

# Dividends

GREATER  
PORTSMOUTH  
CHAMBER OF COMMERCE

"GET CONNECTED"

JUNE 2007



GREATER PORTSMOUTH CHAMBER OF COMMERCE



WWW.PORTSMOUTHCHAMBER.ORG



Photo by Carolyn Doran

Members of the Chamber branding committee pause for a picture following a recent meeting. In the front row are Diane Devine, Highliner Foods; Mary Jo Brown, Brown & Co. Design; and Marge Hubbard, Chamber vice president. In the back are David Markovskiy and Matt Talbot, also of Brown & Co.; Dick Ingram, Chamber president; Kaarin Olofsson, Chamber marketing and events manager; Angelo Puglisi, Brown & Co.; Jay Levy, Morgan Stanley; John Lyons, Lyons Law; and Tom Cocchiaro, the Chamber's communications manager. See article below for other members of the committee.

## Chamber Unveils New Brand Image, New Direction at Expo

### Future Programs to 'Connect' Members to Resources, Business

Those who attended this year's Business Networking Expo or who have received correspondence from the Chamber recently may have already noticed something different about the organization. But the changes go beyond the new logo and color scheme thanks to a group of volunteers and consultants who have spent the last year assessing the Chamber and planning a direction for the future.

The Chamber's "rebranding" comes at a time of great change for membership associations that are looking for ways to improve services and offer more value in the fast-paced environment of the "information age." For nearly a year, the Rebranding Committee has surveyed local leaders; past, present and prospective members, and other chambers across the country to come up with a program to drive economic growth and connect members with the resources, opportunities and contacts they need to grow and prosper. The result of that effort may be found in the Chamber's new tagline which distills what members said was their bottom-line need, to GET CONNECTED.

The Chamber's newly established mission, in

summary, is to actively support the preservation of a free enterprise system creating a better understanding and appreciation of the importance of the business person and consumer, to encourage the growth of existing businesses and assist new companies and individuals in relocating to the area, to support all activities believed to be beneficial to the area and oppose those that aren't, and to promote programs of a civic, social and cultural nature which are designed to increase the functional and aesthetic values of the community.

The Chamber thanks the following for their efforts during the process: Diane Devine, Chamber board member, and Tom Cocchiaro, Chamber communications manager, cochairs; Chamber board members Jim Jalbert, Michael Kane, Jay Levy, John Lyons, David Mullen, Renee Riedel and Paul Sorli; Chamber President Dick Ingram; Marge Hubbard, Chamber vice president; Kaarin Olofsson, Chamber marketing and events manager; Mary Jo Brown, David Markovskiy, Angelo Puglisi and Matt Talbot from **Brown & Company Design**; and Heather Lapidus Glassner and Andrew Smith from the **UNH Survey Research Center**. ★

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# [ VICE PRESIDENT FAREWELL 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



**Marge Hubbard,  
Vice President**

It is hard to believe that I have been with the Chamber for more than 10 years. It has gone by like a flash! Yet, when I look back and realize how far we have come, and what has been accomplished, I am amazed at what a dedicated staff and group of volunteers can do.

It all started when I was hired as the part-time executive director of the Chamber's Foundation, whose project was the Portsmouth Harbour Trail. My challenge was to create awareness of this new, self-guided walking tour of the downtown and to market the self-guided tour booklet. The Foundation board of directors, all volunteers, came up with some great ideas: the Harbour Trail flags that mark 26 of the sites on the Trail, the annual Portsmouth Harbour Trail 5K Road Race and the guided walking tours all grew out of this group's efforts. These projects succeeded beyond what any of us envisioned. Most of the flag sponsors continue year-to-year with others interested in becoming a sponsor; the road race has grown to more than 700 runners with even more expected

this year; and we have gone from one tour guide to six who offer two tours a day, five days a week July through mid-October.

But that is only the beginning of what volunteers have done over the past 10 years. With the success of the Harbour Trail, I was asked to become the tourism manager for the Chamber. Up until then, there was no tourism department, only a handful of enthusiastic members working together to promote Portsmouth. Various staff members were assigned to help the group, as needed. At that point, the *Guide to the Seacoast* was the only marketing tool they had. The Chamber printed 40,000 guides annually, which were distributed across the state and sent to those who requested information. Today, the group and its projects have exploded in scope and sophistication. Through the leadership of our tourism chairs, the group has grown to an average attendance of 25 at the monthly meetings with many more who come when they can.

