

Dividends



FEBRUARY 2007



GREATER PORTSMOUTH CHAMBER OF COMMERCE



WWW.PORTSMOUTHCHAMBER.ORG



Photo by Jeremy Burnham

The
Ledges
Golf Club

Signups Underway for 2007 Chamber Golf Tournament

Spots Going Fast for Popular June Sellout Competition

It may be hard to think about golf when wind chills are below zero and the ground is hard as a rock, but that hasn't stopped the faithful from rushing to sign up for this year's 24th Annual Chamber Golf Tournament slated for June 8 at the **Ledges Country Club** in York, Maine. Marquee sponsor for this year's event is Seacoast Media Group's **Seacoast Ventures Business Journal**. **Irving Oil's BLUECanoe** fueling and convenience stores have signed on as the cart sponsor and **Sea-3, Inc.**, has taken the putting green sponsorship.

The popular tournament has been an early sellout over the past several years, so those who want to rub elbows with, or market to, the region's top business leaders should search out the application flyer in this issue of *Dividends* and mail it back right away. "This event is so popular we have people calling about it even before we pick the spot for the tournament," said Kaarin Olofsson, the Chamber's marketing and events manager, "so we thought we would get started early this year so those who are interested have a fair chance to compete with the 'early birds.'"

The tournament format is play your own ball, and scoring is based on the team best-ball Callaway

method which allows players of all levels to enjoy the tournament. Included in the package is a continental breakfast and a chicken-and-ribs lunch. The tournament will also feature a casino hole, beat the pro, hole-in-one, closest to the pin and putting contest. The top three teams and individual competition winners for longest drive, closest to pin and others will be honored with grand prizes at the awards ceremony following lunch.

The cost is \$740 per team or \$185 per player. Those interested in playing may hold a spot by filling out the golf application and returning it with a 50-percent deposit by March 1. After that date the price will increase to \$195 per player.

Those interested in sponsorship may contact Olofsson for more information at (603) 610-5527 or info@portsmouthchamber.org. ★

Year of Innovation Seminar Series to Start in Mid March

Theme of BDC Workshop Challenge Convention and Win

"Challenge Convention and win" will be the theme of the Chamber's Year of Innovation Seminar Series. The two sessions are set for 7:30-10 a.m., March 22 and April 19 at the **New Hampshire Community Technical College**.

The program, developed by the Chamber's Business Development Committee, will present member success stories showing how innovation helped them win in the marketplace. "Innovation comes about in many ways," said Sean Clancy, BDC committee member, "from ideas that grow out of conversations with customers and prospects to releasing creativity within your company through innovative employee practices and internal processes."

The two-part series will explore what successful members are doing differently in terms of internal processes and external programs to challenge convention and provide an opportunity for attendees to brainstorm with speakers on how to apply the presentation ideas to their own businesses.

For more details, contact Griffith at (603) 610-5514 or ggriffith@portsmouthchamber.org. ★

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More Than 200 Members
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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**

While we are finally getting at least a cold taste of winter, we're not feeling the chill here at the Chamber as things heat up for one of our most exciting years in recent memory! We have a lot on our agenda in the months ahead and I hope that you will join us for some, or all, of what we have to offer.

You have told us that two of the most important services that we can provide to our members are networking and advocacy. Networking has many facets and happens in different ways. Our monthly events, such as Mid Day Meet, Business After Hours and Breakfast Forums offer regular opportunities to build your business through one on one contact with prospective clients and collaborators. Our Business Development Committee continues to work on improving our business-to-business selling opportunities and web-based networking features. And, you should know, we're in the process of planning an event that you will not want to miss.

While it may be looking down the road a bit, you may want to set aside the entire day on May 10 to join us for our very own Spring Business Networking Expo. The expo will offer exhibitors and visitors alike, countless opportunities to connect and

sell. In addition, we'll be celebrating 90 years of Chamber history in Portsmouth, honoring the volunteers and supporting members who make this dynamic organization hum, and formally unveiling the results of our soul searching project and new brand image. It will be an event that captures what the chamber is all about—creating new relationships, strengthening old ones, and finding new ways for your business to thrive and grow. The details for this event will continue to develop in the coming months, but a word of advice. If you want to be one of the 90th anniversary exhibitors, don't hesitate. You will find a sign up sheet elsewhere in this newsletter. Fill it out and get it to us as soon as you can. Kaarin Olofsson, our marketing and events manager, will be happy to answer questions. You may reach her at (603) 610-5527 or kolofsson@portsmouthchamber.org

This event is intricately tied to our plans to recast our brand image, improve how we communicate with our members and community partners, and sharpen our focus on what our members and partners most want and need from the Chamber. This is an exciting period for us all and I'm glad that you are part of making it that way!

