendee, may find more about the event at www.portsmouthchamber.org/expo2007.cfm or by contacting Olofsson at (603) 610-5527 or kolofsson@portsmouthchamber.org. ★

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More Than 300
Turn Out for this
Year's Holiday Auction
Benefiting the
Market Square Steeple Fund

Underwritten by



www.servicecu.org

[PRESIDENT'S MESSAGE]

GREATER PORTSMOUTH CHAMBER OF COMMERCE



Dick Ingram,
President

Happy New Year! Last month in this space, I looked back on some of the good things that were part of our life here at the chamber during 2006. This month, let's look ahead to some of the exciting things that we can anticipate in 2007.

The work on the Chamber's Branding initiative is moving toward a Spring completion. In early December, our marketing consultants at Brown & Company presented the results of the member feedback based research and a preliminary brand strategy overview to the Chamber Board. This brand overview creates the framework for the creative work in the months ahead. Focusing all of our efforts through the prism of the brand strategy will help us to sharply focus on the value that the Chamber brings to you, our members and community partners, how we can improve our communication with you, and by doing so position the Chamber for growth. Everyone who has been involved with this work is excited about the promise that it offers the Chamber and our members.

Your Chamber is poised to be a more active partner for businesses that want to succeed here in the Seacoast. Elements of our partnership with you will focus on the networking, business development and public policy advocacy that you have told us you want us to emphasize. We are evaluating ways that we can efficiently survey our members to be sure that we have your input and support on issues like the proposal to limit "formula" (i.e., chain) businesses in downtown Portsmouth, the need for improved transportation infrastructure, and others.

On May 10th, we will once again be hosting a Business to Business Expo. After a three year hiatus we have heard from many of you that you would like the opportunity to join with other local businesses at an event where you can build your business by presenting yourself to prospective customers and network with potential collaborators in a concentrated and effective manner.

As part of the Expo experience, we plan to roll out the Chamber's new brand and its related elements. In addition, we have never adequately said "Thank You" to our members, especially those that actively support our work through sponsorship and volunteer efforts. So we will do just that at the expo, to demonstrate our gratitude to the many members who make this the most dynamic chamber around. Look for more details on this unique and value-packed event in the coming months. I am really looking forward to what I hope will become an annual event for us. Check out the story on Page 1 and stay tuned for more details of this exciting program at www.portsmouthchamber.org/expo2007.cfm.

Planning for the Chamber's annual dinner is also underway. Historically this event has been held in June, since June 30 was originally the Chamber's fiscal year end. Several years ago the Chamber changed its year end to Aug. 31, but kept the annual dinner in June. After considering the alternatives earlier this year, the board agreed that we should move the dinner to the Fall. This will allow us to do a better job of conducting the business of the Chamber and report to you, our members, in a more thorough and professional manner.

In addition to those events we are also well along in our planning for the annual tourism summit in March, the Harbour Trail Road Race in July, our *Bank of America* Speaker Series Breakfasts, monthly business after hours events and many other programs. These events all attract large and engaged audiences, and many require the efforts of dedicated committees to make it all happen. If you are interested in getting involved in one of these events, let Kaarin Olofsson, our marketing and events manager, know.

In addition to those events, we are looking forward to helping the thousands of visitors to the area find your business, and discover the charms of Portsmouth. Remember that we distribute hundreds of thousands of pieces of information. Whether it is the award winning *Seacoast Guide* or a brochure from your business, we handle tens of thousands of requests each year – in person, online, by letter or on the phone. People come to the Chamber first to learn about Portsmouth. We want to be sure that we are ready to help you! I look forward to seeing you around town during the New Year! ★



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

www.ecoast.org

Leading the



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

[DIRECTORS]

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Tour Coordinator
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Editor/Writer/Production & Photography
Tom Cocchiaro

Publication Design
Brown & Co. Graphic Design

Printing/Prepress - Sir Speedy Printing Center

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Chamber President Dick Ingram, left, and Portsmouth Brewery Owner Peter Egelston, show of the new Portsmouth A La Carte gift cards now available for sale at the Chamber. The Chamber started selling the cards over the holidays and is offering them in a bid to drive more business to downtown Portsmouth.