This past spring we held our 6<sup>th</sup> Annual Tourism Summit, an event that provides educational and networking opportunities for business owners and tourism professionals. And we now produce seasonal calendar rack cards and eNewsletters that are sent to thousands of people who inquire about the Seacoast. We also advertise in both regional and national media, and have entertained dozens of national and international travel writers garnering Portsmouth and the Seacoast valuable publicity valued at over \$1 million.

Thanks to the group's support and energy, we continue to attend trade shows for group markets and participate in sales missions to Canada, New York City and Chicago. Last year we produced the first comprehensive brochure to promote live music venues on the Seacoast and now are developing an on-line calendar that will allow music lovers to see who is playing where and when. We've produced a training video for front-line employees so that they are aware of what is here and are better equipped to serve our guests. And most recently, we produced three seasonal promotional videos that are constantly promoting the Greater Portsmouth area on the Chamber's web site and YouTube.

Now we print 120,000 *Guides to the Seacoast* annually and are producing a map with the region on one side and downtown Portsmouth and Pease on the other side. Both of these are supported by an ever increasing number of advertisers.

How is the Chamber able to do all this? Dedicated volunteers and staff, member support and those in our city government who understand that tourism is a pillar of the Seacoast economy. While we have received grants from the City of Portsmouth and the NH Division of Travel and Tourism, our committee volunteers were the ones who came up with the great ideas, and the ones who stepped up to the plate to support our destination promotion efforts with their time, money and expertise. They realize through collaboration we can expand the awareness of all the amenities that the Seacoast and Portsmouth offer—and that when we work together, everyone wins.

While many of you may think this has been all my doing, I can honestly say that there's no way I could have done it myself. I am truly grateful for the relationships I have developed through the years and the friendships with people that I will never forget. Yes, it has been a good run and I have enjoyed every minute of my time at the Chamber, even the times when I have been frustrated by those that just don't get it. It is not about me, but about us. Thanks to all for the opportunity to work with you. Leaving is bittersweet, but I look forward to the next phase of my life in another place. I will never forget you, Portsmouth and the Seacoast. Thank you, thank you, thank you. ★



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*Leading the*



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

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



Photo by Ginny Griffith

*Pictured are students and mentors in this year's Portsmouth High School Business Course following the presentation of the group's business plan project. Pictured, left to right, are Program Director Bob Montville, Montville Group; Students not in any particular order, Kristin Scott, Libby Carlisle, Taylor Barnes, Erin Bailey and Andrew Ricker, Doug Bates, Business Education Collaborative and a Chamber board member; and Team Instructor John Iafolla, Myriad Management.*

## Chamber Members Assist With HS Business Class

### *BEC Spearheads Program for Young Entrepreneurs*

Local business leaders recently completed several weeks mentoring **Portsmouth High School** students as part of a special business education program supported by the Chamber's **Business Education Collaborative**. The program was started in 2006 to kickstart a business education class while the high school works to fund a permanent instructor.

For two years now, student teams enrolled in the business course have been tasked with developing a business idea and creating a business plan under the supervision of volunteer experts from the local community. Following the course, students present their plan to members of the Portsmouth Sunrise Rotary for feedback.

This year's class, spearheaded by Bob Montville, has grown and expanded. The pilot class, which started with 17 students in 2006, grew to 24 in 2007. Business mentors were chosen to complement the students' business project. Mentors for the 2007 class included Beth Gilbert, owner of **Izzy's Frozen Yogurt**; Deborah Bouchard-Smith, **Mainely New Hampshire**; Cheryl Pagano, **Moe's Italian Sandwich Shop**; and Jon Parker from the **Portsmouth Athletic Club**.

Pam MacArtney, the high school's career tech director, called the class "powerful" and a welcomed asset to the school. "Thanks to people like Doug Bates, Bob Montville and the chamber staff, we've been able to offer some very tangible, real-world business

education to our students instead of just talking about it," she said. "Things are really happening now."

Montville feels the community needs to provide students with the resources to succeed in the business world and hopes the business teacher position will be funded in the near future. "We really should be a supplement to the program," he said. "We shouldn't be the program."

"This is a top priority for the BEC," said Doug Bates, a member of the chamber's board of directors. "The course provides a great way to connect local businesses with the school and vice versa." ★

## Summer Season Brings New Map, Media, Tours

### *Canadian & French Media, Tour Operators to Visit City*

As the 2007 tourism season heats up more and more visitors and media are coming to Portsmouth thanks to the work of the Chamber's Tourism Committee. To keep up with that demand and to ensure members are well-represented, the Chamber continues to introduce new products and improve existing tourism-related programs.

