

Dividends



MARCH 2007



GREATER PORTSMOUTH CHAMBER OF COMMERCE



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Photo courtesy of Sara Hamilton, Portsmouth Magazine

Chamber President Dick Ingram presents Metro Owner Sam Jarvis with the Dick Gallant Spirit of the Seacoast Award. Jarvis, sporting a Portsmouth Harbour Trail hat, has been instrumental over the years in helping to support the Chamber's tourism objectives hosting visiting media who went on to write glowing reports about the Greater Portsmouth area.

Chamber Presents Gallant Award to Metro's Sam Jarvis Chamber President Bestows Award at Special Reception

The Chamber awarded one of its most prestigious honors to **Metro** Owner Sam Jarvis during a special reception held in his honor Feb. 22 at the **Portsmouth Gaslight Company**.

Dick Ingram, Chamber president, and John Lyons, chair of the Chamber board, presented the Dick Gallant Spirit of the Seacoast Award to Jarvis for his lifetime of contributions to the greater seacoast community.

The award is named for Dick Gallant, a founder of Pro Portsmouth and the Seacoast Council on Tourism, a cofounder and director of the Piscataqua Gundalow Projects, cofounder and director of the USS Albacore project, and many more. The award is presented whenever appropriate to an individual who reflects Gallant's commitment to community and serves as a reminder that everyone can make a difference.

"Through the years, Sam has contributed his

time, money and resources to the Chamber and many other organizations through the Seacoast," said Marge Hubbard, the Chamber's vice president. "I can't tell you the number of times he hosted visiting media and tour operators at his restaurant. There's no doubt in my mind that his involvement has contributed greatly to establishing Portsmouth as 'the' destination of choice in New England."★

Gov. Lynch to Visit Seacoast for State of the State April 17

Addressing Issues that Affect Business Top Agenda Items

NH Gov. John Lynch will travel to the Seacoast April 17 to share his State of the State message with Chamber members and guests. The special breakfast, part of the **Bank of America** Speaker Series, is set for 7:30 to 9 a.m. at the **Sheraton Harborside Portsmouth Hotel**.

Gov. Lynch is expected to cover a number of business-related topics including challenges to the state's continued economic prosperity. Some of those issues include finding ways to reduce high electricity rates, support for business priorities like the R&D Tax Credit updating the state's transportation infrastructure, workforce housing initiatives, education issues—both adequacy and funding—supporting a healthy environment and investment in higher education in particular community colleges.

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

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

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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**

We were reminded of the inevitability of change recently. Sam Jarvis retired, and with his retirement, decided to draw down the curtain on eight decades of family business in Market Square. Through the years a good meal, refreshment and good companionship could be found in downtown Portsmouth thanks to Sam and his family. Their legacy of hospitality had several chapters; the *Metro Restaurant* on "Rue de High" was only the most recent incarnation.

Naturally, with the closing of the Metro, there were celebrations, remembrances and reflections. Many lamented the passing of an era. Some wondered if we were losing our character as a community with the closing of the Metro and the shuttering of Stuart Shaines a few blocks away. Interestingly, Sam Jarvis was not among those who wanted to go back. Sam knows a secret.

We do not lose the past when we change, we build on it. There is an iconic magazine cover photo that portrays Sam and several of his restaurateur peers of

twenty years ago. It was much on evidence at the night honoring Sam last month. The faces behind the Metro, *Dolphin Striker*, Rusty Hammer, *Library* and *Oar House* are featured in this now decades-old print. The photo was recreated for Sam's retirement celebration. The faces have changed a bit, new names have stepped in to pick up the torch of an earlier generation, but the spirit of the original group lives on, building on the best of the past and creating an exciting future.

While the Metro is now closed, and waiting a new life with a new owner; the other establishments in that picture continue to thrive. The faces and names may have changed but there is still music, friendship and great food at the *Dolphin Striker*; fine dining and a deck on the river at the *Oar House*, deals being made in the bar and restaurant of the *Library*, and *Russ* is still holding sway at the eponymous *Rusty Hammer*. Each place is perhaps a bit different than twenty years ago but all are still vital and alive and looking to the future.