Portsmouth A La Carte and Chamber Join Forces

Gift Cards Now Available in Chamber Visitor Center

The Chamber and Portsmouth A La Carte recently joined forces to promote the program's new gift card which may be used at a number of downtown businesses.

The gift card is a new incarnation of a program that has been around for more than a decade in the form of restaurant gift certificates. Program co-founder Peter Egelston, also owner of the Portsmouth Brewery, is hopeful the new cards will stimulate people to take advantage of the unique shopping and social life in the downtown area.

"We were excited when Peter approached us about selling the cards in the Chamber's visitor center," said Dick Ingram, Chamber president. "We're always thinking of new ways to support downtown businesses and the gift card seemed a perfect way for us to accomplish that goal."

The gift cards are good at more than 50 unique stores and fine restaurants in downtown Portsmouth, according to Egelston. The cards are also reusable and refillable in any amount providing more flexibility to potential gift givers.

"I think the Portsmouth a la Carte is the

perfect gift for employees or friends and family," said Egelston. "Those who give the card can feel good about supporting the livelihood of our outstanding downtown merchants and recipients can choose the gift they most desire. Even better, give the gift to an out-of-towner and let them experience the joys of downtown Portsmouth, maybe for the first time."

For more details on the Portsmouth A La Carte gift card, visit www.portsmouthalacarte.com. ★

Online Booking 'Bot' Up and Running on Chamber Site

Member and Staff Training Scheduled for Late February

An online accommodations booking service is now up and running on the Chamber web site. The booking (ro)"bot" or interface was provided to the Chamber free of charge as part of a new partnership between the Chamber and *Yankee Magazine*. The interface gives prospective visitors to Portsmouth the ability to check availability and book accommodations.

The service went live Dec. 21 and is already drawing interest according to Sean Ryan, online affiliate manager for Yankee Magazine, who said the **Wentworth by the Sea Hotel** recently logged the distinction of booking its first reservation through the Chamber "bot."

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 is scheduled for 10 a.m., Feb. 28 in the Chamber conference room. The workshop will cover features and benefits of 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

Members may sign up by contacting Marge Hubbard, Chamber vice president and tourism manager, at (603) 610-5517 or mhubbard@portsmouthchamber.org. ★

Greater Portsmouth Chamber of Commerce

About the Chamber | Chamber Business Directory | Visitor Information | Relocation Information | Events | Seacoast Links

VISITOR INFORMATION

Information Request

Online Reservations | **HOTELS** | **CAR RENTAL** | **FLIGHTS**

New Hampshire Greater Portsmouth Seacoast

Other Location:

Check In: Check Out: Rooms: Adults: Children: **Find**

Book now or call 1-800-653-9563 [Advanced Search >>](#)

Welcome

It's hard to imagine a typical day of leisure in the Seacoast.

Calendar of Events

Mid-Day Meet Networking

Connect and Network
at the Mid-Day Meet

11:30 a.m.-12:30 p.m., Friday, Jan. 19

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. ★



Legislative Reception

5-7 p.m., Monday, Jan. 23

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

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 New Hampshire* and *Comcast* and sponsored by the *McLane Law Firm* and the *Sheraton Harborside Portsmouth Hotel*.

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 reviewing legislation that involve issues of concern to the membership," said Ingram.

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



Business After Hours

5-7 p.m., Thursday, Jan. 25

SEACOAST REJUVENATION CTR.
[114 CORPORATE DR. PEASE INT'L
TRADEPORT]

Chamber members and guests are invited to the first business after hours of the New Year set for 5-7 p.m., Jan. 25 at the Seacoast Rejuvenation Center. The center staff has a great evening planned filled with fun, networking, doorprizes and the culinary art of Galley Hatch Catering, so mark your calendar today.

