

# Dividends

GREATER  
PORTSMOUTH  
CHAMBER OF COMMERCE  
"GET CONNECTED"

JULY/AUGUST 2007 ★ GREATER PORTSMOUTH CHAMBER OF COMMERCE ★ WWW.PORTSMOUTHCHAMBER.ORG



New Chamber directors pose for a picture following this year's annual business meeting held June 28 at Southern New Hampshire University. Pictured left to right are: Jay McSharry, owner Jumpin Jays Fish Cafe and several other popular Seacoast restaurants; Mary Leddy, principal of The Leddy Group; Grant Sanborn, marketing director for Portsmouth Regional Hospital; Nicole Gregg, organizer of the New Hampshire Film Festival; and Julie Burns, with CTX Mortgage. The group was officially elected at the meeting and will be taking their place on the board starting this month.

## New Officers and Board Members Elected at Annual Meeting

### DeStefano, Levy & Bates Elected to Top Board Positions

The Chamber welcomed new officers and board members, thanked outgoing directors and wrapped up legal housekeeping details at this year's annual meeting held June 28 at **Southern New Hampshire University** on the **Pease International Tradeport**. The setting marked a break in tradition as the meeting had been held as part of the Chamber's annual dinner proceedings. This year Chamber officials decided to split the two so that appropriate emphasis could be given to both.

**Lisa DeStefano, DeStefano Architects**, was elected chairperson of the board; **Jay Levy, Merrill Lynch**, was elected vice president; and **Doug Bates, Leadership Seacoast**, was re-elected as treasurer. Former Chair **John Lyons, Lyons Law**, moved to the post of immediate past chair.

Outgoing board members were **John Machulski, Lonza Biologics**; **David Mullen, Pease**

**Development Authority**; **Michael Kane, The Kane Company**; and **Paul Sorli, from the Portsmouth Gaslight Company**.

New board members entering their first term are **Jay McSharry**, owner of **Jumpin Jays Fish Café** and four other popular area restaurants; **Nicole Gregg**, director of the **New Hampshire Film Festival**; **Mary Leddy**, principal of **The Leddy Group**; **Julie Burns**, a loan officer with **CTX Mortgage**; and **Grant Sanborn**, marketing director for **Portsmouth Regional Hospital**.

The new board members bring a wide array of skills and experience to the board and all are looking forward to applying their special expertise to the Chamber's program of work.

For more informaton on members of the board, visit [www.portsmouthchamber.org/board2007index.cfm](http://www.portsmouthchamber.org/board2007index.cfm). ★

## IN THIS ISSUE

[PAGE 2]

### President Farewell

Chamber President Dick Ingram Says 'Thank You' to All Those Who've Supported Him and the Chamber

[PAGE 3]

### Vermont/NH Challenge

Friendly War of Words Over Which State Tourists Prefer Generates National Press for Region

[PAGE 3]

### Transition Notes

Remaining Staff Takes on Interim Roles As Board Searches for New President and Other Department Managers

[PAGE 6]

### Road Race Record

This Year's Harbour Trail 5K Road Race Smashes Previous Record with 1,100+ Runners

[PAGE 6]

### Business After Hours

More than 100 Members and Guests Travel to Witch Cove for a Creek-side Party with Portsmouth Kayak Adventures

# [ 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**

As visible as I have been these last three years. I look forward to our continued conversations – many of you have already shared your thoughts and ideas about how we can ensure that the next generation of workers will have housing here in the greater seacoast!

My days have been made very rewarding because I have shared them with dedicated and good people. My colleagues on the Chamber staff are second to none. They put the best interests of the members and the community first every day that they come to work. Elizabeth, Tom, Bob, Ginny, Kaarin, Joan, Petra, our visitors' assistants and tour guides – the Chamber and its members are in very good hands with this crew working on their behalf. There will be new faces that join you in the coming months; I know that you will be as good a friend and colleague for them as you have been for me.

### **Thank You!**

The Chamber has dedicated volunteers who are the welcoming face of Portsmouth to the tens of thousands of visitors that come through here every year. They are kind and friendly and generous – for all that you add to the Portsmouth Experience **Thank You!**

Running an organization like the Chamber relies on the efforts of a committed board of directors. I have had the privilege of working with outstanding people on the Chamber board. The presidents that I have worked with have been exceptional – Robin Whittaker, Michael Kane, John Lyons and Lisa DeStefano are people that I cannot say enough good things about. I am glad that I will be able to work with each of them in new and different ways in the days ahead. I am also glad to count as friends the many other board members I have worked with and who have given so generously of their time and wisdom to the benefit of the Chamber and its members. **Thank You!**

The Chamber is blessed with an active and generous membership. To the many members who have volunteered for our committees and events, and who have given time and knowledge to our work – **Thank You!**