After networking, advocacy on behalf of our members is a priority. As I have mentioned in other forums, we are now into the busy part of the "political season". Whether in city hall, at the state house or at the national level, your Chamber is hard at work making sure your ideas and concerns are heard. A group of Chamber Government Affairs Committee members will travel to Washington later this month. As we did two years ago, we will meet with our Congressional delegation, be briefed at the U.S. Chamber of Commerce, and meet with some of our presidential hopefuls. Two years ago, saving the Shipyard was the top priority on our agenda. This year issues like the high cost of health care, investing in roads and bridges, regional opportunities for collaboration, border security (and its effect on tourism), housing for an economically and age-diverse workforce, and workforce development will be on our mind. I am sure that our meetings will be interesting and informative. We'll let you know how we fared.

Your Chamber will also be following legislation in Concord that addresses similar concerns like the debate on education funding and other local hot-button issues such as eminent domain, the future of the Port, gambling proposals, water conservation and treatment and business-related taxes and costs. As we have been for the last two years, we will be a frequent and forceful public advocate for the interests of our members. We work closely with the other local chambers, the Business and Industry Association and similar trade groups to ensure that the most powerful message is crafted and delivered.

Locally, there is a lot going on at City Hall. Discussions about regulating "formula businesses" downtown and the height and other restrictions on downtown buildings, future re-use of the old library property and the priorities described in the Capital Improvements Plan for the City are constantly in the news. And we're part of those discussions in partnership with the Portsmouth Economic Development Commission. Over the next several months we'll be working closely with the EDC as the city moves to execute its 2007 Action Plan. The plan addresses future improvements to come from the Islington Street Corridor Study, improvements to the Market Street entrance to downtown, ensuring adequate workforce housing, improvements to our local transportation infrastructure (most notably the Little Bay and Memorial Bridges) and the future development of the McIntyre Federal Building site on Daniel Street.

Many of these issues are not new. You have seen the Chamber discuss them over several years. Solutions that are lasting and meaningful will take time to develop. We are committed to devoting the effort necessary to see these issues through to a successful conclusion. You have asked us to take on this role and we take your mandate seriously.

The Chamber works best for the community when you, our members, are involved, and we, the staff, are responding to your needs. To that end, I invite you to be part the Chamber's work and an active partner in supporting your fellow members and the community. ★



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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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Courtesy Photo

Chamber Vice President & Tourism Manager Marge Hubbard, left, and Jane Dodge, manager of the Portsmouth-based Best Western Wywood Suites, pose for a picture at this Year's American Bus Association Marketplace Convention held Jan. 27-Feb. 1 in Grapevine, Texas. For more, see related story on this page.

Chamber Tourism Reps Travel to ABA Conference

Group Working to Lure Bus Charter Market to Seacoast

A team from the Chamber recently traveled to Grapevine, Texas to expound the virtues of Portsmouth to more than 650 tour operators and 3,000 attendees at the American Bus Association's Marketplace Convention held from Jan. 27-Feb. 1. Jane Dodge, **Best Western Wynwood Hotel** and Marge Hubbard, the Chamber's tourism manager, represented the Seacoast at the event where they participated in numerous seven-minute, face-to-face appointments with the tour operators and planners.

"There were many different types of tour participants and each one is looking for a slightly different experience," according to Marge Hubbard, Chamber vice president and tourism manager. "As the traditional tour travelers grow older and stop 'taking the bus' the tour industry is shifting its gears in the hope of appealing to younger travelers who like to travel with friends and active affluent adults who look for hands-on, participatory experiences." Hubbard said the Portsmouth team presented a collection of optional side trips and themed itineraries to prospective group travel planners. Her opinion after a week at the conference learning is that the

Seacoast stands to gain a significant share of this business "once specialized tour groups become aware of why Portsmouth is a destination not to be missed."

