

# Dividends



MAY 2007



GREATER PORTSMOUTH CHAMBER OF COMMERCE



WWW.PORTSMOUTHCHAMBER.ORG



Photo by Ian Brown, UNH Chamber Intern

Members of the Chamber Business Networking Expo Committee pause for a photograph after one of the group's meetings. They are, left to right, Bill Hurley, Infinite Imaging, Chamber board member and cochair; Kathleen Lewis, chair, Public Service of NH, Chamber board member and cochair; UNH Chamber Intern Caitlin Bergin; Jim Chidiac, Gentle Giant Movers; Diane Lent, formerly of Seacoast Business Machines; Scott Marshall, Seacoast Events; Kaarin Olofsson, Chamber marketing & events manager; Linda Bounds, Ethan Allen Furniture; Kristina Hathaway, NH Wedding Magazine; and Carol McClard, Ocean National Bank.

## Business Networking Expo to Feature Nearly 100 Exhibitors

### Networking, Fun, Food and Prizes Highlight May 10 Event

This year's Business Networking Expo is shaping up to be one of the best events of its kind in the seacoast featuring nearly 100 exhibitors, free business seminars, some of the Seacoast's finest cuisine and an opportunity to connect with potential partners, suppliers and clients. The expo runs from noon to 7 p.m., May 10 at the **Frank Jones Center**. Admission to the expo is \$5.

The event, underwritten by **Public Service of NH**, was created in response to members who said they needed more opportunities to show off their products and services to local businesses and the community at large.

Seminars include: *Small Business Energy Efficiency Programs*, **Public Service of NH**; *Key Elements of a Business Loan Application*, **Northeast Credit Union**; *Relationship Banking for Business* by **Ocean National Bank**; *Electronic Documents from Desktop to Hardcopy*, **Konica/Minolta**; *The Complete Survey Solution*,

**Snap Surveys**; *How to Make the Most of Your Advertising Budget*, **Seacoast Ventures**; *Advertising Your Business*, **Soft Rock 98.7 The Bay**; and a *Le Cordon Bleu Cooking Demonstration* by the **Atlantic Culinary Academy**.

The Chamber also plans to celebrate the unveiling of its new brand at the event featuring a new logo, new motto and new direction for the organization. "We're really excited about the event," said Kaarin Olofsson, the Chamber's marketing and events manager. "A lot of people have worked hard to create what we feel will be a fun and profitable day for exhibitors as well as visitors. We hope all our members will stop by for a look and join us for the business after hours-style reception from 5-7 p.m.

For more on the expo, visit [www.portsmouthchamber.org/expo2007.cfm](http://www.portsmouthchamber.org/expo2007.cfm) or contact Olofsson at (603)610-5527. ★

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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

I hope to see you at this month's Business Networking Expo. On Thursday May 10<sup>th</sup> at the **Frank Jones Center**, the Portsmouth Chamber will host its first Business Networking Expo in four years. The event is underwritten by **Public Service of New Hampshire** and a long list of generous sponsors including **Seacoast Ventures-A Business Journal, Northeast Credit Union, Snap Surveys, Brown & Company Graphic Design, WTSN & SOFT ROCK 98.7 THE BAY, Gentle Giant Moving Company, McIntosh College & Atlantic Culinary Academy, Ocean National Bank, Konica/Minolta** and **Infinite Imaging**.

We hope that you will join us and see what your Chamber has to offer you, your business, and the community. Kaarin Olofsson, from the Chamber staff, together with Kathleen Lewis of Public Service of New Hampshire and Bill Hurley of Infinite Imaging, have led a very hard working committee that has put this event together for your benefit. Chamber-member businesses will be exhibiting their products and services and our sponsors will be offering free and informative seminars. You will enjoy the food offerings

of some of your favorite restaurants, along with entertainment and the opportunity to make the connections you need to succeed and thrive.

You will be the ingredient that makes the Expo a success. Please share part of the day with us. Bring your friends and colleagues. Invite your customers and prospects. All are welcome to attend, whether a member of the Chamber or not. Plan to make the most of this unique opportunity.

This will also be the day we will be unveiling our new brand identity. As you know, a group of chamber board members and staff, under the direction of board member Diane Devine of **Highliner Foods**, have been working with **Brown & Company** since last summer to evaluate what you expect from the Chamber, how well we have been meeting those expectations, and what we can do to improve how we serve our members and the community. This has been an energizing process for all of us.