The Seacoast Rejuvenation Center is a medical center specializing in nonsurgical cosmetic laser and skin treatment, spa services including massage, facials, yoga and personal training. For more, visit them online at www.seacoastrejuvenation.com.

Doorprizes for the evening include a surprise grand prize, a specialty (health) food basket, a spa basket filled with special cosmetics and certificates and two massage gift certificates.

The center is located on Corporate Drive at the Pease International Tradeport. Cost of admission is just a business card. ★



eBrew

5-7 p.m., Thursday, Feb. 1

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. ★



'Smart Growth' Breakfast Forum

7:30-9 a.m., Wednesday, Feb. 21

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

Maintaining quality of life in the face of growth will be the topic of discussion for the Chamber's February *Bank of America* Speaker Series Breakfast set for 7:30 a.m., Feb. 21 at the *Sheraton Harborside Portsmouth Hotel*.

"It's not a question of whether the Portsmouth region will grow and change over time," said David Haney, Bank of America. "It is how we manage that growth to assure

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that the quality of life we all find attractive is preserved. We must do a better job of planning our growth to take advantage of our opportunities while minimizing the challenges of change." Haney is senior vice president, global community impact, for Bank of America and one of five speakers at the breakfast.

For more on the breakfast and speakers, or to register online, visit www.portsmouthchamber.org/smartgrowth.cfm. Cost of the breakfast is \$20 for members and their guests, and \$27 for nonmembers. To RSVP offline, or for more information, contact the Chamber (603) 610-5513 or info@portsmouthchamber.org. ★

Bank of America 


**HOMWOOD
 SUITES**

Hilton

Business After Hours

5-7 p.m., Thursday, Feb. 22

HOMWOOD SUITES BY HILTON
 [100 PORTSMOUTH BLVD., PORTSMOUTH, NH]

Join us for a look at one of the newest accommodations in the area and a mid-winter beach party as the Chamber travels to *Homewood Suites by Hilton* Feb. 22 for the monthly business after hours. The new hotel is located at 100 Portsmouth Blvd. in Portsmouth.

The staff at the extended-stay, all-suite hotel are working to heat things up a little with a summer-themed evening featuring a DJ, hotel tours and some of the finest Seacoast picnic pickings from the menu of *Galley Hatch Catering*. Door prizes for the evening will include a weekend stay at Homewood Suites, Hilton gift certificates, tickets to a concert at the *Hampton Beach Casino Ballroom* and overnight stay at the suites, and a pair of *Red Sox* tickets.

Admission to the event is a business card. For information on all Chamber events, visit www.portsmouthchamber.org/events.cfm. ★

WHAT'S AHEAD

[JANUARY]

17th

Member Orientation
 Chamber Conference Room

19th

Mid Day Meet
 Two International Group

23rd

Legislative Reception
 Sheraton Harborside
 Portsmouth Hotel

25th

Business After Hours
 Seacoast
 Rejuvenation Center

[FEBRUARY]

1st

Montly eBrew
 The Press Room

16th

Mid Day Meet
 Two International Group

21st

Bank of America
 Speaker Series Breakfast
 "Smart Growth"

22nd

Business After Hours
 Homewood Suites
 by Hilton

[MARCH]