So many other people have made this job so rewarding, it is impossible to mention them all. Our elected and appointed public officials, the hard working members of the press and my colleagues at the other chambers and business associations around the region and beyond, have all added to the richness of the experience. There are many people who work very hard to make this the special place that it is. **Thank You!**

Portsmouth and the Seacoast is a truly wonderful and unique place to live. It is a great place to work and raise a family. To all of you who make it so, with your passion, your willingness to share ideas and opinions, and the time and energy that makes for a lively community, I am sure that we will have many opportunities for conversation and work together in the years ahead. **Thank You!**

I will remain a strong supporter and friend of the Chamber. I will be a friend and champion for the person who succeeds me in this chair. I look forward to the continued growth and success of the Chamber and its members. It has been my privilege to be part of this great organization. **Thank You!**

I will see you around town.



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 ]

Doug Bates, Julie Burns, Lisa DeStefano, Diane Devine, Tom Ferrini, Tim Fortier, Victoria Gray, Nicole, Gregg, Lisa Grella, Noel Graydon, Bill Hurley, Jim Jalbert, Mary Leddy, Jay Levy, Kathleen Lewis, John Lyons, George McQuilken, Jay McSharry, Renee' Riedel and Grant Sanborn

### [ OFFICERS ]

Lisa DeStefano  
*Chairperson*

Jay Levy  
*Vice Chair*

Doug Bates  
*Treasurer*

John Lyons  
*Immediate Past Chair*

### [ STAFF ]

Robert Bordeleau  
*Business Manager*

Tom Cocchiaro  
*Communications Manager*

Ginny Griffith  
*Business Development Manager*

Kaarin Olofsson  
*Marketing & Events Manager*

Joan Chawziuk  
*Tour Coordinator*

Elizabeth Barcomb  
*Information Center Assistant*

### [ NEWSLETTER ]

*Editor/Writer/Production & Photography*  
Tom Cocchiaro

*Publication Design*  
Brown & Co. Graphic Design

**Printing/Prepress** - Sir Speedy Printing Center

*Printing and Pre-press services for Dividends are provided by Sir Speedy Printing Center, 800 Elington St. in Portsmouth.*



Lake Champlain Regional Chamber of Commerce Vice President Tim Shea gingerly handles a 6-pound lobster generously contributed by Sanders Lobster Company in Portsmouth. The monster crustacean was the Portsmouth Chamber's payoff on a bet made as part of the recent Vermont/New Hampshire Challenge.

Looking on and congratulating Shea is former Chamber Vice President and Tourism Manager Marge Hubbard. See the related article for more details on the challenge.

## Vermont/NH Challenge Ends in a Toss-Up

### *Friendly War of Words Gains Region National Press*

An offhanded comment by a survey respondent in Vermont turned into a publicity boon for key destinations in the Green Mountain State and New Hampshire after the Lake Champlain Region and Portsmouth Chambers entered into a friendly competition to see which state was the favorite among visitors.

It was a survey comment logged during branding research for the Lake Champlain Regional Chamber of Commerce that sparked the debate. In it, the respondent said that "if it wasn't for Burlington, Vermont would be just like New Hampshire, a nice looking but rather drab state with little to do, no hub of civilization, just somewhere to pass through." Rather than debate the legitimacy of the comment, the Lake Champlain and Portsmouth Chambers decided to take up the gauntlet in defense of their states and survey visitors on which state was the best.

Both Chambers received about 50 responses to the challenge while Hearst Group television stations in Vermont and New Hampshire took in more than 6,000 comments. Oddly enough, both sources showed that respondents were just about evenly split given a standard margin of error of 4 percent, although New Hampshire came out ahead, 51 to 49 percent, in the actual tally.

Stories on the friendly war of words turned up in television and radio stations, and Internet sites, across the country as well as media standards like the *Boston Globe*, USA

*Today* and *The New York Times*. Immediately following the challenge, phones started ringing off the hook in Burlington and Portsmouth from those interested in finding out more about the unique travel opportunities offered by both.

The two Chambers ended the contest June 29 on the banks of the Connecticut River at the Cornish-Windsor Bridge—the longest covered bridge in the country. Given the close competition, Marge Hubbard, the Chamber's former tourism manager; and Tim Shea, Lake Champlain Regional Chamber vice president, conceded a tie and made good on their bets. Shea went home with a 6-pound lobster courtesy of Portsmouth's **Sanders Lobster Company**; and Hubbard came home with two pounds of delectable Lake Champlain Chocolates.