Whenever an organization like the Chamber rolls out a new brand, there is a temptation to feel like the job is done. It is not. Our commitment to this new brand is a long-term commitment. There will be an ongoing evaluation and improvement of everything that we do. Our website, new web-based tools such as blogs, email communications, print publications, and programs will be subject to examination and renewal. Some of the things we have been doing may no longer be offered, and all will change to better serve the needs of our members and the community.

As I see it, a brand is really a discipline. It is more than a logo, an elevator speech, a tagline and a style guide. They are important tools designed to keep us sharply focused on what you have told us is most important. They help crystallize in our minds, and your's, what we are all about. They are the prism through which we evaluate what is most important and what we should let fade into the past. A new brand is a symbol of commitment to you and our community partners.

To ensure that we are fully prepared to make good on this commitment to you, the Chamber Board and staff will be meeting in a retreat later this month to lay out the work that we have to do in order to fully implement our new brand. There is much we will want to do, and we will have to carefully set our priorities about how we plan to fully implement the new chamber identity. I encourage you to share your thoughts with me or any of the chamber staff about what you feel are the most effective ways that we can better communicate with you, what new methods work best for you and how we can better serve you.

Last month I mentioned the new downtown program bringing extended Friday night hours to many of our downtown retailers. I have witnessed the energy and activity this idea has created and from all reports this good idea is really taking root. Many downtown retailers, large and small, report a positive response. This is good for both residents and visitors. Downtowns create the energy and image for a community like Portsmouth. A healthy mix of activity makes them desirable places to stroll, meet your neighbors, share a cup of coffee, take in a play, people watch, shop, and enjoy life. Portsmouth is blessed with a great downtown. It has changed a lot over the years, but it has always kept the flame of community alive and well. The downtown merchants, restaurateurs, and cultural venues create the fabric of Portsmouth. I hope you are an active part of that fabric in Portsmouth, not just on Fridays, but every day.

Remember to join us at the Frank Jones Center on May 10<sup>th</sup> for the Business Networking Expo. Experience the strength and diversity of the Portsmouth economy. Get new ideas for your business. Make your next great connection with the Portsmouth Chamber! ★



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*Leading the*



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## [DIRECTORS]

Doug Bates, Carolyn Cloutier, Lisa DeStefano, Diane Devine, Tom Ferrini, Tim Fortier, Victoria Gray, Lisa Grella, Noel Graydon, Bill Hurley, Jim Jalbert, Michael Kane, Jay Levy, Kathleen Lewis, John Lyons, John Machulski, George McQuilken, Dave Mullen, Renee' Riedel and Paul Sorfi

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*Vice Chair*

Doug Bates

*Treasurer*

Michael Kane

*Immediate Past Chair*

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Tom Cocchiaro

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Ginny Griffith

*Business Development Manager*

Petra Kashin

*Visitor Center Supervisor*

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 Ellington St. in Portsmouth.*



The Chamber's team of experienced tourism assistants pose for a picture during a recent training session. They are, left to right, front to back, Carol Smith, Sandra Loftus, Gloria Wennberg, Jane Loeser and dog Pearl, Ann Gordon, Petra Kashin, Chamber visitor center supervisor; Elizabeth Barcomb, information center assistant; and Suzanne Falzone.

## Chamber Gearing Up for 2007 Tourism Season

### Marketing Efforts Target Specific Audiences, Media

While destination marketing is just one of the many things the Chamber does for members, this time of year staff and tourism committee efforts seem to be paying off as more travel media are publishing features on the charm and diversity of the greater Portsmouth area. "And the payoffs benefit all our members and local citizens," said Hubbard, "not just the obvious stakeholders like hotels, restaurants and attractions."

A new issue of the Chamber's *Guide to the Seacoast*, which debuted in time for the Tourism Summit in March, are distributed throughout the Seacoast and at New Hampshire's 18 visitor information centers throughout the state. The Chamber publishes 120,000 copies of the four-color, Guide and puts them in the hands of everyone who asks for more information about the Seacoast.

"To add more sizzle to that steak, we also just printed the latest version of our seasonal calendar rack card," said Hubbard. "These colorful, glossy cards supplement the Guide with up-to-the-minute information on special events and programs that visitors – and locals – might want to take in during a stop on the

Seacoast. A new **Seacoast Music Collaborative** brochure and a new Portsmouth Harbour Trail brochure are also in the works. And soon visitors will also see the blue flags that mark sites on the Harbour Trail – all fully supported by member sponsors.