1st

Montly eBrew
 The Press Room

14th

Tourism Summit
 Sheraton Harborside

RENEWING MEMBERS

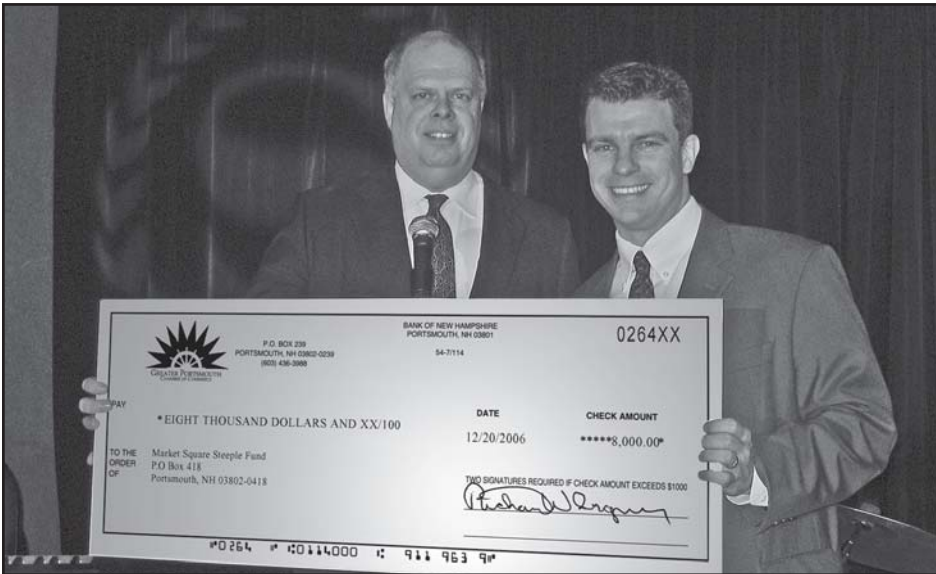
*The Chamber thanks the following
 for renewing their membership commitment*

Alie Jewelers
 All His Home Improvement Services
 Ambit Engineering
 American Alarm & Communications
 American Traditional Designs
 Anthony Alberto's Ristorante
 Arbor Inn Bed & Breakfast
 Area HomeCare & Family Services
 BayRing Communications
 Bonney Staffing & Training Center
 Bowl-O-Rama Family Fun Center
 Bresette & Company
 CertaPro Painters
 Citizens Bank
 Clark McCurdy Photography
 Country Curtains
 Countrywide Home Loans
 Cousins Home Lending
 Dan Hubbard Fine Woodworking
 Federal Savings Bank
 Foundation for Seacoast Health
 Frank E. Booma Post 6 American
 G. Willikers
 Ganesh Imports
 George Venci Law, PLLC
 GMAC Mortgage Corporation
 Golf Club of New England
 Great Bay Facility Services
 Great Bay Services
 Hampton Beach Casino Ballroom
 Harbour Concierge, LLC
 Harbour Light Strategic Marketing
 Inn By The Sea
 IOS International Office Suites
 Island Bound Cruises
 Kane Company
 Kelly Services, Inc.
 Key Partners, Inc.
 King Real Estate
 Kittery Outlet Association
 Liberty Mutual Group
 Lonza Biologics, Inc.
 Martin's Point Health Care
 McLaughlin Moving Co. Inc
 Meetinghouse Mortgage, Inc.
 Morgan Stanley Dean Witter
 Myriad Management
 Nat'l Multiple Sclerosis Society
 New England Printing Co.

New Hampshire Magazine/NH.com
 NorthEast Color
 Northeast Office Furniture
 Northland Forest Products
 Noucas Law Office
 Occupational Health Services
 Pesce Blue Restaurant & Bar
 Piscataqua Maritime Commission
 Port City Nissan
 PromoCentric
 PSNH
 RE/MAX Coast to Coast Properties
 Resource Laboratories, LLC
 Ricci Constr. Co., Inc.
 Ricci Lumber
 Rockingham Community Action
 Sakurabana Japanese Restaurant
 Seabrook Greyhound Park
 Seacoast African Amer Cultural
 Seacoast Esthetic Dentistry
 Service Credit Union
 Shaines & McEachern PA.
 Shaw's Supermarkets, Inc.
 Sheehan, Phinney, Bass & Green
 Sir Speedy Printing Center
 Smith Barney
 Springer's
 Staffing Sense
 Starbuck's Coffee Company
 Strategic Talent Management
 Stuart Shaines Clothiers
 Sushi Hunter Sportfishing
 Tanger Outlet Centers
 The Dolphin Striker
 The Golden Egg, Inc.
 The GOVE GROUP R.E., LLC
 The Governor's Inn
 The Port Inn
 The Portsmouth Errand Company
 The Sadler Insurance Agency
 Three Chimneys Inn
 Timberland Company
 Town & Country Janitorial
 Vermont Pure Springs, Inc.
 Visit Canada
 Vogel's Hallmark
 Webster at Rye
 Welcome Wagon
 Yankee Clipper Barbershop Chorus