Those who'd like to read some of the comments, and listen to a song submitted in honor of the competition, may go to [www.portsmouthchamber.org/vermontnhchallenge.cfm](http://www.portsmouthchamber.org/vermontnhchallenge.cfm) to find out more. ★

## Chamber Staff Goes Multi-Role During Search

### *Board Currently Searching for New President, Manager*

Following the departure of several employees to retirement and new careers, remaining Chamber staff will be assuming additional roles on an interim basis.

Tom Cocchiaro, the Chamber's communications manager, will serve as staff liaison to the board and continue managing the Chamber's publications, media relations

and staff support, in addition to tourism manager responsibilities. Ginny Griffith, business development manager and eCoast liaison, will serve as interim membership manager. Bob Bordeleau, the Chamber's business manager, and Elizabeth Barcomb, information center assistant, will take on visitor center supervisor responsibilities; and Kaarin Olofsson, Chamber marketing and events manager, will manage the Mid Day Meet and fill-in support, as well as her regular duties.

"We have a wonderful team at the Chamber who have stepped up to the plate to handle additional duties while we look for an executive director and replace our vice president and tourism manager who retired earlier this month," said Lisa DeStefano, new chairperson of the Chamber's board of directors. "We expect to have someone in the president's position by the end of September." Once the new president is hired, the Chamber will work to fill the other vacant positions.

In the meantime, those members who have questions or issues may contact the staff via telephone or email. That information, as well as interim staff roles, may be found online at [www.portsmouthchamber.org/contactus.cfm](http://www.portsmouthchamber.org/contactus.cfm). The central business phone number for the Chamber is (603) 610-5510. ★

## Seacoast Guide Ad Sales Set to Begin in September

### *Publication Considered Most Comprehensive in Region*

Advertising sales will get underway in September for the 2008 issue of the Seacoast's most comprehensive visitor guide which features expanded printing and distribution throughout New England, listings spotlighting local attractions, accommodations, dining, shopping, services and function facilities.

Guide advertisers get a number of additional benefits beyond the initial listing. Advertisers are prominently featured in the Guide map, and eligible for other tourism program discounts for ads in the Chamber's new pad map and an expanded web presence and link on the Chamber's website at [www.portsmouthchamber.org](http://www.portsmouthchamber.org).

More than 125,000 guides are distributed every year throughout the region and at 18 visitor information centers across New Hampshire.

More information on Seacoast Guide advertising, advertiser benefits, and a downloadable copy of this year's contract are available online at [www.portsmouthchamber.org/seacoastguide2008.cfm](http://www.portsmouthchamber.org/seacoastguide2008.cfm).

For other questions, contact Tom Cocchiaro, the Chamber's communications manager at (603) 610-5520 or [tcocchiaro@portsmouthchamber.org](mailto:tcocchiaro@portsmouthchamber.org). ★

# Calendar of Events



## Joint Business After Hours at Seacoast Harley Davidson

**5-7 p.m., Thursday, July 26**

SEACOAST HARLEY DAVIDSON  
[17 LAFAYETTE RD., NORTH HAMPTON, NH]

Voted one of the top Harley dealerships in the country, this piece of Hog Heaven will be dressed out in its leather and steel best for this hot summer evening of fun and networking. The evening party is actually a joint event featuring members from both the Portsmouth and Hampton Area Chambers of Commerce, so if you're looking to expand your reach and connect with businesses from another New Hampshire seaside community, be sure to mark your calendar today.

The staff plans a number of special giveaways not to mention some of the best cuisine in the Seacoast and an unlimited opportunity to check out some of the newest two wheeled classics on the showroom floor. Some of the prizes will include a \$50 gift card good in the dealership's extensive riding gear shop, a one-day, weekday motorcycle rental and a surprise doorprize gift. So don't miss this ride on the wild side at one of the country's top Harley dealerships.

Cost of admission is just a business card at the door. ★



## Cruise with the New Hampshire's Tech Community

**5:25-7:30 p.m., Thursday, Aug. 2**

ISLES OF SHOALS  
STEAMSHIP COMPANY  
[MARKET ST., PORTSMOUTH NH]

The **eCoast Technology Roundtable** and **sponsors** invite the region's high-tech community to join them for the 8th Annual eCruise set for 5:25-7:30 p.m., Aug. 2 aboard the **Isles of Shoals Steamship Company's** M/V Thomas Loughton. The boat will depart promptly at 5:25 p.m. Boarding will start around 5 p.m., so come early. Parking is available at the dock until 7:30 p.m. for \$4. There is also parking in the downtown parking garage and nearby side streets.

This year an invitation has gone out to many of New Hampshire's high-tech associations including the Software Association of NH, NH High-Tech Council and the NH Biotech Council.

The cruise is a special event of the monthly eBrew, hosted by the Roundtable, which brings the region's technology community together for networking in a social setting each month.