Possibly more than anyone, Sam is looking ahead to what the next generation of Portsmouth will make possible. He has lived through many changes, and knows they can be hard at times. He notes there have been tears over the years, but in the tears there is progress. He knows that change is what creates life and vitality. He can look around Portsmouth and appreciate what the many other restaurants and shops bring to his town. He sees vigor and excitement and wants to share in it.

We should as well, and take delight in the message that Sam has for all of us. His retirement celebration was full of laughter and fond stories about late night visits from "The Shadow". The highlight was when Sam himself took the microphone. He spoke of no regrets and of a life that has been lived "his way". He celebrates the younger generation and feels secure that as he turns over the business of the city he loves to the next in line that the best days are ahead.

Thanks Sam for a lifetime of hard work, good friendship and gentle caring for Portsmouth. You have turned over the city to the next generation. We would do well to emulate your spirit. I look forward to the time when we may find you in the Chamber's Market Square kiosk, sharing your passion for Portsmouth and telling people "what they need to know and where to go."

On another note, I am happy to report that we recently acquired an online tool that will allow the chamber to solicit your input on issues. These regular surveys will help guide the leadership of the Chamber as we determine whether or not to take a position on a particular point, and what the position should be. This feedback is particularly important in a chamber as large and diverse as ours is. Most issues will likely have many sides to them and it is important that we hear all views as we develop our policy priorities. Even if your personal view ends up in the minority, the process works when everyone has a voice in the discussion.

Our first survey focused on proposed legislation that would allow a casino to be built on the Pease Tradeport. Reaction has been wide ranging inside the Chamber and out. More than anything I am pleased that members have reacted so positively to having the opportunity to weigh in on an issue like this. Good listening can lead to informed and well-thought-out actions. That is what we are trying to accomplish. Your feedback, both on the issues and how we conduct the surveys will help create a healthy dialog for the Seacoast business community. Thank you for being part of it. ★



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Leading the



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

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Former Shipyard Commander and Retired Navy Capt. Bill McDonough presents the Seacoast Shipyard Association's annual economic impact report to reporters Feb. 13 in the Chamber conference room. Looking on is Ginny Griffith, Chamber business development manager. Supporting the group's lobbying and publicity efforts is a facet of the financial partnership between the Chamber and the City of Portsmouth.

Casino Survey First of Many to Gauge Views

Chamber to Use Responses to Set Advocacy Priorities

Chamber members with email, and who choose to receive emails, recently received a survey regarding a proposed casino at the Pease International Tradeport. More than 160 ultimately responded to the call for opinions which were then used in testimony before the legislature March 6 in Concord.

"As part of our recent self examination for the current rebranding process, we made a commitment to connect more often with members on important issues," said Dick Ingram, chamber president. "Members can look forward to getting more of these surveys in the future as we develop our government affairs and advocacy positions. Our success is directly proportional to the involvement of our members, so we encourage everyone to get involved."

Preliminary results of the survey show members generally opposed to a casino at the Pease tradeport. Analysis of responses follow:

- 1) 68.7% of the respondents were aware of the legislation.
- 2) On the Impact of a Pease casino on existing and new business responses were:

very negative 38.0%, negative 23.3%, none 2.7%, positive 24.0 %, very positive 11.3 %, no reply 0.7%.

3) On the impact of a Pease casino on public and social services responses were: very negative 39.3%, negative 34.7%, none 4.7%, positive 13.3 %, very positive 8.0%

4) On the question of whether or not there should be a casino at Pease:

71.3% oppose building a casino at Pease, 27.4% are in favor and 1.3% did not answer the question

Those who would like to get these surveys or other news in the future should register their email address with the Chamber through the member login at www.portsmouthchamber.org/about.cfm. A username and password is needed to login. Members who need that information may contact the Chamber at (603) 610-5513. ★

Training Set for Access to Free Booking Service

Partners Add Attractions, Packages to Booking Options

More members will get a chance to take advantage of the Chamber's free online booking service when Yankee Publications,

Inc. adds special packages and activities (attractions) to its web interface. An earlier version of that interface, for lodging and flights only, currently resides at www.portsmouthchamber.org/visitorinfo.cfm.

Members interested in taking advantage of the new booking options must attend a free training session set for 10 a.m.-noon for attractions, and 1-3 p.m. for those who'd like to find out more about the packaging options, March 21 at the **Ashworth by the Sea Hotel** in Hampton Beach, N.H.