New to the Chamber this year is a "pad map" that will be distributed in coming weeks to Seacoast area accommodations and businesses. The 12 x18 full-color map will feature a host of supporting sponsor ads showing business locations, and a detailed regional and city map to help visitors find their way to member businesses and attractions.

The Chamber will continue its Portsmouth Harbour Trail Tour series with daily guided walking tours which run Thursday through Monday from June 28 through Columbus Day. Tours will feature the popular "highlight" and "twilight" walks which start at 10:30 a.m. and 5:30 p.m. respectively from the Chamber's downtown information kiosk in Market Square. To find out more about the tours, visit the Chamber's website at [www.portsmouthchamber.org](http://www.portsmouthchamber.org). The Chamber thanks the following flag sponsors for helping to make it easier for visitors to spot historical attractions: **Atlantic Sign-a-Rama, Federal Savings Bank, Granite State Minerals, Hilton Garden Inn, Portsmouth Herald, Portsmouth Brewery, Public Service of NH, Sea-3, Inc. Service Credit Union, Sheraton Harborside Portsmouth Hotel,** and the **Wentworth by the Sea Hotel**.

On the promotional side, the Chamber expects to host more media this year than ever before. Already, seven Canadian journalists visited the city on a familiarization tour. They were followed by a three-person film crew from Big Water Adventures who came to the area to collect material for a show slated for January 2008 on the Outdoor Channel in the United States and Wild TV in Canada. The Chamber also expects to host a writer from Clin D'oell (a French fashion magazine) and a tour operator's sales team toward the end of the month. ★

## Chamber Announces Board Changes for New Year

### *McSharry, Burns, Leddy and Gregg to Join Board in Fall*

Changes continue at the Chamber with the nomination of new board members and the departure of those who'll be completing their terms at the end of the summer. Newly nominated board members include Restaurateur Jay McSharry of **Jumpin Jay's Fish Cafe** and others, Julie Burns, **CTX Mortgage**; Mary Leddy, principal of the **Leddy Group**; and Nicole Gregg from the **New Hampshire Film Expo**.

Outgoing board members include Lisa Grella, **Ocean Properties**; Michael Kane, **The Kane Company**; David Mullen, **Pease Development Authority** and Paul Sorli from the **Portsmouth Gaslight Company**. John Machulski, **Lonza Biologics**, will resign in July due to a move to Singapore; and Grant Sanborn, **Portsmouth Regional Hospital**, was recently elected by the board to take the place of Diane Young, also from PRH, who resigned early in her term.

New nominees and outgoing board members will be recognized formally at this year's annual dinner which is tentatively scheduled for a date in October rather than the traditional June timeframe. ★

# Calendar of Events



## Business After Hours

*Be One of the First to  
Splash Into Summer at  
Portsmouth Kayak Adventures*

**5-7 p.m., Thursday, June 21**

**PORTSMOUTH KAYAK  
ADVENTURES**

[185 WENTWORTH RD., PORTSMOUTH, NH]

Launch into summer with a visit to the home of **Portsmouth Kayak Adventures** whose staff is itching to show off their full line of boats and accessories at their store on the banks of Sagamore Creek in Portsmouth. The outdoors-loving crew invites Chamber members and friends to join them for a fun-filled evening featuring entertainment, door prizes and a taste of back-channel cuisine.

Owner Bill Downey also plans to hand out some goodies and coupons for the company's guided tours so don't miss this chance to make a big splash and connect with the Seacoast's outdoor sports crowd.

**Gundalow Catering** will provide cuisine for the evening featuring tasty treats from their menu of Seacoast favorites.

PKA, founded by Downey, opened its doors in 1999. Having a love for the water he began sea kayaking and quickly favored the sport. He realized the great environment the New Hampshire seacoast had to offer and wanted to share his love of sea kayaking with others. Starting with his own Perception Sea Lion he has built a fleet of boats which may be seen regularly plying Sagamore Creek.

PKA is a registered member of the American Canoe Association and offers a variety of trips throughout the local area.

Admission is just a business card. ★



**PORTSMOUTH  
HARBOUR  
TRAIL**

## 12th Annual Harbour Trail 5K Road Race & Kid's Fun Run

**9 a.m., Saturday, July 14**

**PORTSMOUTH MIDDLE SCHOOL  
[PARROTT AVE., PORTSMOUTH, N.H.]**

Now's the time to sign up for the 12th Annual Portsmouth Harbour Trail 5K Road Race and Kid's Fun Run set for July 14. The race is USATF-sanctioned.

The race is part of the Seacoast Road Race Series, is open to all ages and includes men's and women's categories. Prizes will be awarded to the top overall male and female runners, the top three finishers in each age group, to the oldest and youngest Portsmouth finisher and the top three teams.