Tickets for the cruise are \$20 per person and those interested in attending should register online at [www.portsmouthchamber.org/ecruise2007.cfm](http://www.portsmouthchamber.org/ecruise2007.cfm).

Those interested in sponsoring the event may contact Ginny Griffith, the Chamber's business development manager; at (603) 610-5514 or [ggriffith@portsmouthchamber.org](mailto:ggriffith@portsmouthchamber.org). ★

## Mid-Day Meet Networking

*Connect and Network  
at the Mid-Day Meet*

**11:30 a.m.-12:30 p.m., Friday, Aug. 17**

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

Mark your calendar to network at the May 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](mailto:kolofsson@portsmouthchamber.org). ★



## Business After Hours

*Join Us for a Look  
at One of Portsmouth Newest Hotels*

**5-7 p.m., Thursday, Aug. 23**

HILTON GARDEN INN  
PORTSMOUTH DOWNTON  
[100 HIGH ST., PORTSMOUTH, NH]

The *Hilton Garden Inn Portsmouth Downtown* will play host to the August Business After Hours set for 5-7 p.m., Aug. 23. The hotel, which opened in 2006, is located in the heart of historic downtown Portsmouth. The staff plans a fun evening featuring special tours and a sumptuous buffet courtesy of their in-house team of chefs. During the evening, visitors will get a chance to sample the property's guestrooms equipped with oversized work desks, ergonomic Herman Miller Mirra™ desk chairs and a hospitality center designed to serve the needs of working guests who appreciate conveniences like the in-room microwave, refrigerator and coffeemaker.

# vents

Sponsored By  
**Sir Speedy**  
 JULY/AUGUST ★ 2007

The staff also wants to make sure members get a chance to check out the hotel's customizable meeting and executive board rooms where local groups can enjoy access to high-speed internet, audio/visual equipment and a catered food and beverage service.

Admission is just a business card. ★



## Breakfast Forum

**7:30-9 a.m., Wednesday, Sept. 19**

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

Join us to hear Dr. Steve Reno, chancellor of the University System of New Hampshire, talk about the current brain drain in the state and how the system's new 55-Percent Initiative will help to stem the tide of graduates leaving the state adding 600 new employees and \$42 million annually to the economy. The breakfast is part of the **Bank of America Speaker Series**.

About 50 percent of the 16,000 individuals who earn four-year degrees each year leave the state. While some can be expected to leave to travel, move to a major city, or return to their home state, the exodus of 8,000 educated individuals represents a huge "brain drain" that darkens the overall employment outlook and hinders the state's growth, according to Reno. "To be competitive and fuel the state's economy, this out-migration must be reduced," he said.

Dr. Reno was appointed chancellor of the University System of New Hampshire in June 2000. He also currently serves as vice chair of the Board of Trustees of New Hampshire Public Radio and on the boards of the Business Industry Association, Catholic Medical Center, the Salt Center for Documentary Field Studies, Dartmouth Hitchcock Medical Center, the Governor's Jobs Cabinet, and several national organizations.

Cost of the breakfast is \$20 for Chamber members and \$27 for nonmembers. Those interested in attending may sign up online at [www.portsmouthchamber.org/usnhbreakfast.cfm](http://www.portsmouthchamber.org/usnhbreakfast.cfm) or RSVP by contacting the Chamber at (603) 610-5510 or via email at [info@](mailto:info@)



## WHAT'S AHEAD

[ JULY ]

**26th**

Joint Business After Hours  
 Seacoast Harley  
 Davidson

[ AUGUST ]

**2nd**

eCruise  
 Isles of Shoals  
 Steamship Company

**17th**

Mid Day Meet  
 Two International Group

**23rd**

Business After Hours  
 Hilton Garden Inn

[ SEPTEMBER ]

**19th**

Breakfast Forum on  
 Keeping NH College  
 Students in the State  
 Following Graduation  
 Sheraton Harborside  
 Portsmouth Hotel