Holiday Winetasting Kicks Off Holiday Season with Style

Chamber Presents \$8,000 check to Steeple Fund Group



Chamber President Dick Ingram presents an \$8,000 check to Market Square Steeple Chair Phil Pettis at this Year's Holiday Winetasting held Dec. 22 at the Sheraton Harborside Portsmouth Hotel.

Holiday "spirits" flowed like the Piscataqua River Dec. 20 as more than 300 Chamber members and guests flocked to the Chamber's Holiday Winetasting. Through the evening attendees enjoyed a banquet of fine food and refreshments courtesy of the **Sheraton Harborside Portsmouth Hotel** and Horizon Beverages.

Keeping up a decade-long tradition, Sheraton staff kept up a steady stream of waiter borne crab cakes, lobster-stuffed beef fillets and constantly refilled tables full of unique breads and cheeses—not to mention a dessert spread of frosted petits fours, giant chocolate-covered strawberries and other delectable treats.

Adding to the excitement and spirit of the evening, the Chamber presented two checks benefiting local nonprofits dedicated to community service. Chamber President Dick Ingram presented the **Market Square Steeple Fund** with a record-setting check for \$8,000 from the proceeds of this year's holiday auction which was organized around supporting the North Church steeple restoration project. Ingram also presented a \$500 check to nonprofit member **Sexual Assault Support Services** to support their work in the

community. In addition to world-class cuisine and refreshments, the Sheraton also contributed a sleighful of door-prize gifts just in time for the holidays. Winners for the evening were: **Mark and Phyllis Camillo**, from Market America, who won dinner for two at the **Sheraton's Harbors Edge**; **Michele Todd, RISKTRAC**, won a **BJ's Wholesale** membership; **Sanford Salava**, Great Bay Insurance Agency, picked up an overnight stay at the Sheraton; Nancy Stone, **Wells Fargo Home Mortgage**, picked up tickets for a performance at the Capitol Center for the Arts in Concord; **Carrie Forbes, Venture Title, LLC**, won a gift card from **Portsmouth A La Carte**; and **Kate Schmidt, Portsmouth Magazine**, and **Sam O'Neill**, Lapham/Miller, picked up a family pack of buttons to First Night Portsmouth courtesy of **Pro Portsmouth**. ★

Techies Celebrate 8th Birthday at eCoast Bash

New NH Director Delivers Gov. Lynch Commendation

The eCoast Technology Roundtable celebrated its 8th birthday Jan. 4 with a traditional "bash" at the **Press Room** in Portsmouth. The region's techies trickled in early to reconnect with colleagues, talk about their successes in 2006 and enjoy some birthday cake courtesy of **Savvy Software**.

Many of this year's partiers were upbeat about opportunities taking shape for their companies in the coming year and were encouraged by remarks from New Hampshire's new Director of Economic Development Mike Vlachich. Vlachich was on hand to connect with the tech group and deliver a proclamation from Gov. John Lynch congratulating the group on its work. In the commendation, Gov. Lynch recognized the group for eight years of achievements and thanked them for helping to keep the state in the national tech spotlight. The Governor also recognized the leadership of the Chamber and City of Portsmouth for their part in establishing the eCoast Technology Roundtable in 1999 which he said has gone on to become "one of New England's premier economic development programs." This year's celebration was sponsored by **Liberty Mutual, Tidal Media, Good Leads, Savvy Software** and **Mass High Tech**. ★



The Chamber's Business Development Manager **Ginny Griffith**, left, **Mike Vlachich**, the new state director of economic development, and **Portsmouth Mayor Steve Marchand** show off a congratulatory proclamation from the Governor at the eCoast Birthday Bash.