The race will begin at 9 a.m. starting at the Portsmouth Middle School on Parrott Ave. in Portsmouth. Registration runs from 7-8:30 a.m. The Kid's Fun Run starts at 10 a.m.

The online entry fee is \$15 per person if prepaid by July 5. Mail-in, walk-in and "day of" registration is \$20. Registration for kids is \$5 per child. Custom-designed commemorative T-shirts will be given to the first 600 5K entrants. All children in the Fun Run will receive medals and a goodie bag.

This year's race is supported by **Marquee Sponsor, Service Credit Union; Lead Sponsor Portsmouth Herald; Fun Run Sponsor, Paddy's-An All American Grill; Corporate Sponsor, Lyons Law; Supporting Sponsors Gentle Giant Movers, PromoCentric and Fuze Communications; and Water Table Sponsors, Fox Run Mall and Fitness Together**

For more details, or to register, visit the race page online at [www.portsmouthchamber.org/roadrace2007.cfm](http://www.portsmouthchamber.org/roadrace2007.cfm). Quick, easy and free online registration is available from the link on the race page. ★

## Mid-Day Meet Networking

*Connect and Network  
at the Mid-Day Meet*

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

**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). ★



## 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

# vents

Sponsored By  
**Sir Speedy**  
 JUNE ★ 2007

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

5:30-7:30 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 7th Annual eCruise set for 5:30-7:30 p.m., Aug. 2 aboard the **Isles of Shoals Steamship Company's** M/V Thomas Loughton. Boarding will start around 5 p.m., so come early. Parking is available at the dock until 7:30 p.m. for \$3. This year an invitation has gone out to many of New Hampshire's high-tech associations so there'll be new faces and contacts.

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. Ticket and pricing information will be available soon so stay tuned to the Chamber's July newsletter and the website for future details by going to [www.portsmouthchamber.org/ecruise2007.cfm](http://www.portsmouthchamber.org/ecruise2007.cfm).

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

### WHAT'S AHEAD

[ JUNE ]

**21st**

Business After Hours  
 Portsmouth Kayak  
 Adventures

[ JULY ]

**14th**

Portsmouth Harbour  
 Trail 5K Road Race

**20th**

Mid Day Meet  
 Two International Group

**25th**

Member Orientation  
 Chamber Conference Room

**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 ]

**27th**

OktoberFest  
 Harbor Place

### RENEWING MEMBERS

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

- |   |                                   |
|---|-----------------------------------|
| A Grape Affair, LLC                       | Northeast Community Mortgage      |
| A J's Guide Service                       | Northeast Creations, Inc.         |
| Alliance Core Technologies                | Northeast Dealer Marketing        |
| American Payroll & HR, LLC                | Ocean National Bank               |
| Anne E. Caplin                            | Office Interiors                  |
| Bank of America                           | Oppenheimer & Co.                 |
| Best Buy For Business                     | P C Connection                    |
| Brave Boat Net Web Media, Co.             | Paychex                           |
| Calypso Communications LLC                | Payrolls Plus, Inc.               |
| Celtic Crossing                           | Pine Haven Motel                  |
| Chittenden Insurance Group                | Pivotal Payments, Inc.            |
| CTX Mortgage Company                      | Port City Forwarding Inc.         |
| Currents Mediterranean Bistro             | Port Professional Staffing LLC    |
| DC Audio & Video Services                 | Portsmouth Athletic Club          |
| Direct Capital Corporation                | Portsmouth Kayaking<br>Adventures |
| Donahue, Tucker & Ciandella               | Rain Advertising & Interactive    |
| EigenSoft, Inc.                           | RAM Printing                      |
| Elite Printing Group                      | Residence Inn by Marriott         |
| Extended Family                           | RiverWoods at Exeter              |
| Granite Group Benefits, LLC               | Rockingham County Service<br>Link |
| Hampton Falls Inn                         | Runner's Alley                    |
| Harbor Eyecare Center                     | Sea Witch Commercial Cleaning     |
| Harbour Gallery                           | Seacoast Asset Management         |
| Hodgdon, Wilson & Griffin                 | Seacoast Harley-Davidson          |
| IXTAPA Cantina Mexican<br>Restaurant      | Seacoast Screen                   |
| Izzy's Frozen Yogurt                      | SeacoastNH.com                    |
| J Clifton Avery Insurnc Agency            | St. John's Episcopal Church       |
| Juvenile Diabetes Research<br>Foundation  | St. Patrick School                |
| Kathy Walsh Real Estate, Inc.             | StoneHill Environmental           |
| Kiwanis Club of the                       | Summer Davis Architects, Inc.     |
| Leverage Coaching, Train &<br>Consultants | The Blue Claw                     |
| Maine Assoc Professional<br>Consultants   | The Browne Center                 |
| Market Street Settlement Group            | Tucker's Cove Homes               |
| Marshall Rental Center                    | Weddings By Kathryn               |
| Mature Living Choices                     | Wentworth-Coolidge<br>Commission  |
| N. E. Productions                         | Wire Media, LLC                   |