**21st**

Mid Day Meet  
 Two International Group

**27th**

Business After Hours  
 To Be Announced

## RENEWING MEMBERS

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

Acorn Creative  
 Ad-Cetera Graphics  
 Administaff, Inc  
 AIDS Response - Seacoast  
 American Cancer Society  
 American Independence  
 Museum  
 American Maritime Academy  
 Ameriprise Financial  
 Anchorage Motor Inn  
 Anthem Blue Cross Blue Shield  
 Baystate Financial Services  
 Best Western Wynwood Hotel  
 Bethany Christian Church  
 Bethel Assembly of God  
 Bid2Win Software, Inc.  
 Boynton, Waldron, Doleac  
 C & J Transportation  
 Cafe Mediterraneo  
 Coastal Economic Development  
 Corporation  
 Cod Rock Media Productions  
 ColoSpace, Inc.  
 Community Developmental  
 Services  
 Datarisk, LLC  
 Dave Does Shades  
 Dave Pepczynski  
 Devine, Millimet & Branch, P A  
 Dinnerhorn Restaurant  
 Domino's Pizza  
 Eagle Photo & Video Supply  
 Ed Weissman Antiques  
 Ernst & Young, CPA's  
 excellentworkplaces.com  
 Favorite Foods  
 First Eastern Mortgage  
 Corporation  
 Fisher Scientific International  
 Flower Kiosk  
 General Linen Service, Co.  
 Golf & Ski Warehouse  
 Granite State College-  
 Portsmouth  
 Griffin Family Corp.  
 Gundalow Company  
 Hanscom's Truck Stop, Inc  
 Harvard Pilgrim Health Care  
 Hesser College  
 Hoyt's Office Products  
 Interiors by Decorating Den

Jackline Security  
 Jardiniere Florist  
 Joe Gorman's Perma-Home  
 John Danos Realty, LLC  
 Johnston, Reid & Mitchell  
 Keller Williams Coastal Realty  
 MAINE-LY NEW HAMPSHIRE  
 Micronics  
 Millennium Advertising  
 Mr. Handyman of Rockingham  
 County  
 New England Center  
 New England Language Center  
 New England Office Suites  
 New Generation, Inc.  
 NH National Guard  
 Parker & Company, Inc.  
 Pebble Cove Motel  
 Pike Industries, Inc.  
 Piscataqua Savings Bank  
 Portsmouth Harbor Inn & Spa  
 Portsmouth Athenaeum  
 Portsmouth Computer Group  
 Portsmouth Ford  
 Pre Paid Legal Services  
 Ralph Morang Photography  
 Reliable - TEI  
 Sagamore Golf Center  
 Sagamore-Hampton Golf Club  
 Seacoast Growers' Association  
 Shel-Al Campground  
 Snap Surveys  
 Soci. for Protection-NH Forest  
 St Nicholas Greek Orthodox  
 Church  
 State of NH-Bureau of Liquor  
 Enforcement  
 Steven H. Berg  
 Susan J. Conway Real Estate  
 Taylor Research & Consulting  
 The Bow Street Inn  
 The Farmstead  
 The Talking Phone Book  
 Travelports of America  
 United Way of the Greater  
 Seacoast  
 Venture Title, LLC  
 White Mountain Puzzles

## Harbour Trail 5K Road Race Smashes Attendance Record

*More Than 1,100 Runners Turn Out for Annual Fundraiser*



*This year's Harbour Trail 5K team winners all came from the same family. They are, left to right, Job, Jake, Joshua and Jacy Christiansen with a winning time of 51:22. See related article for more on the race.*

The Portsmouth Harbour Trail 5K Road Race celebrated its 12th anniversary Saturday topping the past attendance record by nearly 500 runners.

More than 1,100 turned out July 14 at the Portsmouth Middle School for one of the most popular races in New England. The race benefits the "trail" which pulls together all Portsmouth's historical properties under one umbrella and supports Chamber members by attracting visitors into the downtown business district.

Nathan Huppe, 27, from Dover, N.H., finished the 3.1-mile course in 15 minutes, 43 seconds to take the men's overall first-place title. He was followed by Matthew Germain from Haverhill, Mass. in second with 15:52 and Timothy Rider, also from Dover in third with a 15:56. Christin Doneski, 36, from Hopkinton, N.H., won the women's overall competition with a time of 18:22. She was followed by Caitlyn Clark, 22, of Worcester, Mass. in second with 18:25 and Jacy Christiansen, 14, from New Ipswich, N.H., in third with a time of 19:12. Team winner in this year's race was the Christiansen Family (made up of Jacob, Jacy, Joshua and Jake) in first

place with a total time of 51:22. They were followed by the Rochester Runners in second with 53:41; Whirl Away Racing Team in third with a 58:24; and the Coastal Athletic Team in fourth with 59:23. The oldest Portsmouth runner was Shelly Brass, 60, with a time of 27:09 and the youngest, Derek Kintz, 14-years-old, with a time of 21:25. The Chamber thanks the following major sponsors for helping to make this year's race "the" most successful ever: **Marquee Sponsor, Service Credit Union: Lead Sponsor, Portsmouth Herald; Major Sponsors: Paddy's--An All American Grill and Lyons Law Offices; Supporting Sponsors, Gentle Giant Movers, Fox Run Mall, Promo Centric, Fitness Together, First National Bank of Ipswich and Fuze Communications,** and all exhibitors and in-kind sponsors. ★

## PKA Hosts June Business After Hours on the Water

*More than 100 Visit Local Kayak Tour Operator*

More than 100 members and guests traveled to Witch Cove June 21 for a business after hours networking social hosted by **Portsmouth Kayak Adventures**. The event featured a kayak load of well-iced refreshments and a table full of traditional Seacoast fare served up by Owner Bill Downey and his staff of guides and instructors.