In addition to printed pieces, the Chamber has expanded its online information on the Seacoast region. The seasonal eNewsletter, produced by partner **Fuze Communications**, complements the glossy rack card and goes to a database of more than 5,000 subscribers and travel media. And the Chamber's online booking interface gives visitors an opportunity to conveniently book reservations at member-only accommodations as well as flights.

For more on the Chamber's tourism program and destination marketing initiatives, contact Hubbard at (603) 610-5517 or [mhubbard@portsmouthchamber.org](mailto:mhubbard@portsmouthchamber.org). ★

## Tourism PR Campaign Paying Big Dividends

### National Publications Plan Features on Portsmouth Area

Thanks to a new Chamber public relations initiative, Portsmouth will be occupying some prime tourism feature real estate in

newspapers, magazines and electronic media across the country. The tourism PR campaign, lead by Stephanie Seacord of Seacord Leading Edge, has already paid off with several major travel articles on Portsmouth.

Two of the panelists Seacord invited to participate in this year's tourism summit have turned their experiences into stories. Deb Geigis Berry recently wrote a Portsmouth feature that wound up on the cover of the *Hartford Courant* Sunday Travel section April 29 and Ethan Gilsdorf has confirmed an assignment from *National Geographic Traveler* for a "Long Weekend" article on the area that is slated to appear this summer. Other publications running articles on Portsmouth in the near future include the May issue of *Northshore Magazine* from Massachusetts, *Rhode Island Monthly*, *Soundings Magazine*, and the summer issue of *AAA Northern New England Journeys*.

"Magical though it seems, all of this interest in the Seacoast doesn't happen in a vacuum," said Marge Hubbard, the Chamber's vice president and tourism manager. "We all know how hard it is to compete with other destinations. The Chamber tourism committee makes sure every dollar we spend counts, while giving members marketing exposure they could never afford on their own. Thanks to persistent efforts through the New Hampshire Tourism Joint Promotional Program, each dollar we invest is matched by the state."

This year those who participated contributed an average \$1,000 per-business, although individual business contributions ranged from \$100 to \$2,500. In return, these businesses get a share of visibility from a \$54,000 marketing designed to bring people to their doors. "The truth is, the campaign brings people to everyone's doors," said Hubbard. "Without the visitors, many of those doors would shut, which would be a great loss to the unique Seacoast quality of life we all enjoy."

Those who'd like to find out more about how they can support and participate in marketing campaign, may contact Hubbard at (603) 610-5517 or [mhubbard@portsmouthchamber.org](mailto:mhubbard@portsmouthchamber.org). ★

# Calendar of Events



## BUSINESS NETWORKING EXPO

### Business Networking Expo

Noon - 7 p.m., Thursday, May 10

FRANK JONES CENTER  
[ROUTE 1 BYPASS, PORTSMOUTH, NH]

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The event, underwritten by **Public Service of NH**, was created out of comments by members who said they needed more opportunities to show off their products and services to local businesses and the community at large."

Scheduled seminars include include: *Small Business Energy Efficiency Programs*, **Public Service of NH**, *Key Elements of a Business Loan Application*, **Northeast Credit Union**; *Relationship Banking for Business* by **Ocean National Bank**; and a *Le Cordon Bleu Cooking Demonstration* by the **Atlantic Culinary Academy**.

For more on the expo, visit [www.portsmouthchamber.org/expo2007.cfm](http://www.portsmouthchamber.org/expo2007.cfm) or contact Olofsson at (603)610-5527. ★

### Underwritten by



**Public Service  
of New Hampshire**

The Northeast Utilities System



## State of the State City Breakfast Forum

7:30-9 a.m., Wednesday, May 16

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

Sustainable practices, rezoning and Northern Tier development are just a few of the topics planned for the "State of the City" Breakfast Forum, scheduled for 7:30-9 a.m., Wednesday, May 16 at the **Sheraton Harborside Portsmouth Hotel**. The breakfast is part of the **Bank of America Speaker Series**.

Portsmouth City Manager John Bohenko will kick off the presentation with an overview of challenges facing the community like holding down taxes while moving forward on the Northern Tier development, implementing "green" practices and systems within city government and designing a new water treatment plant. Bob Lister, superintendent of Portsmouth Schools will cover progress on the Portsmouth Middle School building project and review the school department's upcoming activities and issues. Portsmouth Fire Chief Chris LeClaire is expected to talk about public safety, the changing role of the fire service and the unique challenges facing the Portsmouth Fire Department. Police Chief Michael Magnant will present an overview of crime and calls for service in 2006, the rising trend of serious crimes and what his department is doing to reduce criminal victimization.