**BUSINESS NETWORKING EXPO**—Half-hourly seminars, some of the Seacoast's best cuisine and a wide range of exhibitors highlighted this year's Business Networking Expo held May 10 at the **Frank Jones Center** in Portsmouth. Following several years in hibernation, the Chamber brought the popular local expo back in response to member feedback. This year's show, underwritten by **Public Service of NH**, proved to be a "smashing" success according to many who attended. Throughout the day, more than 85 exhibitors mingled among themselves and hosted more than 500 who came to check out expo businesses representing nearly every industry from local artisans, shops and restaurants to staffing agencies, high tech service firms, architects and printers. Some also sat in on special programs presented by exhibitors on subjects from business planning for retirement and streamlining paperwork through the use of electronic documents, to how to make the most of an advertising budget. The Chamber thanks the following for helping to make this year's event possible: underwriter, **Public Service of NH**; supporting sponsors **Seacoast Ventures—A Business Journal, Northeast Credit Union, Snap Surveys** and **WTSN & SOFT ROCK 98.7 THE BAY**; and friend sponsors, **Gentle Giant Moving Company, McIntosh College & Atlantic Culinary Academy, Ocean National Bank, and Infinite Imaging.** ★

**STATE OF THE CITY BREAKFAST FORUM**—The state of the city is strong according to Portsmouth City Manager John Bohenko who led off a group of guest speakers at this year's State of the City Breakfast Forum held May 16 at the **Sheraton Harborside Portsmouth Hotel**. More than 100 Chamber members and guests attended the event which is part of the Chamber's **Bank of America Speaker Series**. Other city officials speaking at the event included Portsmouth Superintendent of Schools Bob Lister, Fire Chief Chris LeClaire and Police Chief Michael Magnant. The discussion covered a number of topics including sustainability and the city's future plans to improve energy and resource conservation efforts. To that end Bohenko said the city will contract a facility engineer whose responsibility would be to assess city facilities and create a master plan for capital improvements directed at sustainable practices. Lister talked about the high caliber of Portsmouth educators and students, and the challenges to maintaining high standards like the education funding issue, the need for a new middle school, funding competitive salaries for teachers and planning for future growth. Police Chief Michael Magnant followed Lister with an update in crime statistics. Magnant said that overall, the city of Portsmouth was a safe place to live and visit, but that the department was concerned about a 43-percent increase in felonies over the last reporting period. He added that the department recently received several awards for its dedication to the community including one for cyber crime and another for internet crimes against children. For more on the breakfast, visit [www.portsmouthchamber.org/library.cfm](http://www.portsmouthchamber.org/library.cfm). ★

**24TH ANNUAL CHAMBER GOLF TOURNAMENT**— It didn't take long for people to realize that June 8 was a day meant for great golf. One hundred and twenty-four golfers turned out to compete for the ultimate prize; an outrageously large, three-foot trophy and the title of the **Seacoast Ventures 24th Annual Chamber of Commerce Golf Tournament** champions. Hosted at **The Ledges Golf Club** in York, Maine, reigning champs **Global Technical Talent Team 2**, Dave Simpson, Vignesh Ranganathan, George Horgan and Rich Jefferson, effortlessly took home first place, making this the second win in a row for Global. Coming in second were John MacLeod, **Portsmouth Symphony Orchestra**; Marc O'Brien, **American Staffing Resources**; Dan Belforti, **Belforti Investments**; and Les Wiberg, **Wiberg Law Offices**. And in third place were Jim Bingham, Chris Poor, Greg Poor and Brian McCartin of **Flagship Press**. Taking home the honorary award of Most Honest Team (a.k.a. worst score of the day) was the **Chamber Board** team comprised of John Lyons, **Lyons Law**; Jay Levy, **Morgan Stanley**; Doug Bates, **Leadership Seacoast** and Briar Golden of **Ameriprise Financial**. Individual competition winners were: Richard Jefferson, **Global Technical Talent** for Beat the Pro; Michelle LaCount, **Kalil & LaCount Attorneys at Law**, for closest to the pin in the women's division; and Les Wiberg, **Wiberg Law Offices** for closest to the pin in the men's division. Karen Wiseman of **Lonza Biologics** took home the award for longest drive for the ladies, and Steve Denver, **Infinite Imaging** won longest drive in the men's division. Denver also won the putting contest winning an Odyssey putter from **Atlantic Golf**. For a copy of this year's golf video, visit the [www.portsmouthchamber.org/golf2007.cfm](http://www.portsmouthchamber.org/golf2007.cfm). The Chamber thanks the following major and supporting sponsors for helping to make the tournament possible: **Marquee, Seacoast Ventures; Cart Sponsor, Irving Oil/Blue Canoe; Driving Range Sponsor, Centrix Bank & Trust; 19th Hole Sponsor, Global Technical Talent; Sign Sponsor, Atlantic Sign-a-Rama; Putting Contest, Sea-3, Inc.; Breakfast Sponsor, The Provident Bank; Lunch Sponsor, Piscataqua Landscaping; Competition Video, Cod Rock Media Productions; Golf Club Cleaning, NE Club Cleaners; Beverage Cart and Photography, C&J; Photographer, Jeremy Heflin**; and all the tournament tee and green sponsors. ★