Hubbard said the Chamber's tourism committee will be working over the next several months to package experiences that will appeal to the new active travel crowd like "behind the scenes," "hands-on" and soft adventure tours, chef's tables and boat tours for small groups. "These people want to do a cooking class and then enjoy the meal they've prepared, or participate in work that is being done. By planning ahead and being creative about dividing a group into smaller interest groups, we can accommodate the new types of tours that bring group bookings to Portsmouth in a manageable way."

Hubbard explained that Portsmouth could easily serve as a hub for day-trips further afield to farms and vineyards, historical houses and museums, the beach and boat tours or shopping and spas. "Thanks to the Ala Carte program, we could even provide a dine-around option so that visitors could pick from a choice of several restaurants. Choice is the new theme for 21st century tours."

Those who would like to find out more about local tourism initiatives should plan to attend the upcoming Chamber Tourism Summit set for March 14 at the Sheraton Harborside Portsmouth Hotel. To sign up, or

for more information, visit www.portsmouthchamber.org/tourismsummit2007.cfm.

Members with ideas for hosting groups should contact Hubbard at. (603) 610-5517 or mhubbard@portsmouthchamber.org. ★

New Seacoast Guides Set to Arrive in March

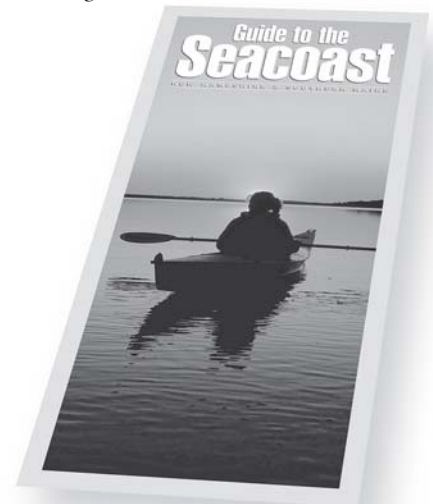
Unveiling of New Publication Planned for Tourism Summit

This year's Guide to the Seacoast of New Hampshire and Southern Maine is scheduled to arrive at the Chamber in early March and will be officially unveiled at this year's Tourism Summit set for March 14 at the **Sheraton Harborside Portsmouth Hotel**.

The popular award-winning publication now features easy-to-read icons for most amenities and services, web site addresses for those who'd like to find out more about specific members, and an easier-to-handle set of maps listing advertiser locations, trolley stops and other municipal services.

More than 120,000 will be delivered this year and thousands have already been earmarked for potential visitors responding to ads in select national publications and New England staples like Yankee Magazine. The guides will also be distributed locally at hotels and restaurants, and at 18 travel information centers across New Hampshire and southern Maine.

Those Chamber members who would like copies of the guides for visitors may pick them up at the Chamber or contact Marge Hubbard, the Chamber's tourism manager, at (603) 610-5517 or email mhubbard@portsmouthchamber.org. ★



Calendar of Events

Mid-Day Meet Networking

Connect and Network
at the Mid-Day Meet

11:30 a.m.-12:30 p.m., Friday, Feb. 16

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

Mark your calendar to network at the February 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. ★



'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 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 



HOMEWOOD
SUITES

Hilton

Business After Hours

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

HOMEWOOD 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. ★



technology roundtable

eBrew

5-7 p.m., Thursday, March 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. ★

6th Annual Tourism Summit

Mark Your Calendar Now
For a Day of Enlightenment

7:30 a.m.-2:30 p.m., Wednesday, March 14

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

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

vents

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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.portsm.com Hubbard, the Chamber's vi



**PORTSMOUTH
 COUNTRY CLUB**

Business After Hours

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

PORTSMOUTH COUNTRY CLUB
 [80 COUNTRY CLUB LANE, GREENLAND, NH]

While it's not likely guests will get out on the fairways at the *Portsmouth Country Club*, this popular local member has a special winter celebration planned with cohost *Infinite Imaging*. The event will feature great food, live musical entertainment by Jazz Musician Ryan Parker and tours of the relatively new club house and facility.