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/stateofthecity2006.cfm](http://www.portsmouthchamber.org/stateofthecity2006.cfm) or RSVP by contacting the Chamber at (603) 610-5510 or email at [info@portsmouthchamber.org](mailto:info@portsmouthchamber.org). ★

**Bank of America**

## Mid-Day Meet Networking

Connect and Network  
at the Mid-Day Meet

11:30 a.m.-12:30 p.m., Friday, May 18

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). ★



Last year's tournament winners show off their prize

## 24th Annual Seacoast Media Group Chamber Golf Tournament

8:30 a.m. Shotgun Start, Friday, June 8

THE LEDGES GOLF CLUB  
[1 LEDGES DR., YORK, MAINE]

The Portsmouth Chamber and Marquee Sponsor **Seacoast Ventures** will kick off the golf season in style June 8 at the 24<sup>th</sup> Annual Chamber Golf Tournament. This year's competition will be held at the attention-grabbing, par-72 **Ledges Golf Club** in York, Maine. The challenge is on to win the coveted trophy from last year's winners, **Global Technical Talent**, so players will have to bring their best game!

# vents

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**Sir Speedy**<sup>®</sup>

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This tourney, a favorite in the Seacoast, is known for the fabulous prizes and contests like beat the pro, hole-in-one, longest drive, closest to the pin and the putting contest, as well as overall placing prizes for the top three teams.

The Chamber thanks the following sponsors: *Marquee: Seacoast Ventures, A Business Journal;* *Cart Sponsor, Irving Oil Corporation;* *Breakfast Sponsor, The Provident Bank;* *Driving Range Sponsor, Centrix Bank;* *19<sup>th</sup> Hole Sponsor, Global Technical Talent;* *Putting Contest Sponsor, Sea-3 Inc;* *Lunch Sponsor, Piscataqua Landscaping;* and several tee and green sponsors.

The golf tournament is sold out, but those who would like to be added to the waiting list may contact Kaarin Olofsson, marketing & events manager, at 603-610-5527 or kolofsson@portsmouthchamber.org. ★



## 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 Bob 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. Admission is just a business card.

## WHAT'S AHEAD

[ MAY ]

**10th**

Portsmouth Chamber  
 Spring Business  
 Networking Expo  
 Frank Jones Center

**16th**

State of the City  
 Breakfast Forum  
 Sheraton Harborside  
 Portsmouth Hotel

**18th**

Mid Day Meet  
 Two International Group

[ JUNE ]

**7th**

Monthly eBrew  
 The Press Room

**8th**

24th Annual  
 Golf Tournament  
 The Ledges  
 York, Maine

**15th**

Mid Day Meet  
 Two International Group

**21st**

Business After Hours  
 Portsmouth Kayak  
 Adventures

[ JULY ]

**14th**

Portsmouth Harbour  
 Trail 5K Road Race

## RENEWING MEMBERS

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

Access Sports Medicine &  
 Orthopaedics

Advance Technology

Aileen N. Dugan

Alltex, Inc.

Annabelle's Ice Cream

Bentley by the Sea

Bill Mouflouze Real Estate

Blue Water Mortgage Corp

Brigham's, Inc.

Bud Gallagher

Cabot House Furniture

Cafe Espresso of  
 Portsmouth NH

Careno Construction Co., LLC

Diverse Mortgage Group, LLC

Diverse Networks, LLC

Dumont Property Group

Enchanted Nights

Equinox Health & Healing

Fat Belly's

Floor Coverings International

Great Bay Security

Great North Property  
 Management

Homewood Suites by Hilton

Integrated  
 Outsourcing Services

Its Your N.H. Com

Kentucky Fried Chicken

Margaritas Restaurant

Memories Studio

Mountain Valley Ambulance

New Hampshire  
 Theatre Project

NouveauDerm Spa

Panera Bread

Paradiza

Parcel Room

Photography by Katherine

Piscataqua Landscaping

Portsmouth Fire Department

Ransom Environmental  
 Consultants

Realty Executives  
 of the Seacoast

Sail Amaryllis, LLC

Saturn of Portsmouth

Seacoast Child  
 Advocacy Center

Seacoast Concierge, LLC

Seafari Charters

Seascape Const & Landscape

Selectwood

Simple Real Estate Solutions

Smoke Free Hypnotherapy, Inc.