Photo by Jeremy Heflin, Jeremy Heflin Photography

Top, visitors to this year's Business Networking Expo talk with exhibitors and check out their wares. Middle, presenters and sponsors of the State of the City Breakfast pause for a picture. They are: Fire Chief Chris LeClaire, Portsmouth City Manager John Bohenko, Chamber President Dick Ingram, Portsmouth Schools Superintendent Bob Lister; Karen McCloskey and Brian Carolan, Bank of America; and Portsmouth Police Chief Michael Magnant. Above, winners of this year's golf tournament from Global Technical Talent show off their prize. Pictured left to right are: Vignesh Ranganathan, GTT; George Horgan, Wright Express; Dave Simpson, GTT and Rich Jefferson, Focus Technology Group.

**Bresette + Company** was recently named a Silver winner in the 13th Annual International Summit Creative Awards competition. The agency won the award for its radio ad for Academy Award winning writer Ernest Thompson's play *The Penis Responds*, produced in Boston, MA by BT Productions in Summer 2006. Bresette won a Bronze award in the "Best Idea Never Produced" category for its work on a **Timberland** magazine ad campaign. The International Summit Creative Awards recognize and celebrate the creative accomplishments of small and medium-sized advertising agencies and other creative groups. Companies and individuals from more than 23 countries and five continents participated in the competition. For more on the agency, call (603)430-0770 or visit [www.bresette.com](http://www.bresette.com).

**Oppenheimer & Co. Inc.**, 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).

The **Children's Museum of Portsmouth** recently elected new officers and welcomed two new members to its board of directors. New officers are **Dan Mulkern**, cofounder and managing director of Vigilant Capital Management in Portsmouth, chairman; **Jack Buckley**, director of the Dover Housing Authority, vice chair; **Thomas Wiggins**, CFO of Hampshire First Bank in Manchester, treasurer; and Attorney **Mike Kenison, McLane, Graf, Raulerson & Middleton** in Manchester, secretary. Retired educator **Susan O'Brien** of Rye is currently serving as member at large, and **Sean O'Connell**, shareholder and director of Shaheen & Gordon, PA in Dover, is the board's past chair. New board members include **George Bald**, commissioner of the NH Department of Resources and Economic Development; and **Aaron Wensley**, vice president of marketing & business development for **Relyco** in Dover. For more information visit the museum online at [www.childrens-museum.org](http://www.childrens-museum.org).

**Clean Air-Cool Planet** recently won the 2007 Cornerstone Award from New Hampshire Businesses for Social Responsibility (NHBSR). The Portsmouth-based nonprofit was presented the award at NHBSR's annual conference for its work in creating partnerships within the Northeast business community to implement solutions to climate change. Clean Air - Cool Planet also helps communities and campuses and works with a network of science centers in nine Northeast states to find and promote solutions to global warming. Accepting the award on behalf of Clean Air - Cool Planet was its director of business programs, **Bob Sheppard**. To find out more about the organization, visit [www.cleanair-coolplanet.org](http://www.cleanair-coolplanet.org).