The club is semi-private and offers an 18-hole course designed by Rober Trent Jones Sr. boasts newly remodeled food service and banquet facilities. Cohost Infinite Imaging is a leading provider of professional graphic reproduction services in the seacoast area. Door prizes will include golf merchandise, golf art, and a round of golf for two at the country club. Get in free with a business card. ★

WHAT'S AHEAD

[FEBRUARY]

16th
 Mid Day Meet
 Two International Group

21st
 Bank of America
 Speaker Series Breakfast
 "Smart Growth"

22nd
 Business After Hours
 Homewood Suites
 by Hilton

28th
 Chamber Web
 Reservation System Training
 Chamber Conference Room

[MARCH]

1st
 Montly eBrew
 The Press Room

14th
 Tourism Summit
 Sheraton Harborside

16th
 Mid Day Meet
 Two International Group

22nd
 Year of Innovation
 Seminar Series
 NH Community
 Technical College

22nd
 Business After Hours
 Portsmouth
 Country Club

RENEWING MEMBERS

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

- | | |
|--|----------------------------------|
| Accountemps | JSA Architects |
| Allstaff | Kennebunk Financial Services |
| Ashworth by the Sea Hotel | Kravitz & Company Limited, LLC |
| Beacon Integrated Resources | Lake Winnepesaukee Golf Club |
| Beechstone/Stonicroft -Apartments | Leadership Seacoast |
| Bella Intimates | LongHorn Restaurant |
| Brady Sullivan Properties | Madison Resource Funding |
| Brown & Company Graphic | Martini Northern, Inc. |
| Burger King | Moe's Italian Sandwiches |
| Buyer's Brokers of Seacoast | Moxie Events |
| Canine Cupboard | My Hangups |
| Captain Bill's Charters | National Engineering Service |
| CB Richard Ellis/The Boulos
Company | New Castle Cong Church Guild |
| Chase Checks & Forms Co. | New Hampshire Distributors |
| Chinburg Builders, Inc. | Ogunquit Insurance of Portsmouth |
| Cookies by Design | Ogunquit Playhouse |
| Crystal Vision, LLC | Papa Wheelies Bicycle Shop |
| Crystals By The Sea | Port City Air |
| Depot Honda Kawasaki | Portsmouth Beauty School, Inc. |
| Dixon Paving Corporation | Portsmouth Poet Laureate Program |
| ECI Marketing Inc. | Preston Real Estate |
| Edible Arrangements | Primax Payment Systems |
| Eleven Visual | Puttin' on the Glitz |
| Emerson Process Management | RKM Research & Communications |
| Engraving, Awards & Gifts | Sise Inn |
| Exchange City | Sol Negm Real Estate Agency |
| Flatbread Company | South Mill, LLC |
| Frank G. Crotty | Staples #0176 |
| Franklin Pierce College | Stellacon Training Center |
| Goodall Hospital | The Footbridge Companies |
| Graphic Details, Inc. | The Links At Outlook |
| Great Bay Gallery Function Hall | The Thoresen Group, LTD |
| Hampton Inn at Portsmouth | The Village Workroom |
| Hawthorn Publications, LLC | UniFirst Corporation |
| Holiday Inn of Portsmouth | UniWaste Services Corporation |
| HTA/Kimball Chase Engineering | V2 Strategic Advisors |
| I-CST | Wiggin & Nourie, PA |
| Jamie Belilah Expert Skin Care | Wilson Travel |
| Jeremy Heflin Photography | York Harbor Inn |
| Jewelry By The Sea | York Oil Company |
| Jewett Construction Co | |

Legislative Reception Draws More than 200 Guests

Law Makers Budget, Education Highest Priorities for 2007



Guests at this year's legislative reception talk about issues and concerns. This group was one of many that formed during the evening program held Jan. 23 at the Sheraton Harborside Portsmouth Hotel.

More than 200 Chamber members, guests, legislators and city officials gathered at the Sheraton Harborside Portsmouth Hotel Jan. 23 for the 2007 legislative reception. The event was underwritten by **Public Service of NH** and **Comcast**, and sponsored by the **McLane Law Firm** and the **Sheraton**.