Northeast Credit Union recently appointed **Robert (Bob) Rivard** to business development officer. Rivard joins NECU with over 20 years of diverse experience in business development and commercial and asset-based lending. According to credit union representatives, the appointment of Rivard reinforces Northeast Credit Union's dedication to helping businesses succeed. NECU is a leading not-for-profit, cooperative financial services organization owned by its 48,000 members with branches in Portsmouth, Exeter, Dover, Rochester, Manchester, Concord, the Portsmouth Naval Shipyard and Lee in 2007. For more information about NECU visit www.necu.org or call (888)436-1847.

Allegiant Travel Company, owners of **Allegiant Airlines**, recently announced it has filed a registration statement with the Securities and Exchange Commission in anticipation of a planned initial public offering of its common stock. The Las Vegas-based Allegiant operates a low-cost passenger airline marketed to leisure travelers in small cities, allowing Allegiant to sell air travel both on a stand-alone basis and bundled with hotel rooms, rental cars and other travel related services. The initial public offering will include 5,000,000 shares of common stock. The company plans to list its shares on the NASDAQ Stock Market under the ticker symbol "ALGT". For more information on the offering, visit ir.allegiantair.com.

Ambit Engineering recently won a prize at the 2006 New Hampshire Land Surveyor Association Annual Meeting for best map in the "miscellaneous map" category. The plan titled "DeTolla Residence" was drafted by **John Easter** of Ambit Engineering. Ambit Engineering is a land surveying and civil engineering firm located on Griffin Road in Portsmouth, NH. Ambit Engineering is licensed as land Surveyors and civil engineers in New Hampshire and Maine. For more on the firm, visit www.ambitengineering.com.

New Heights-Adventures for Teens recently announced that **Kaley Smith** of Portsmouth will receive the first Pamela Shulman College Counseling Award. The annual scholarship award was recently established by Alison Forbes of Forbes Educational Consulting, in memory of her friend and New Heights supporter Pamela Shulman, to recognize a teen who is preparing to go to college and who has been active at New Heights. The Portsmouth High School junior was selected not only because of her good grades and varied interests, but also because she exemplifies the positive impact New Heights can have in shaping the lives of its participants and preparing them for future success. New Heights - Adventures for Teens is the Seacoast's most comprehensive out-of-school program for young people between the ages of 11 and 18. For more on the organization, visit www.newheightsonline.org.

Next Generation Daycare, a service of New Generation Shelter, recently received an anonymous \$10,000 grant which will be used for staff salaries, and health and retirement benefits

for the coming year. "Operating grants, such as The United Way, have been reduced this fiscal year, affecting both our shelter and daycare programs, said Toni Trotzer, executive director of New Generation. "This investment ensures we can keep our daycare program strong." Next Generation Daycare and Preschool opened in 1997, and serves up to 18 children ages six weeks to six years. The daycare has a Licensed Plus rating from the NH Division of Health and Human Services and accepts Title XX vouchers from low-income families. For more information on the agency and how to support its work, visit www.newgennh.com and click on Project Empower.

Pierce Atwood recently welcomed **Maggie Hassan** to its employment group. Hassan brings over 20 years of experience in employment law, especially in the area of healthcare, from her practice in New Hampshire and Massachusetts. She will work primarily with New Hampshire and Massachusetts employers on the full range of employment issues that confront today's businesses. She will also have access to the group's full range of labor and employment expertise to support her work. Hassan also currently serves in the New Hampshire State Senate, where she has just been elected to leadership as president pro tem. For more on the law firm, visit www.pierceatwood.com.

James J. O'Neill, Jr., Federal Savings Bank senior vice president, recently announced a new heating assistance loan program being offered to low to moderate income families in the bank's core market areas. The program will run through March 31, 2007 and is designed to help defray the costs associated with home heating, including fuel, maintenance and repairs, and energy saving home improvements. The new energy loans will be offered to consumers whose income does not exceed 50% of average median income levels. For more on FSB and the new loan program, visit www.fsbdoover.com or call (800) 462-2265.