The attractions workshop will outline the advantages and benefits of online sales and e-ticketing. Workshop attendees will also develop an online ticketing process tailored to their individual needs. The packaging workshop will reviews the three fundamentals of packaging - hotel fulfilled, shopping cart, and dynamic packages. Attendees will also learn to post packages on visitnh.gov and other YPI sites.

For more information, or to register for a workshop, contact Sean Ryan, YPI affiliate manager, at (603) 924-4191 or seanr@yankeepub.com. ★

Spring Expo Taking Shape, Signups Currently at 28

Sponsorship Opportunities, Exhibitor Space Still Open

This year's spring networking expo is picking up momentum with more than 28 exhibitors and 10 sponsors already signed on. The event, underwritten by **Public Service of NH**, is scheduled for noon to 7 p.m., May 10 at the Frank Jones Center in Portsmouth.

"We've had an excellent response so far and are really excited about the changes we are incorporating into this year's program," said Karen Olofsson, the Chamber's marketing and events manager. According to Olofsson the changes will allow exhibitors to sell products and services during the event, and sponsors will have the opportunity to offer 20-minute clinics geared to their products and expertise.

"Any business can benefit from exposure at the event including small businesses and non-profits," said Olofsson. "With the opportunity to sell memberships, gift certificates, products and services, they could even turn a profit."

For more on the expo, see the flyer included in this issue of *Dividends*, visit www.portsmouthchamber.org/expo2007.cfm or contact Olofsson at (603)610-5527. ★

Calendar of Events

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 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.

For more information on any aspect of the summit, visit www.portsmouthchamber.org/tourismsummit2007.cfm or contact Marge Hubbard, the Chamber's vice president, at (603) 610-5517. ★

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SMG
SEACOAST MEDIA GROUP



Mid-Day Meet Networking

Connect and Network
at the Mid-Day Meet

11:30 a.m.-12:30 p.m., Friday, March 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. ★

Year of Innovation Seminar Series

7:30 -9 a.m., Thursday, March 22

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

"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, underwritten by *Federal Savings Bank* and 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."

Seacoast companies are applying innovation "internally" that are resulting in great success in the marketplace. Learn from Erik Dodier, president, **Pixel Media**; and John Tinios, CEO, **Galley Hatch Enterprises** (The Popovers Story) what is working for them how you can apply their strategies to your business.

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

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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.

vents

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 MARCH ★ 2007

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. ★



NH Gov. John Lynch

State of the State Breakfast with NH Gov. John Lynch

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

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

Make plans to join us April 17 to hear NH Gov. John Lynch present his State of the State message. The special breakfast, part of the Bank of America Speaker Series, is set for 7:30 to 9 a.m., at the *Sheraton Harborside Portsmouth Hotel*.

Gov. Lynch is expected to cover a number of business-related topics including challenges to the state's continued economic prosperity. Some of those issues include finding ways to reduce high electricity rates, support for business priorities like the R&D Tax Credit updating the state's transportation infrastructure, workforce housing initiatives, education issues - both adequacy and funding, supporting a healthy environment and investment in higher education including community colleges.

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

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Bank of America

WHAT'S AHEAD

[MARCH]

14th

Tourism Summit
 Sheraton Harborside

16th

Mid Day Meet
 Two International Group

21st

Online Package &
 Attractions Training
 Ashworth by the Sea
 Hampton, NH

21st

Member Orientation
 Chamber Conference Room

22nd

Year of Innovation
 Seminar Series
 NH Community
 Technical College

22nd

Business After Hours
 Portsmouth
 Country Club

[APRIL]