State Sen. Martha Fuller Clark led off the comments segment of the evening talking about the coming legislative session where she said state representatives would be looking at 1,200-1,400 bills. The two highest priorities over the next two years, according to Fuller Clark, will be formulating and passing a "sustainable" budget that recognizes the state's major priorities, and determining the definition of "an adequate education" to ensure "adequate funding" for the state's children.

Fuller Clark also encouraged citizens and local leaders to educate themselves about the bills coming up for debate, and to volunteer their experience and opinions at the various legislative public sessions planned throughout the state. "We encourage you to work with your Chamber and elected officials so we can gather your input and determine which bills to pass and put into law.

Portsmouth Mayor Steve Marchand talked about the need to address energy and environmental issues in a way that preserves the environment and provides the sustainable energy "necessary to do what we do from day

to day and year to year." He said there needs to be more investment in new technology, like the cleaner burning PSNH power plant that recently went online, and that conservation needs to be a priority "from households on up to to the private sector."

"A vibrant business community is really a large part of what makes Portsmouth the place to be in the state and the region. It means you've got to have great leadership in your regional chamber of commerce, and we have that," said Mayor Marchand. "It means you need elected officials in Concord like Martha and the state reps here that know how to get the job done. And it means you need local business leaders who understand that corporate responsibility begins at home—that tending to your own neighborhood and your own community is a key part of being a successful business person. It's not just the bottom line, it's doing the right thing for the community. That will help the bottom line at the end of the day. And we have a lot of people here that understand that." ★

Seacoast Rejuvenation Hosts After Hours Event

Guests Enjoy Evening of Stress Relief at Local Spa

Members and guests who braved the high winds and frigid temperatures of Jan. 25 were rewarded with an evening of networking, great food and pampering at the hands of **Seacoast Rejuvenation Center** staff. Throughout the evening, visitors took their turn at massage and high-tech stations to learn about the newest treatments and techniques used to "rejuvenate" the human body.

Dr. Kelley Hails, owner of the spa located at the Pease Int'l Tradeport, also gave tours of the center's advanced medical light treatment studio and sculpting and explained their other programs including special men's services.

Some lucky guests left the event with invitations to return in the form of gift certificates. Winners were **Joe Winter**, Pivotal Payments, who won a bouquet of fruit courtesy of **Edible Arrangements**; **Virginia Stevens**, **Bank of America**, and **Deb Calista**, **Sport & Spine**, both drew a one-hour massage; **Diane Cooley**, **Bosen & Springer, PLLC**, picket up a **Lollipop Tree** gift basket; **Carol Healy**, CSH Administrative Services, won a rejuvenation center gift basket; and **Jeanette Bandouveres**, Arbonne Int'l, won an autographed copy of Ciao Italia and **Phil Decker, Mesmer & Deleault**, bought the winning ticket in the 50/50 raffle. ★



Guests mingle and check out the facilities at the Chamber's January Business After Hours hosted by the Seacoast Rejuvenation Center.

Calypso Communications, a global marketing, graphic design, and public relations agency, has been hired by Utilities, Inc. to develop, write, and implement a comprehensive web site to help the company more effectively serve its 300,000 customers throughout the United States. The company is one of the largest privately owned water and wastewater utilities in the country. "Water and wastewater projects are extremely complex, subject to numerous state and federal safety standards, myriad local project management challenges, and strict environmental scrutiny," explains **Kevin Stickney**, Calypso founder. "One of Calypso's core differentiators is our extensive experience helping utility clients navigate the challenge of effectively communicating with highly diverse customers and demanding government agencies." For more on Calypso, visit www.calypsocom.com

The **Children's Museum** recently received a grant from the Otto Fund, an advised fund of the New Hampshire Charitable Foundation - Piscataqua Region. This new funding will provide essential capacity-building support at the museum as it prepares for expansion in 2008. "This grant from the Otto Fund will enable the museum to attain important strategic development goals for our relocation to Dover," stated **Denny Doleac**, the museum's executive director. "Through this visionary contribution, we are able to strengthen the museum's infrastructure, providing a foundation for our growth. We are very grateful to the New Hampshire Charitable Foundation for their generous support." For more information, call the museum at (603) 436-3853 or visit www.childrens-museum.org.