**Amber Friedman** recently joined **Cuzin Richard Entertainment Associates** as an intern. Her duties will involve putting together promotional packets, reorganizing and updating the office, sales work, office management, event planning and representing the agency's various artists. Friedman recently graduated from the University of New Hampshire with a bachelor of science degree in recreation management, program administration, and a minor in psychology. Cuzin Richard Entertainment is a full-service entertainment and event-planning agency representing the highest quality performers and event or function services. For more on Cuzin Richard Entertainment, visit [www.cuzinrichard.com](http://www.cuzinrichard.com)

**Tom Myers**, vice president of business development for **Favorite Foods** in Somersworth, N.H., recently won a 2006 National Sales Excellence Award presented by Golbon, a national food service marketing group. The award is given to the distributor sales representative that best demonstrates superior salesmanship and business savvy, as well as a dedication to the success of independent restaurant and food service operators. Myers has been with the company for 12 years "helping customers build their businesses," according to Jeff Barstow, Favorite Foods president. The company is New Hampshire's only independently owned broadline food and paper distributor. For more on the company, visit [www.favoritefoods.com](http://www.favoritefoods.com).

**Federal Savings Bank** recently sponsored the annual Benefit by the Sea fundraiser for **Cross Roads House**. The event, attended by more than 200 guests, was held May 5 at the Wentworth by the Sea Hotel. The money raised at the event, more than \$200,000, will be used for a variety of programs, services and operating costs throughout the year. Cross Roads House provides secure, transitional shelter and a proven program that helps residents move with dignity and purpose to stable and decent housing. For more information on Cross Roads House, visit [www.crossroadshouse.org](http://www.crossroadshouse.org). Federal Savings Bank is a true community bank, a "mutual" bank owned by its depositors. For more details, visit [www.fsbdoover.com](http://www.fsbdoover.com).

**Grubb & Ellis|Coldstream Real Estate Advisors, Inc.** a leading provider of integrated real estate services, recently represented 7 Holland Way, LLC in the lease of 27,935 square feet of office space to Exeter Med Real, Inc. The seven-year lease transaction was brokered by **David Choate** and **Julie Porter** of the firm's Portsmouth office. Choate also assisted tenant Exeter Med Real, Inc. Grubb & Ellis | Coldstream

Real Estate Advisors, Inc. is an independently owned and operated affiliate of Grubb & Ellis Company with offices in Bedford and Portsmouth, NH and is a full-service commercial brokerage, consulting and development firm. For more on the agency, visit [www.coldstreamre.com](http://www.coldstreamre.com).

**John E. Lyons, Jr.**, of **Lyons Law Offices**, located at the Pease International Tradeport in Portsmouth, N.H. was recently appointed by NH Gov. John Lynch as chairman of the New Hampshire State Board of Education. Attorney Lyons was initially appointed to the NH State Board of Education in December of 2003 and currently serves on the Portsmouth School board as well as with the Greater Portsmouth Chamber of Commerce Board of Directors as chairman. Lyons Law Offices, licensed in New Hampshire and Maine, is a service-based, solutions-driven law firm providing experienced, effective, and creative legal services to individuals and businesses. For more information on the firm, visit [www.lyonslaw.net](http://www.lyonslaw.net).

Portsmouth residents **Jerry and Marcy Monkman** celebrated the release of their new book, *Wild Acadia*, with a talk and book signing June 7 at the **River Run Bookstore** in Portsmouth. Using historical photos paired with contemporary interpretations of the same scenes, *Wild Acadia* illustrates how the park has changed during the last 100 years. Known for their conservation work in New England, the Monkmans have spent the last 15 years artfully documenting the mountains, forests, and coastlines that define the region. For more on the book and their other work, visit [www.ecophotography.com](http://www.ecophotography.com) or stop by the River Run Book Store on Congress St. in Portsmouth.

**New Heights - Adventures for Teens**, the Seacoast's most comprehensive out-of-school program for middle and high school-aged youth, recently announced that the program will be the beneficiary of monies raised at the 2007 Seacoast Half Marathon set for Nov. 11. For 20 years, New Heights has often been providing teens with healthy, fun, engaging, skill-building activities that are designed to help them develop strategies for negotiating the pressures of adolescence; raise their self-confidence by successfully engaging in healthy risk-taking activities; build better relationships with peers and adults; and learn how to set and achieve life goals. For more on the organization, visit [www.newheightsonline.org](http://www.newheightsonline.org). For more, visit [www.seacoasthalfmarathon.com](http://www.seacoasthalfmarathon.com).