The group also used the opportunity to celebrate the company's 5<sup>th</sup> anniversary of providing water borne recreational activities for visitors and locals alike. Some guests left the evening with more than a "water bug" as PKA handed out a number of door prizes in honor of their fifth year in business.

Door prize winners included **Gail Bradbard, Cabot House Furniture; Adam Tiklen, Diverse Mortgage Group, LLC; Briar Golden, Merrill Lynch; Richard Foote, Bowditch & Dewey Attorneys; Dan Hubbard, Dan Hubbard Fine Woodworking; Scott Sutherland, Parenting New Hampshire; Marilyn Johnson, Buyer's Brokers of the Seacoast, Stuart Russell, Diverse Mortgage Network; and Donna Everett, 4evergreen Designs.** The Chamber thanks the PKA staff for their hospitality and a great event. ★



*Guests at the June business after hours muse at an impromptu comedy routine performed by former Board Chair John Lyons and former Chamber President Dick Ingram during the doorprize drawing.*

**Oppenheimer & Co. Inc.**, (“Oppenheimer”) a national financial services firm operating a branch office in downtown Portsmouth since 1957, recently moved to 30 Penhallow Street in Portsmouth, a building that once served as the Portsmouth Police Station and the Rockingham County Jail. According to **Jane H. Dooda**, branch manager of Oppenheimer’s Portsmouth office, the company is working to expand their business presence in the Greater Portsmouth area and are actively adding new financial advisors and increasing the range of services they offer clients. The firm invites Chamber members to its official ribbon cutting ceremony set for 5-7 p.m., June 26. For more on the local office, visit [www.opco.com](http://www.opco.com).

**Craig Smith**, of **Calypso Communications**, a full-service marketing, public relations, and design agency with offices in Portsmouth and Manchester, was recently promoted to vice president. In his new position, he will be responsible for expanding Calypso’s public affairs client portfolio and the firm’s overall presence in the Greater Manchester region. Smith, a Manchester native, joined Calypso in January after spending a year as public affairs advisor and communications director for Manchester Mayor Frank Guinta. He is also founder of Riverbank Communications a Manchester-based political consulting and fundraising company. For more, visit [www.calypsocom.com](http://www.calypsocom.com).

**Portsmouth Regional Hospital** recently announced its local 2006 Frist Employee and Volunteer Humanitarian Award winners. Winners are **Lynn T. LeBlanc** and **Charlie Griffin**. LeBlanc began her career at the hospital in April of 1999 as a runner and patient transporter but officials say her actual title should be “Hospital Ambassador.” Griffin, a retired Portsmouth attorney, began volunteering at Portsmouth Regional Hospital in 1994 to show his gratitude for the care his late wife received. Since then he has volunteered more than 12,000 hours and visited more than 200,000 patients. Griffin is known for wearing unique hats from his collection, including an oversized cowboy hat and another with a lobster on top. Griffin also won the national award which includes a \$5,000 grant that he may award to the charity of his choice. For more, visit [www.portsmouthhospital.com](http://www.portsmouthhospital.com).

The **Provident Bank** President & CEO, **Charles R. Cullen**, announced another record year of earnings and growth at the institution’s 179th annual meeting where **Rick Taintor**, Taintor and Associates, was elected as a corporator and **Raymond E. Pouliot** was elected chairman of the board of trustees. Cullen said the bank reached \$361 million in total assets in 2006, a 9-percent increase over the previous year. He added, the Provident Bank also maintains a distinguished record of investing in the communities it serves where it donated \$270,000 to 130 nonprofit organizations last year. For more, visit [www.the Provident Bank.com](http://www.the Provident Bank.com).

**Regal Limousine Service**, a 41-vehicle fleet serving greater Portsmouth, N.H. and Boston, Mass., recently purchased Nashua/Manchester, N.H.-based Limousines of New England (LNE). Company President **Richard G. Ford**, said “LNE is a good fit for Regal Limousine Service

as it is a high-end limousine service catering to both the corporate and retail markets.” Brothers Richard and **Paul S. Ford** founded Regal Limousine Service 25 years ago. **Deanna L. Ford** is the company CFO. The limousine service has received a number of honors over past years including Best in USA Operator of the Year – Large Category by Limousine & Chauffeured Transportation Magazine. For more on the company, visit [www.regallimo.com](http://www.regallimo.com).