Extended Family, a Portsmouth-based company that provides in-home care to seniors, and promotes healthy aging with continued engagement in life, recently implemented a new meal delivery program. The program provides Extended Family members with a freshly-prepared meal once a week, delivered to their doorstep. The company also recently hired **Kim Kisner, RD, LD**, a respected nutrition professional with a career spanning over 25 years in a variety of health care and food service settings. Kisner will be responsible for overseeing the menu and meal production. For more information, please call (888) 359-2435, or visit www.extended-family.net.

Kelly Glennon, assistant vice president and marketing officer for **Federal Savings Bank**, was recently named the Greater Dover Chamber of Commerce 2006 Volunteer of the Year. Glennon, a 10-year veteran with FSB, received the award during the Chamber's annual volunteer appreciation dinner at Newick's Seafood restaurant. This award is given to the individual that demonstrates commitment, dedication, energy and selflessness of volunteering their spare time throughout the year. Glennon has volunteered at the Dover Chamber for seven years stuffing gift bags, envelopes, coordinating newsletter mailings and helping at events. She also serves as board chair for the Cocheco Humane Society where she championed the

Refugee Adoption Program which finds homes for abandoned pets. For more information on FSB, call (800) 462-2265 or visit www.fsbdover.com

Key Partners invites Chamber members involved in human resources activities to join them for the 9th Annual Granite State Human Resources Conference set for 7 a.m.-3:45 p.m., May 8 at the Center of New Hampshire in Manchester. They said this premier event will bring together over 350 Human Resource and Business professionals. It unites local New Hampshire Human Resource Associations as well as the Society of Human Resource Management and other New England based HR organizations. For more on Key Partners, visit www.keypartnersinc.com.

Northeast Credit Union recently presented a check to the New Hampshire Community Loan Fund (also known as the "Loan Fund") to support playground equipment needs at the Pepperidge Woods affordable housing development in Barrington, NH. Pepperidge Woods is the first ENERGY STAR®-rated manufactured housing community in the country. David Stack, Senior Manager, Manufactured Housing Park Program at the Loan Fund, accepted the check from Northeast Credit Union. Northeast Credit Union is a leading not-for-profit, cooperative financial services organization owned by its 48,000 members. For more information about NECU, please visit www.necu.org or call (888) 436-1847.

Best Buy Children's Foundation recently awarded a \$1,000 grant to the New Hampshire Food Bank, a program of New Hampshire Catholic Charities. The grant was made possible through Best Buy's Tag Team Award program, which recognizes the volunteer and fundraising efforts of its employees. Employees at the Best Buy in Manchester volunteered 42 hours with the New Hampshire Food Bank. **Dorothy Nadeau** applied for the Tag Team Award grant, which is awarded in honor of Best Buy employees who strengthen their communities by fundraising or donating time, talent and energy to a local fundraising event. For more on Best Buy and its programs, visit www.bestbuy.com.

Ocean National Bank recently welcomed **Carol A. McClard** as vice president and market manager for the Portsmouth West End area. She works out of the bank's 501 Islington St. branch. McClard is responsible for daily operation of the Islington Street office as well as business

development and small-business lending in Portsmouth's West End. McClard has more than 30 years of experience in retail banking, including 15 years managing the Citizens Bank office in Portsmouth. Most recently she served as business development officer for Citizens in Manchester. For more information about the bank and its services, please visit www.eOcean.com or call (800) 367-8862.

Staff Hunters recently welcomed **Katelyn McGrail** as agency staffing manager. McGrail has worked in sales on the Seacoast two years and is a graduate of George Washington University. She will focus on growing the firm's temporary practice which helps businesses find qualified financial and administrative help on a short-term basis. Staff Hunters specializes in the temporary and permanent placement of accounting, finance, and administrative professionals. For more information, please visit www.staffhunters.net.

Anthem BlueCross BlueShield recently unveiled a comprehensive plan to help address the growing ranks of the uninsured. The plan advocates for a blend of public and private initiatives aimed at ensuring universal coverage for children and more attractive options for the working uninsured. "As the state's largest health insurer, we feel it's important to take a leadership role along with our corporate parent, in proposing solutions to this significant national problem," said **Lisa M. Guertin**, president of Anthem in New Hampshire. "The plan reflects that there is no 'magic bullet' to this multifaceted issue, but there are real opportunities for government and the private sector to work together to make a difference." For more details on the new plan, visit www.anthem.com.