**SCORE**, the Service Corps of Retired Executives and volunteer counselors to America's small business invite prospective entrepreneurs to an in-depth workshop entitled "How To Start Your Own Business." The workshop, sponsored by **Ocean National Bank**, will be held from 6-9 p.m., June 26 at the bank's One Center Street Branch in Exeter, N.H. Subjects will include: Do you have what it takes?, forms of business organization, how to prepare a business plan, cash flow planning, importance of financial information and how to look for financing. The cost of the workshop is \$30 per person or \$20 each for groups of two or more, which includes course materials. For more information, call SCORE at (603) 433-0575 or visit [www.SCOREhelp.org](http://www.SCOREhelp.org). ★

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## The Chamber Welcomes New Members

The Greater Portsmouth Chamber of Commerce welcomes the following new members

### American Resource Staffing

Staffing agency  
88 Hancock Street  
Rochester, NH 03867  
Contact: Mark O'Brien  
Phone: (603) 335-4003,  
Email: mobrien@arsnjobs.com  
Web: www.arsnjobs.com

### Canine Cupboard, Dog Wash & Day Spa

Pet services  
One Robert Ave.  
Portsmouth, NH 03801  
Contact: Stacey Rogers  
Phone: (603) 433-1999  
Email: kimtuxedo@aol.com  
Web: www.caninecupboard

### CGI Employee Benefits Group

Consultants, human resources development  
171 Londonderry Turnpike  
Hooksett, NH 03106  
Contact: Robert Bergan  
Phone: (603) 622-4600  
Email: rbergan@cgibenefitsgroup.com  
Web: www.cgibenefitsgroup.com

### Exeter Trust Company

Financial services & investments  
155 Fleet Street  
Portsmouth, NH 03801  
Contact: Paul Peltier  
Phone: (603) 773-5631  
Email: ppeltier@manning-napier.com  
Web: www.manning-napier.com

### First Colebrook Bank

Banks  
118 Maplewood Ave.,  
Unit 12  
Portsmouth, NH 03801  
Contact: John Pratt  
Phone: (603) 436-2324,  
Email: johnpratt@firstcolebrookbank.com  
Web: www.firstcolebrookbank.com

### Harbour Capital Corporation

Equipment leasing  
121 Shattuck Way  
Newington, NH 03801  
Contact: Jay Taylor  
Phone: (800) 609-7778  
Email: jtaylor@harbourcapital.com  
Web: www.harbourcapital.com

### Home Instead Senior Care

Senior citizen services  
10 Vaughan Mall, Ste. 9  
Portsmouth, NH 03801  
Contact: Jennifer Martin  
Phone: (603) 433-5959  
Email: jennmartin@homeinstead.com  
Web: www.homeinstead.com

### Muddy River Marketplace & Catering

Caterers  
987 Harold Dow Highway,  
Route 236  
Eliot, ME 03903  
Contact: Dan Pasternak  
Phone: (207) 748-3400  
Email: info@muddyriver.com  
Web: www.muddyriver.com

### New England Club Cleaners

Golf  
655 Main Street  
Rollinsford, NH 03869  
Contact: Elia Kopreski  
Phone: (603) 969-3774  
Email: ebkopreski@gmail.com  
Web: www.goodgolfdays.com

### NouveauDerm Spa

Spa  
65 Lafayette Road  
North Hampton, NH 3862  
Contact: Angela Bridges  
Phone: (603) 964-3376  
Email: angela@nouveauderm.com  
Web: www.nouveauderm.com

### Rusty Hammer

Restaurants  
PO Box 4755  
Portsmouth, NH 03802-4755  
Contact: Russ Hammer  
Phone: (603) 436-9289

### Smile Design Center

Dentists  
15 Rye St., Ste 115  
Portsmouth, NH 03801  
Contact: Vitali Bondar  
Phone: 603-427-0043  
Web: www.yoursmiledesign.com

### The NH Mirror

Media  
1662 Elm Street, Ste. 100  
Manchester, NH 03101  
Contact: Barbara Warner  
Phone: (800) 976-0569  
Email: barbara@thenhmirror.com  
Web: www.thenhmirror.com

### The Pines at Coes Corner, Inc.

Inns, bed & breakfasts  
47 Dover Road  
Durham, NH 3824  
Contact: Mary Margaret Jacques  
Phone: (603) 868-3361  
Email: mmj@coescorner.com  
Web: www.coescorner.com

### Verizon Wireless

Cellular telephones  
1700 Woodbury Avenue  
Portsmouth, NH 03801  
Contact: Marc Nugent  
Phone: (603) 433-3010  
Email: marc.nugent@verizonwireless.com  
Web: www.verizonwireless.com

### Whaleback Systems Corporation

Communications, products & services  
72 Pease Boulevard  
Portsmouth, NH 03801  
Contact: Mark Galvin  
Phone: 603-812-0400  
Email: mark.galvin@whalebacksystems.com  
Web: www.whalebacksystems.com

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