Nearly 20 volunteers descended on **Seacoast Hospice** May 22 as part of the **United Way of the Seacoast’s** Spring Day of Caring. Volunteers from Unital and **Timberland** joined with Seacoast Hospice staff and volunteers at the nonprofit’s headquarters in Exeter that day to beautify the organization’s unique Labyrinth garden. The area is a single-path circular garden where patients, families, community members and hospice staff can relax in a beautiful, natural environment. Seacoast Hospice is the oldest and only independent, non-profit hospice in New Hampshire and provides compassionate and expert medical care to children, adults, seniors, and families coping with life limiting illnesses. For more information on the agency, visit [www.seacoasthospice.org](http://www.seacoasthospice.org).

**York Harbor Inn** recently welcomed **Anita Taggersell** as its new director of sales. Ms. Taggersell has extensive hospitality experience, most recently as director of sales for the Relais and Chateaux, Five Diamond, Five-Star White Barn Inn in Kennebunkport for several years. While in Kennebunkport, Ms. Taggersell planned events for the Bush family, and for dignitaries visiting the Presidential family. Most recently, Taggersell planned the Kennebunkport visit of Kazakstan President Nazurbayez and his entourage, from meals, to lodging and meetings. For more on the Maine-based seaside inn, visit [www.yorkharborinn.com](http://www.yorkharborinn.com).

The **Children’s Museum of Portsmouth** recently launched a pilot outreach program that sponsors museum visits and group activities for children in Head Start programs throughout the state thanks to funding from the Saul O. Sidore Memorial Foundation. Children from a number of Seacoast Head Start programs were invited to the museum with their families for the launch and enjoyed a variety of hands-on literacy activities. Each family also received a free book, thanks to the museum’s partnership with **New Hampshire Public Television**. For more details on the museum, visit [www.childrensmuseum.org](http://www.childrensmuseum.org).

It’s All Here At **Sir Speedy**

- ▣ Award Winning Printing
- ▣ Digital Color and B&W Output
- ▣ Graphic Design; Disk/CD Management

FREE PICK-UP & DELIVERY  
603-433-4664  
Plaza 800 on Islington Street • Portsmouth, NH 03801  
[paulucy@conversent.net](mailto:paulucy@conversent.net) • [www.sirspeedyportsmouth.com](http://www.sirspeedyportsmouth.com)

**Wilbur A. Glahn, III**, an attorney with the law firm of **McLane, Graf, Raulerson & Middleton, P.A.**, was recently appointed a Fellow of the American College of Trial Lawyers, one of the premier legal associations in America. Glahn’s induction ceremony took place before an audience of 810 during the 2007 Spring Meeting of the college in La Quinta, Calif. Glahn has more than 30 years of trial experience including the representation of companies and individuals in commercial, tax, securities, trade secret and employment litigation. For more on the firm, visit [www.mclane.com](http://www.mclane.com).

The **Gundalow Company’s** Capt. Edward H. Adams will celebrate it’s 25th anniversary this year with visits to Kittery, South Berwick, York, Portsmouth, Durham and Greenland. Through the gundalow, thousands each year learn about how these river truckers carried lumber, salt marsh hay, bricks, coal and oysters and explore issues like water quality, habitat protection, stewardship and navigation. The gundalow was built in 1982 on the grounds of Strawberry Banke Museum by legendary boat builder Bud McIntosh of Dover. Construction took three years. For more on the Gundalow Company and its summer schedule, visit [www.gundalow.org](http://www.gundalow.org).

**Hutter Construction Corporation’s** Board of Directors recently welcomed **Lars A. Traffie** as president & CEO of the company. Traffie has been with Hutter Construction for more than 18 years and has served the company as a project superintendent, project manager, operations manager, business development manager and vice president. The company’s resigning president, **Gary W. Bertram**, will continue on with Hutter as executive vice president, providing counsel in project estimating and management. For more on the company, visit [www.hutterconstruction.com](http://www.hutterconstruction.com)

**Kirk Communications**, a leading public relations and integrated marketing agency, has been selected by IMT Partners as its agency of record. Based in North Chelmsford, Mass., IMT Partners is the leader in providing products and solutions to avoid, reduce and contain storage total cost of ownership. Kirk Communications was selected because of the company’s versatility in a wide array of marketing functions, including public relations, content creation, graphic design, lead generation and CRM Systems. For more information on the Portsmouth-based agency, visit [www.kirkcommunications.com](http://www.kirkcommunications.com).

**Portsmouth Computer Group** invites small businesses to board The Microsoft Across America Bus July 31 at PCG headquarters located at 30 Mirona Road, in Portsmouth, N.H. The visit will feature hands-on, state-of-the-art tech demonstrations and interactive seminars that will showcase tech solutions designed to help small businesses increase productivity, cut costs, expand business and ensure security. For more information, or to RSVP, contact Sasha at (603)431-4121 or visit [www.pcgIT.com](http://www.pcgIT.com). ★

**CORRECTION**

In the June Dividends Page 1 story, Jay Levy’s company was mistakenly listed as Morgan Stanley. He actually works for Merrill Lynch.