Solari Salon & Spa

Southwest Airlines

Spherion

Summerwind Jewelers &  
 Goldsmiths

The Ledges Golf Club

The NH Mirror

The Provident Bank

The Sports Page, LLC

The Transpective Group

Tidewater School

United Business Machines

Valet Park of America

Warner's Card & Gift Shop

York's Wild Kingdom

**STATE OF THE STATE BREAKFAST WITH GOV. JOHN LYNCH**—Despite widespread damage across the state from recent storms, NH Gov. John Lynch slipped in to the city April 17 for his State of the State breakfast engagement enroute to a tour of affected Seacoast communities. The event, part of the **Bank of America** Speaker Series, was held at the **Sheraton Harborside Portsmouth Hotel**. Speaking to a crowd of more than 150, Gov. Lynch reiterated his priorities for the coming year. He spoke of many critical issues returning to the forefront of state politics—in particular—finding a sustainable solution to education funding and defining “an adequate education,” passing a law that would require young people to stay in high school through age 18, finding and developing renewable sources of energy and reducing health care costs through the use of technology. Given the events of previous days, the Governor dedicated much of his comments to the professionalism of state agencies, volunteers and service companies in dealing with recent weather-related crises. Throughout his presentation, the Governor tied success in dealing with the major issues to the health of the state’s business community saying that the ongoing debate over education funding hurts business owners who fear that their business taxes may rise to make up revenue shortfall. He added that without a workable amendment, the state Supreme Court ruling would require the state to fund the entire cost of each communities education. For more on the presentation visit [www.portsmouthchamber.org/library.cfm](http://www.portsmouthchamber.org/library.cfm). ★

**YEAR OF INNOVATION SEMINAR II**—Creating a customer base of raving fans and sticking to one’s core business (or audience) were key points in the final installment of the Year of Innovation Seminar Series held April 19 at **New Hampshire Community Technical College**. The series was underwritten by **Federal Savings Bank**. Featured speakers included Jim Jalbert, president and CEO of **C & J**; and Tom Giovanniello, publisher of **Portsmouth Magazine**. Jalbert operates an intercity bus service connecting the Seacoast region with Boston and Logan International Airport. While he initially tried to operate a charter service in conjunction with his regular bus schedule, he found the two didn’t compliment one another, so he ditched the charter service (giving up 20 percent of his monthly revenue) and chose to focus on his core business—and the customer. While he admits providing great customer service is not a new concept, or innovative in itself, he said few businesses take the time to do the simple “no cost” things that create a good experience for customers. He said hiring good people with the right attitudes, putting flowers in the women’s bathroom, offering free coffee and newspapers, providing XM radio and WiFi, maintaining a clean and clutter-free environment and giving returning commuters a free bottle of water on the way home have all helped to generate what he considers the best form of advertising—word of mouth. As a result, his business has continued to grow. Giovanniello went against common opinion when he bought **Portsmouth Magazine**. Although many called him crazy for trying to compete with a host of other similar, local lifestyle publications, he did the research and came up with a revitalized publication that filled a need the others hadn’t. A marketing professional with years of experience in the field. “Don’t be afraid to copy successful products, or to use free research related to your business,” said Giovanniello. “I didn’t care what convention was, I wanted to put something together that I could be happy with. I try to stay true to our focus and our audience, and *not to* do what everybody else does.” ★

**BUSINESS AFTER HOURS AT SEACOAST MEDIA GROUP**—More than 150 Chamber members and guests traveled to the new digs of **Seacoast Media Group** April 26 for a tour of their new facilities and a “housewarming-style” business after hours. Throughout the evening, SMG staff gave tours of their new 72,000 square-foot facility and their new Goss Magnum printing press—the first-ever “two around” press in the country. Visitors were also treated to the music of the Ben Baldwin duo (formerly Ben Baldwin and the Blue Note) and a wide array of delicacies presented by Mahalos Catering including shrimp cocktail, glazed fruit tarts and other specialties. Some guests left the event with more than a better appreciation of the newspaper business as lucky door prize winners. Leanne Spees, First National Bank of Ipswich, won a booth at the Chamber’s May 10 Business Networking Expo; Janet Leach, The UnFranchise System, drew a pair of Red Sox Tickets; Mark Sullivan, Seacoast Asset Management, picked up tickets for the Full Monty and backstage meet & greet at the Ogunquit Playhouse; Daniel Morrison, Optima Formation drew \$500 worth in Seacoast Ventures advertising and Pam Morrison, also of Optima Formation, won \$95 in cash from the 50/50 raffle.★