5th

Montly eBrew
 The Press Room

17th

State of the State
 Breakfast Forum
 Sheraton Harborside

20th

Mid Day Meet
 Two International Group

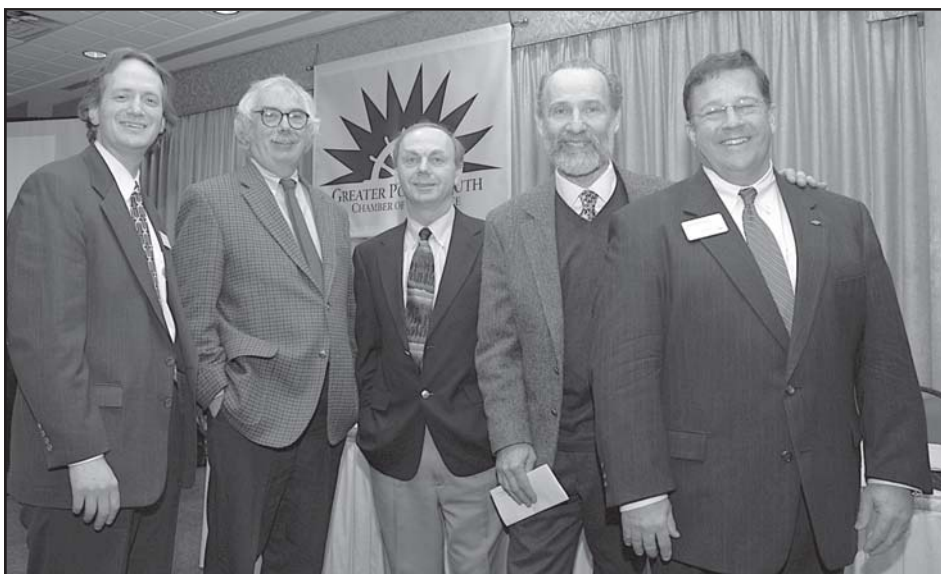
RENEWING MEMBERS

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

- 25th Hour
- Adecco
- Allegiant Air
- Atlantic Family Dental
- Bayside Distributors, Inc.
- Captain & Patty's Clambake
- Carriage Trails, LLC
- Chamber Works, Inc
- Charles Schwab & Company
- City Year New Hampshire
- Clean Air - Cool Planet
- Comcast
- Comcast Spotlight
- Curves
- Data Integrity Associates
- DeStefano Architects, PLLC
- EcoPhotography
- ERA the Masiello Group
- European Home at Warehouse West
- Exavera Technologies
- Express It! Pack & Ship
- Families First Health & Support Center
- FARS Realty Group
- First National Bank of Ipswich
- Gentle Giant Moving Company
- Granite Strategies
- Great Bay Aviation
- Great Bay Chapter-American Red Cross
- Greater Piscataqua Community Foundation
- Heartwood Media Inc.
- Here's Where Inc.
- Idea Outfitters
- Inn at Strawberry Banke
- Judith F. Chimenti Insurance
- Junior Achievement of NH
- KFL Property Management
- Kittery Deep Sea Fishing, LLC
- Learning Skills Academy
- Luxury Chauffered Services
- Lyons Law Offices, PA
- Mortgage Network
- N H Vocational Rehabilitation
- NH High Technology Council
- Northeast Credit Union
- On Board Catering
- Patriots Park Associates
- Pepsi Bottling Group
- Philbrick's Fresh Market
- Players' Ring
- Pontine Theatre
- Portsmouth Brewery, Inc.
- Portsmouth Country Club
- Portsmouth Sign Company
- Redi Rock Walls of New England
- Regal Limousine Service
- RiverRun Bookstore
- Rockingham Electrical Supply
- Saunders at Rye Harbor
- SAWIN ARTS
- Sea Amber Charters
- Seacoast Business Systems
- Seacoast Enterprises
- Seacoast Fun Rides, Inc.
- Seacoast Science Center
- Seacoast United Soccer Club
- Select Comfort
- Shoals Marine Laboratory
- Silver Technologies, Inc
- SRC Sound
- The Compass Points
- The Governor's House
- The Rowley Company
- Tiffany & Co.
- UBS Financial Services
- University System of NH
- Uno Chicago Grill
- Warren's Lobster House
- Water Country Corp.
- Wells Fargo Home Mortgage
- Wentworth Marina
- Wilkinson Law Offices, PC

Smart Growth Speakers Outline Path to Sustainability

Workforce Housing, Zoning, Environment Lead Topic List



Breakfast forum speakers pose for a picture after the breakfast. They are, left to right, Ben Frost, Jeff Taylor, Alan Caron, Bert Cohen and David Haney.

Smart growth involves more than creating master plans and writing zoning ordinances according to a group of subject matter experts at the Chamber's monthly breakfast forum held Feb. 21 at the **Sheraton Harborside Portsmouth Hotel**.