The Lollipop Tree, a specialty food manufacturer located in Portsmouth recently added two new pancake mix flavors to its menu of specialty foods: Pumpkin Oat Pancake Mix and Honey Apple Whole Grain Pancake Mix. The company also introduced new packaging for its line of pancake mixes. The new flavors were launched at the 2007 Winter Fancy Food Show held Jan. 19-23 in San Francisco, Calif. The Lollipop Tree is a family-owned business established in 1981. Their line of natural products include jellies, bread mixes, glazes, jams and syrups. For more on the business, visit www.lollipoptree.com.

The NH Department of Resources and Economic Development recently recognized **Lonza Biologics** as the Commissioner's Company of the Year. NHDRED Commissioner George Bald presented the award to Lonza for its work as the acknowledged global leader in the production and support of pharmaceutical active ingredients. "These winners represent the best and brightest in terms of creating a state of economic opportunity for all New Hampshire citizens," said Bald. For more information on Lonza, visit www.lonza.com. ★

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[WELCOME NEW MEMBERS]

Service Credit Union Welcomes New Members

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



Black Trumpet Bistro

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29 Ceres Street
Portsmouth, NH 03801
Contact: Denise Mallett
Phone: (603) 431-0887
Email: denisemallett@yahoo.com

Blue Latitudes Bar & Grill

Restaurants
100 Main Street, Ste.102
Dover, NH 03820
Contact: Ingo Roemer
Phone: (603) 750-4222,
Email: ingo@bluelatitudes.net
Web: www.bluelatitudes.net

Consumer Home Mortgage

Mortgage companies
10 NE Business Ctr., Ste. 201
Andover, MA 01810
Contact: David Roy
Phone: (978) 296-1027
Email: droym@consumerhome
mortgage.com
Web: www.consumerhome
mortgage.com

4Evergreen Designs

Florists & greenhouses, interior design, landscape contractors & architects
445 Rte One By-Pass, Ste 2

Portsmouth, NH 03801
Contact: D.M. Everett
Phone: (888) 4EVER14 (438-3714)
Email: dmeverett30@msn.com

Fitness Together

Fitness/personal trainer
767 Islington Street
Portsmouth, NH 03801
Contact: Pam Vacca
Phone: (603) 334-6333
Email: pamvacca@fitnesstogether.com
Web: www.fitnesstogether.com

Jeffrey Cooper Woodsculpture

Artists, carpentry, furniture
135 McDonough St.
Portsmouth, NH 03801
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sculptor.com
Web: www.cooperwoodsculptor.com

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magazine.com
Web: www.nhwedding
magazine.com

Ogunquit Museum of American Art

Museums, nonprofit Organizations
PO Box 815
Ogunquit, ME 03907
Contact: Michael Culver
Phone: 207-646-4909
Email: Ogunquitmuseum@aol.com

Onboard Catering

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PO Box 1471
Portsmouth, NH 03802-1471
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Email: chef@onboard-catering.com
Web: www.onboard-catering.com

Portsmouth Performance Home

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Portsmouth, NH 03801
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Phone: (603) 531-0516
Email: aaroncaswell@yahoo.com

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Seabrook, NH 03874
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Phone: (603) 474-7233,
Email: cstreeet4@aol.com

Tyco Telecommunications

Manufacturing
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Portsmouth, NH 03802
Contact: Jonathan Dufour
Phone: (603)436-6100
Email: jdufour@tycotelecom.com
Web: www.tycotelecom.com

What's In It for Me...

The upcoming Business Expo will feature up to 100 booths- the largest Seacoast based expo in several years. Sponsorship and Exhibition opportunities for this event are available to Chamber members only and can deliver excellent benefits through networking, lead generation, selling your wares and in some cases, the opportunity to showcase your business through a 20-minute educational clinic. For details, please refer to the insert in this newsletter or contact Kaarin Olofsson, marketing and events manager, at (603) 610-5527 or kolofsson@portsmouthchamber.org.



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