Photo by Scott Yates, Portsmouth Herald Photographer

*Top, Jeff Angers and Brian Carolan, from breakfast underwriter Bank of America, and NH Gov. John Lynch, listen to introductions at the recent state of the state breakfast forum. Middle, C&J President Jim Jalbert talks about innovation in the bus business at the April 19 Year of Innovation Seminar. Above Natalie Hassold, Tugboat Alley; Cynthia Pariseau, Simply Unforgettable; Assiah Russell, Puttin on the Glitz; and Gail Lucciardella, Paradiza; pose for a picture at the Seacoast Media Group Business After Hours. The four women recently created the Portsmouth Lights on Friday Nights Program.*

**Kittery Outlets** will honor local educators during Teacher Appreciation Week, May 6-13, with a free gift and savings booklet filled with shopping discount certificates. All area teachers and school support staff are invited to stop by the Tanger Outlet Mall Office on Route 1 in Kittery to pick up their gifts. In addition, teachers may also register to win a gift basket filled with other prizes including an overnight stay at the **Homewood Suites by Hilton** or **Anchorage Inn** in Portsmouth, a family membership to the **Children's Museum of Portsmouth** or **Strawbery Banke Museum**, as well as gift certificates to the **Kittery Trading Post**, **Ogunquit Playhouse**, **The Music Hall** and other area businesses. To find out more visit [www.thekitteryoutlets.com](http://www.thekitteryoutlets.com) or call (888) KITTERY.

**Allegiant Air, LCC**, a subsidiary of Allegiant Travel Company, (NASDAQ: ALGT) was recently honored with the Federal Aviation Administration's (FAA) Aviation Maintenance Technician (AMT) Diamond Award of Excellence. The AMT program was established in 1991 and honors aviation maintenance personnel and employers who participate in training opportunities that exceed FAA regulatory requirements. The Diamond Certificate of Excellence is the highest honor the program bestows on a company. For more on the company, visit [www.allegiantair.com](http://www.allegiantair.com).

**Mark McCauley**, a mortgage financial planner with **CTX Mortgage**, has passed qualifying exams to earn the designation Certified Mortgage Planning Specialist (CMPS). The designation, currently held by less than one percent of all mortgage professionals in the United States. CMPS designees offer clients strategies that encompass mortgages, debt, home equity and real estate investment. The CMPS designation is currently held by less than one percent of all mortgage professionals in the United States. For more on CTX Mortgage, visit [www.ctxmort.com](http://www.ctxmort.com).

**TMS Architects** recently selected **Vital Design** of Portsmouth, N.H. to develop the firm's company-wide positioning and branding effort through advertising, public relations and interactive marketing programs. "We picked Vital Design because we felt their creativity was outstanding and their recommendations were closely aligned with our corporate philosophy," said Buffi Robbins, TMS Architects business manager. For more on TMS, visit [www.tmsarchitects.com](http://www.tmsarchitects.com). For more information on Vital Design, visit [www.vtldesign.com](http://www.vtldesign.com).

**Mark O'Brian** recently joined **Staff Hunters** in the Portsmouth, N.H. office. O'Brian brings more than eight years of experience in the staffing and recruiting field. His background in engineering, light industrial and the construction industry will be instrumental in helping Staff Hunters service these new areas, according to company officials. Staff Hunters specializes in the temporary and permanent placement of accounting, finance, and administrative professionals. For more information on the agency, visit: [www.staffhunters.net](http://www.staffhunters.net).

The **Sise Inn**, a 34-room Victorian inn located in downtown Portsmouth, recently announced a new Spring special to help nonprofit groups hold affordable meetings. According to Sara Cleveland, group sales manager, the Sise offers non-profits complimentary meeting space with bookings of six or more overnight stays, or discounted meeting space based on availability. The Sise Inn has provided unique lodging, friendly service and the modern amenities of the larger "chain" hotels for more than 20 years. For more information, non-profits should contact Cleveland at (603) 433-1200 ext. 109 or [sales@siseinn.com](mailto:sales@siseinn.com).