The event, part of the **Bank of America Speaker Series** featured Moderator David Haney, senior vice president of global community impact for Bank of America; Jeff Taylor, president of Jeffrey H. Taylor & Associates; Alan Caron, Smart Growth Maine; Ben Frost, coordinator of the housing awareness program at NH Housing; and Bert Cohen, a member of Portsmouth's Blue Ribbon Committee on Sustainability.

Taylor said it's great to have a master plan "but you need more than a 'policy document' to turn that dream for the future into reality." He said, it takes the power of community buy-in and other tools like zoning and subdivision ordinances, site plan reviews and capital improvement plans to realize that vision. He added the most common reason for failure in terms of smart growth and revitalization is a "disconnect" between "the vision" and current policies—between what the people want and what the current law will allow.

Frost said one of the most critical barriers to growth is affordable housing. He said in 2000, a typical New Hampshire family making a

median salary of \$33,500 could afford homes representing 19 percent of the market. In 2005, that decreased to 5 percent. "So why should you be worried about that," he said. "Because less choices in housing because of higher prices means they're (your employees) overpaying, means they're struggling at home, means their lives are more difficult, means they're stressed on the job... it means there'll be more demand for public subsidies and local welfare...it means higher absenteeism, difficulty in recruiting and retaining, increased training cost, upward pressure on wages, and reduced morale and productivity."

Frost said a solution is "inclusionary zoning" and urged the audience to get involved in passing current legislation aimed at the housing. He said there are two bills under review to address the issue, HB513 to establish a housing commission and SB217 to establish a Growth and Development Roundtable.

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

Homewood Suites Creates Tropical Paradise for BAH

Island Music, Decorations Greet Over 120 Guests

Those who attended the February Business After Hours at **Homewood Suites by Hilton** in Portsmouth would be forgiven if they thought they had walked into a Jimmy Buffet concert. The main reception and dining area was covered wall to wall with island motif wallpaper, perching parrots, fish nets and colorful table decorations reminiscent of places closer to the equator. Throughout the evening, management staff at the new extended-stay property greeted guests with Hawaiian leis, gave tours and ferried tray loads of **Galley Hatch Catering** cuisine among the throngs of businesspeople busy connecting with new acquaintances and friends.

Some who attended left the event with more than visions of far away beaches and warmer climes. **Sheila Chittum, Best Western Wynwood Suites**, and **Matthew Romana, Ocean National Bank**, both won overnight stays at the Courtyard Marriott in Manchester; **Jack Kimball, Great Bay Facility Services, Inc.**, picked up tickets to George Carlin at the **Hampton Beach Casino** and an overnight stay at the **Ashworth Hotel**; Jeffrey Cooper, Joy and Delight Art Furnishings, drew a set of Red Sox tickets; and **Donna Downes, Edible Arrangements**, won an overnight stay at the Residence Inn in Worcester, Mass. **Pam Chieco, Citizens Bank**, won the coveted 50/50 raffle and a cash prize of \$160. ★



Guests at the February business after hours settle down for some serious networking at the new Portsmouth Homewood Suites by Hilton.

Bresette + Company recently won 11 awards in the 2006 Davey Awards (named for the David of the Bible who slew Goliath). The competition, which drew more than 3,500 entries from across the US and the world, honors the "Davids" of creativity—the finest small firms, agencies and companies in the world that achieve success through big ideas, rather than big budgets. Bresette won gold awards for TV commercials they created for Wentworth-Douglass Cancer Center services, and for print collateral, in the form of the annual report they created for LRGH. The agency also won nine other silver awards for its skill in website development, online marketing, photography, copywriting, brochures, and self-promotion. For more on the local agency, visit www.bressette.com.

Brown & Company Design recently announced the **Children's Museum of Portsmouth** as their pro bono partner for 2007. The design firm started its pro bono partner program in 1999 as a means for the staff to select an annual community-focused recipient organization for their donated design services. Brown & Company will work closely with The Children's Museum to create new identity and collateral materials, a new web site and interior/exterior signage in anticipation of their transition to Dover, N.H. The design firm's pro bono partners in the past have included **A Safe Place** shelter for women and children; family-advocacy organization **CASA** of New Hampshire; the **HUB Family Resource Center** in Dover; **Artists in Residence**, **Leadership New Hampshire** and **The Music Hall**. For more, visit www.browndesign.com.