# [ WELCOME NEW MEMBERS ]

## The Chamber Welcomes New Members

The Greater Portsmouth Chamber of Commerce welcomes the following new members

### **ADP Small**

#### **Business Services**

*Accountants, consultants, business & technology, payroll services*  
One Merrill Industrial Drive,  
#103A  
Hampton, NH 3842  
Contact: Marty Goodman  
Phone: 603-926-1350,  
Email: marty\_goodman@adp.com  
Web:www.adp.com

### **BGG Advertising**

*Advertising, public relations, web site design*  
707 Chestnut Street  
Manchester, NH 3104  
Contact: Susan Walsh  
Phone: (603) 627-9600,  
Email: swalsh@bggadvertising.com  
Web:www.bggadvertising.com

### **Catapult Seacoast**

*Naturopathic health care*  
PO Box 102  
Greenland, NH 3840  
Contact: Helen Donington  
Phone: (603) 438-7006,  
Email: helen@catapultseacoast.org  
Web:www.catapultseacoast.org

### **Cisco Systems**

*Computer networking, computer software development, information technology*  
50 International Drive,  
Ste 100  
Portsmouth, NH 3801  
Contact: Paul Goransson  
Phone: 603-559-2900,  
Email: pgoranss@cisco.com  
Web:www.cisco.com

### **Dinner's Done!**

*Caterers, retail, senior citizen services*  
72 Mirona R.d., Ste 18  
Portsmouth, NH 3801  
Contact: Susan Kelly  
Phone: 603-436-8136,  
Email: info@dinnerdone.net  
Web:www.dinnerdone.net

### **FISC Solutions**

*Financial services & investments*  
200 International Drive,  
Ste. 165  
Portsmouth, NH 3801  
Contact: Darrell Davis  
Phone: (207) 782-6858,  
Email: ddavis@fiscsolutions.com  
Web:www.fiscsolutions.com

### **Jeff Bower Electric**

Electrical contractors  
10 Dwight Avenue  
Portsmouth, NH 3801  
Contact: Jeff Bower  
Phone: (603) 433-0082,  
Web:www.jeffbowerelectric.com

### **Paul McInnis, Inc.**

*Auctioneers*  
155 Lafayette Road, Ste. 8  
North Hampton, NH  
(603) 964-1301  
(603) 964-1302  
www.paulmcinnis.com  
paul@paulmcinnis.com

### **Wild Orchid Jewelry & Clothing**

*Jewelers*  
206 Market Street  
Portsmouth, NH 3801  
Contact: Natalia Walton  
Phone: (603) 431-1488,  
Email: wew26@comcast.net  
Web:www.wildorchids.com

### **York Lobster & Seafood**

*Lobster, shellfish & seafood, retail, wholesalers*  
855 US Route 1  
York, ME 3909  
Contact: Tom Robinson  
Phone: (207) 363-5000,  
Email: sales@yorklobster.com  
Web:www.yorklobster.com

## Save the Date!

*For this year's Annual Dinner  
5:30-9:30 p.m., Thursday, Oct. 18  
Strawbery Banke Museum*

This year's Annual Dinner marks the first to be held in the fall of the year. Join the Chamber under a **Sperry Tent** at **Strawbery Banke Museum** as we honor Business, Small Business, Citizen and Volunteer of the year and celebrate the great works done by members of the Seacoast Business Community.

"This year's event strives to incorporate as many member businesses as possible. Everyone is welcome!" said Kaarin Olofsson, Chamber marketing & events manager. "We are creating sponsorship levels that will allow all of our members from retailers and restaurants to nonprofits and businesses of all sizes to benefit from exposure at the event. Opportunities, entertainment and other event details will be posted to our website regularly."

A special thanks goes to this year's Platinum Sponsor, **Citizens Bank**; Silver Sponsor, **Sheraton Harborside Portsmouth Hotel**; and Bronze Sponsor **Seacoast Media Group** that have already agreed to support the event.

Those interested in participating on the Annual Dinner Planning Committee or learning more about sponsorship opportunities, please contact Olofsson at 603-610-5527 or kolofsson@portsmouthchamber.org.

GREATER  
**PORTSMOUTH**  
CHAMBER OF COMMERCE

500 Market Street  
P.O. Box 239  
Portsmouth, NH 03802-0239

U. S. Postage  
PAID  
PRSRT STD  
Permit # 258  
Portsmouth, NH  
03801

**If the  
address  
at right is incorrect,  
please notify  
the Chamber  
at 436-3988.  
Thanks.**