Grubb & Ellis|Coldstream Real Estate Advisors, Inc., a leading provider of integrated real estate services, represented A.A&M, Inc. in its lease of 15,111 square feet of warehouse and industrial distribution space at Allard Park, 40 Old Dover Road in Newington, N.H. to Electrical Wholesalers, Inc. Principal **David Choate**, of Grubb & Ellis|Coldstream, represented A.A&M in the transaction and Stacie Parker of The Real Estate Specialists of Somersworth was agent for the tenant. Allard Park is a multi-tenant industrial facility which currently consists of nine different businesses in three buildings totaling over 73,000 sf. For more on the firm, www.grubb-ellis.com.

Prescott Park Arts Festival recently elected new officers and members to its board of directors and bid farewell to outgoing president **Ken Murphy** who has held that position for the last two years. The new president is Portsmouth resident **James Lamond**. **Hilary O'Neil** continues as vice-president. Newly-elected board members include Exeter resident **Amy L. Cronin**, a CPA with Albert P. Stowe, CPA, PLLC in Portsmouth, and **Jody Record**, a Portsmouth writer working at the University of New Hampshire. A nonprofit organization supported by community donations, Prescott Park Arts Festival has been presenting a multi-disciplinary summer program since 1974 with no fixed admission. For more information visit www.prescottpark.org.

Seacoast Hospice, an organization that provides compassionate and expert medical care to children, adults, and families coping with terminal illness, recently announced that its executive director, **Susan E. Cole**, was certified in October as an advanced hospice administrator by the California Association for Health Services at Home (CAHSAH), a national accrediting organization. The certification is awarded to senior managers with more than three years of administrative experience and who have attended the hospice administrator certificate program, successfully passing the post-course exam. Seacoast Hospice provides compassionate and expert medical care to children, adults, seniors, and families coping with life-limiting illnesses. Seacoast Hospice relies on private and corporate funding to provide its open-access services to everyone—regardless of ability to pay. For more on the agency, visit www.seacoasthospice.org.

The **Women's Business Center** invites Chamber members to its popular monthly gatherings for women entrepreneurs called Roundtables. The roundtables are presented the first Tuesday of each month (except January and April due to holiday conflicts) from 5:30 to 7:30 p.m. at the **Ocean National Bank** board room, 1555 Lafayette Rd, Portsmouth, N.H. (at the WBC offices). Each roundtable includes both presentation and peer support segments. Programs are presented by professionals representing all fields of business and include a variety of topics intended for women at all levels of business development. The peer support sessions follow and are facilitated to ensure equal participation. Attendance fee is \$7. For more on the roundtables, or to register, visit www.WomenBiz.org.

Wiggin & Nourie, P.A. recently announced that **L. Jonathan Ross** has been elected president of the firm. Ross succeeds **Gregory A. Holmes**, who served as the firm's president for the past six years. Ross has been with Wiggin & Nourie since 1968. He has been active in firm management in prior years. Ross will work closely with the firm's Chief Operating Officer, **Richard D.M. Strawbridge**, to execute the firm's long-range plan. Established in 1870, Wiggin & Nourie is a multi-service law firm and member of Meritas, an affiliation of law firms throughout the United States and the world. For more information, call (603) 669-2211 or visit www.wiggin-nourie.com. ★

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[WELCOME NEW MEMBERS]

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Web: www.aquacomm.net

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Portsmouth, NH 03801
Contact: Terri Beyer
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Email: terri@ashley-victoria.com
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Cartridge World

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Portsmouth, NH 03801
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Fax: (603) 436-2396
Email: cwportsmouth@comcast.net
Web: www.cartridgeworldusa.com

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The Dennehy Group

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Wiberg Law Office

Attorneys
2456 Lafayette Road, Ste 7
Portsmouth, NH 03801
Contact: Les Wiberg
Phone: (603) 686-5454
Fax: (603) 319-4832
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