The **Women's Business Center** and **Ocean National Bank** have teamed up to offer free one-hour workshops on starting and financing a business. Chamber members are invited to the first WomenBiz @ the Ocean workshop set for 9:15 a.m., May 19 at Ocean National Bank, 537 Central Ave. in Dover, N.H. WomenBiz @ the Ocean workshops are free and open to the public. For more information on the Dover workshop, contact Ocean National at (603) 749-2150 or the WBC at (603) 430-2892. For a schedule of future WomenBiz @ the Ocean workshops, visit [www.WomenBiz.org](http://www.WomenBiz.org).

**CityYear New Hampshire** recently honored Interim **University of New Hampshire** President **Bonnie Newman** March 31 with its Lifetime of Service Award. The honor, presented at the organization's Starry Starry Night Benefit Dinner and Auction, recognized Newman's contributions, passion and commitment to the state of New Hampshire and its citizens. The award is given to community leaders who have committed themselves to making a difference in their neighborhoods, their cities, and their state. More than 300 community, school, government and corporate leaders from New Hampshire gathered for the spirited evening of inspiration and celebration. CityYear recruits young adults, ages 17-24, from diverse ethnic, educational, and socioeconomic backgrounds for a year of full-time community service, leadership development, and civic engagement. For more on the organization, visit [www.cityyear.org/new\\_hampshire](http://www.cityyear.org/new_hampshire).

The **Service Corps of Retired Executives (SCORE)** invites members to an in-depth workshop entitled How to Start Your Own Business. The workshop is set for 6-9 p.m., May 15 at **TD Bank North**, 4 Central St. in Farmington, NH. Topics will include: personal qualities need for success, 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 and \$20 each for groups of two or more. Materials are included. For more information, contact SCORE at (603) 433-0575 or visit [www.scorehelp.org](http://www.scorehelp.org).

**Robert Smith**, of **Edward Jones** in Portsmouth was recently awarded the title of Accredited Asset Management Specialist. The title is awarded by the Denver-based College for Financial planning and is given to those who complete the program, pass a final exam and sign a code of ethics disclosure form. Edward Jones provides financial services for individual investors in the United States and, through its affiliates, in Canada and the United Kingdom. For more information on the firm and its services, visit [www.edwardjonesopportunity.com](http://www.edwardjonesopportunity.com).

**The Lollipop Tree**, a specialty food manufacturer based in Portsmouth, N.H., recently added two new cookie mixes to its tasty repertoire: Blondie Mix with Belgian Chocolate and Brownie Mix with Belgian Chocolate. The two new choices were officially launched in January at the 2007 Winter Fancy Food Show in San Francisco and are currently available at their retail outlet located at 319 Vaughan St. in Portsmouth. For more on the company's offerings, visit [www.lollipoptree.com](http://www.lollipoptree.com).

**Ambit Engineering** of Portsmouth recently sponsored a Tri-Star Math Competition for students at Marshwood High School. The winner was **Kyle Dumont** of Eliot who earned a \$100 scholarship and a spot in Maine Trig-Star competition. Trig-Star is a competition sponsored by land surveyors throughout the country to determine the most highly skilled high school trigonometry students. **John Chagnon** of Ambit Engineering was the local contest sponsor. For more on Ambit Engineering, visit [www.ambitengineering.com](http://www.ambitengineering.com).

**Angela Carter**, vice president of **Calypso Communications**, was recently elected to **Leadership Seacoast's** Board of Directors. In her new position, Carter will chair the organization's alumni committee which is tasked with engaging alumni to make differences in their communities through networking, active involvement, and personal action. Calypso is a full-service marketing, public relations, and design agency with offices in Portsmouth and Manchester, N.H. For more information on Calypso visit [www.calypsocom.com](http://www.calypsocom.com).

**Jay S. Gibson**, president of **Piscataqua Savings Bank** of Portsmouth, recently announced several staff promotions: **Rick Wallis**, who has been with the bank for 25 year, was named senior vice president/senior loan officer; **Debbie Perry** was appointed to vice president/loan officer, assuming operational responsibilities for loan servicing and the integration of new lending products; **Antone (Tony) Cabral**, currently serving as information technology officer, was appointed as the bank's security officer; **Mary Ayer** was promoted to compliance specialist; and **Troy Neff**, recently hired as assistant treasurer/financial officer, was appointed as privacy and information security officer. For more, visit [www.piscataqua.com](http://www.piscataqua.com). ★

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# [ WELCOME NEW MEMBERS ]