Profile Bank recently welcomed **Chris Racine** as a retail loan and business development officer for the Alton market. She will be located at the bank's Alton Branch at 145 Main Street. Racine brings with her 10 years of mortgage origination experience along with a commitment to excellent customer service and community involvement. Racine is a board member for the Alton Business Association as well as a member of both the Wakefield Chamber of Commerce and Wakefield Projects Incorporated. She may be reached at (603) 875-4100 ext.104 or via email at chris.racine@profilebank.com. Profile Bank, established in 1907, is a locally owned and managed community bank that has been serving the banking needs of area families and businesses for 100 years. For more information on the bank, visit www.ProfileBank.com or call (603) 332-2610.

Photo District News (PDN) recently chose local photographers **Jerry and Marcy Monkman** to represent New Hampshire in its annual "50 States, 50 Photographers" survey of business conditions. The publication is widely recognized as the monthly "bible" of the professional photographic industry. The Monkman's, who founded their Portsmouth-based "**EcoPhotography**" business in 1994, specialize in images of nature, travel destinations and outdoor recreation and adventure in the Northeastern United States, as well as eastern Canada. An article about their selection was published in PDN's February 2007 issue. For more on the business, visit www.ecophotography.com. The "50 States, 50 Photographers" article is also available online at www.pdnonline.com

James J. O'Neill, Jr., senior vice president at **Federal Savings Bank**, recently awarded **Denise Pesko** with the bank's Excellence Award. Pesko has been an employee at FSB for more than 10 years and is responsible for many deposit-related projects and the bank's Christmas club program. In addition to the Excellence Award, the bank gave Pesko dinner and a weekend away for two, as well as a cash donation for the charity of her choice. Pesko plans to make the donation to "My Friends Place" in Dover. For more on FSB, visit www.fsbdover.com.

Grubb & Ellis|Coldstream Real Estate Advisors, Inc., announced that it has secured T-Mobile and Stratham Physical Therapy (SPT) as tenants for the new EppiCenter, a new retail strip plaza currently under construction on Route 125 in Epping, N.H. The EppiCenter is located directly across from the entrance to Lowe's and the Super Wal-Mart, among others, and will eventually consist of 13,890 sf with individual, in-line units ranging in size from 1,133 sf to 1,800 sf, which can be combined to accommodate larger retailers. John Mueller of Grubb & Ellis|Coldstream's Portsmouth office is the exclusive leasing agent for the developers, EppiCenter, LLC of Portsmouth, N.H. For more information on the agency, visit www.grubb-ellis.com.

Heartwood Media, a Manchester, N.H. video production company, recently produced a video for New Hampshire Ball Bearings, Inc. (NHBB), which is being shown at industry trade shows in the US and Japan. The piece profiles NHBB's prominent role in the aerospace industry. The video also highlights the company's capabilities, customer service focus, and engineering and design expertise. Heartwood Media, Inc. is an award winning video, TV, and interactive production company based in Manchester, NH. Heartwood partners with a diverse array of clients – including Public Service of NH, Segway, Autodesk, and The Nature Conservancy. For more information on the video production company, visit www.heartwoodmedia.com.

The **Great Bay Chapter of the American Red Cross** invites members to learn about the agency's health and safety, and disaster response training programs as part of the national celebration of Red Cross Month. Local Red Cross leaders said that during the month of March every person should make an effort to become better informed on how they can protect their loved ones and themselves during any kind of emergency or disaster. For more on Red Cross support services and training opportunities, visit www.greatbayredcross.org.

Chittenden Corporation was recently recognized for the fourth time with a spot on the list of the "100 Best Corporate Citizens" of the year, as judged by CRO magazine. Chittenden was chosen from among 1,100 companies nationwide, and was recognized in particular for its community involvement and conscientious company practices. Chittenden Corporation is the parent company of **Ocean National Bank**, headquartered in Portsmouth, N.H., with 36 branches stretching from Kennebunk, Maine to Keene, N.H. "This truly is a great honor, and reflects a corporate culture that flows throughout the organization," said **Danny H. O'Brien**, president and CEO of Ocean National. "The ideals of the corporation, and culture of commitment to the local community, flow through our organization at the bank level and we are proud of our performance, which is made possible through the earnest efforts of our employees." The complete CRO article can be viewed at www.thecro.com/files/100BestGatefold.pdf. For more information on Ocean National Bank, visit www.eOcean.com.

Prescott Park Arts Festival invites members to consider sending their talented kids to its summer academy which is geared toward helping young people unlock their creativity and imagination. The academy will also offer activities that teach confidence and advanced performance skills. PPAF will offer two, three-week sessions from 9 a.m.-noon, July 9-27 and July 30-Aug. 17. Academy sessions will wrap up with a live performance on the Prescott Park Arts Festival stage. The program is open to students ages 8-12 and tuition is \$300 per three-week session. For more information about the program, visit www.prescottpark.org or call (603) 436-2848.

Kittery Outlets invite members to take advantage of "It's All About Me" girls shopping weekends which run on Saturdays and Sundays from March 30-April 29. The shopping package encourages shoppers to stay over, eat and shop in the area, and is built on a partnership between outlet stores, local restaurants and accommodations. On check-in, participants will get a shopping tote filled with gifts and discount coupons good at more than 120 outlet stores as well as participating restaurants and accommodations. To find out more about the program, or make reservations, contact one of the following participating accommodations: **Sheraton Harborside Portsmouth Hotel**, **Coachman Inn**, Kittery, Maine; **Stage Neck Inn**, York Harbor, Maine; and **The Port Inn**, Portsmouth, N.H.

Laurie Lynch, founder and owner of the **Lollipop Tree** in Portsmouth; and **Karen May**, master baker, recently traveled to Thailand and Myanmar to study with the Heifer Project International. The organization is a nonprofit agency committed to ending hunger and poverty around the world while caring for the Earth and its resources. The Lollipop Tree donates a portion of the proceeds from the sale of its Monkey Bread Mixes to the Heifer Foundation which develops and manages an endowment to support the work of Heifer International which is to teach subsistence skills rather than just provide short-term relief. For more on the specialty food manufacturer, visit www.lollipoptree.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



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Benefits management, consultants, human resources development, payroll services
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Newton, MA 02459
Contact: John Webster
Phone: (954) 614-8229,
Email: jwebster@assuredsource.com
Web: www.assuredsource.com

Cingular Wireless-The New AT&T

Cellular telephones
1981 Woodbury Ave., Ste 10
Portsmouth, NH 03801
Contact: Jeremy Page
Phone: (603) 427-6866,
Email: jeremy.page@cingular.com
Web: www.cingular.com

Lafayette Animal Hospital, PLLC

Veterinarians
2059 Lafayette Road
Portsmouth, NH 03801
Contact: Mort Schmidt
Phone: (603) 431-0020,
Email: drmortvet@aol.com

LifeWise

Community Projects
Enviro Education, non-Profit organizations, youth services
PO Box 2120
Hampton, NH 03843-2120
Contact: Bruce Montville
Phone: (603) 929-0832,
Email: bmontville@lifewise-nh.org
Web: www.lifewise-nh.org

Lindt & Sprungli

Candy
72 Mirona Road
Portsmouth, NH 03801
Contact: Seana Flanagan
Phone: (603) 433-7211,
Email: sflanagan@lindt.com
Web: www.lindt.com

Newick's Seafood Restaurant

Restaurants
431 Dover Point Road
Dover, NH 03820
Contact: Patricia Baybutt
Phone: (603) 742-3205,
Email: pat@newicks.com
Web: www.newicks.com

NH Seacoast Tennis Academy

Health & fitness centers, sporting foods, tennis instruction
150 Brave Boat Harbor Rd.
Kittery Point, ME 03905
Contact: Norman Martinen
Phone: 207-438-9338,
Email: nhsta@verizon.net

One Communications

Telephone systems
PO Box 1489
Portsmouth, NH 03802-1489
Contact: Ted Raymond
Phone: (603) 498-2312,
Email: traymond@onecommunications.com
Web: www.onecommunications.com

Paper Recycling Alliance Corp.

Recycling
62 Calef Highway
Lee, NH 03824
Contact: Ernie Underwood
Phone: (603) 235-9571,
Email: erul200ocean@yahoo.com

Portsmouth Pilates and Spin LLC

Fitness/personal trainer
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Portsmouth, NH 03801
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Email: pilatesjill@gmail.com
Web: www.NHPilatesandSpin.com

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