## The Chamber Welcomes New Members

*The Greater Portsmouth Chamber of Commerce welcomes the following new members*

### **Cadnet Services**

*Computer Aided Design (CAD) & IT services*  
25 Sundial Ave, Ste. 205A  
Manchester, NH 03103  
Contact: Rick Ladd  
Phone: (866) 522-3638  
Email: rladd@cadnetservices.com  
Web: www.cadnetservices.com

### **Darci Creative, LLC**

*Advertising, event & festival planning, marketing*  
47 Bow Street, 3rd Floor  
Portsmouth, NH 03801  
Contact: Darci Knowles  
Phone: (603) 436-6330  
Email: darci@edarci.com  
Web: www.edarci.com

### **Duke Family Chiropractic**

*Chiropractors*  
2800 Lafayette Road  
Portsmouth, NH 03801  
Contact: Dr. Duke Lovetere  
Phone: (603) 422-0432  
Email: drdukelove@hotmail.com  
Web: www.familybackdoc.com

### **Etchex**

*Advertising display, awards & trophies, sign making*  
300 West Road Unit 1  
Portsmouth, NH 03801  
Contact: Laurie Mantegari

Phone: 603-431-7005  
Email: lamante@etchex.com  
Web: www.etchex.com

### **Langdon Place of Portsmouth**

*Retirement communities*  
188 Jones Ave.  
Portsmouth, NH 03801  
Contact: Erica Eddows  
Phone: (603) 431-2530  
Email: erica.eddows@sunh.com  
Web: www.sunh.com

### **Lawrance Direct, LLC**

*Mailing services, printing & typesetting*  
127 Elm St.  
Manchester, NH 03101-2705  
Contact: Preston Lawrance  
Phone: (603) 622-9330  
Email: preston@lawrancedirect.com  
Web: www.lawrancedirect.com

### **MA WebCenters**

*Marketing, web site design*  
171 Blue Heron Drive  
Portsmouth, NH 03801  
Contact: Nikol Deyab  
Phone: (603) 501-0321  
Email: nin31@comcast.net  
Web: www.mawebcenters.com/  
nikoldeyab

### **Planned Parenthood of Northern New England**

*Health services, medical supplies & services*  
167 High Street  
Portsmouth, NH 03801  
Contact: Cheryl Meyer  
Phone: (603) 431-6803  
Email: cmeyer@ppnne.org  
Web: www.ppnne.org

### **Rivergreen Bank**

*Banks*  
PO Box 1130  
Kennebunk, ME 04043  
Contact: Noel Graydon  
Phone: (207) 229-6988  
Email: ngraydon@rivergreenbank.com  
Web: www.rivergreenbank.com

### **Senior Times Newspapers**

*Advertising, media, newspapers*  
PO Box 4061  
Portsmouth, NH 03802-4061  
Contact: Deborah Bouchard  
Phone: (888) 437-5278  
Email: info@seniortimesnewspapers.com  
Web: www.seniortimesnewspapers.com

### **Sounds of the Seacoast**

*Entertainment, musicians, non-profit organizations*  
28 1/2 Court Street  
Dover, NH 03820  
Contact: Linda Muise  
Phone: (603) 742-8152,  
Email: manager@soundsofthe  
seacoast.org  
Web: www.soundsoftheseacoast.org

### **Spirits 2007 presents Gravestones by Dusk**

*Historic attractions, tour operators/planners/guides*  
92 Blue Heron Drive  
Portsmouth, NH 03801  
Contact: Audrey Bierhans  
Phone: (603) 436-5096  
Email: akmann@comcast.net  
Web: www.gravestonesbydusk.com

### **The Antama Group**

*Consultants, business*  
PO Box 612  
Exeter, NH 03833  
Contact: James Tanis  
Phone: (603) 778-2814  
Email: Jtanis9033@aol.com  
Web: www.antamagroup.com

### **The DuDa Spa**

*Hair salons & stylists, massage therapy, spa*  
53 Green Street  
Portsmouth, NH 03801  
Contact: Deena Berry  
Phone: (603) 430-9800  
Email: thedudaspa@aol.com  
Web: www.thedudaspa.com

### **UNH Athletics - Corporate Partners Program**

*Educational institutions, non-profit organizations*  
145 Main Street -  
Field House  
Durham, NH 03824  
Contact: Josh Harris  
Phone: (603) 862-2900  
Email: josh.harris@unh.edu  
Web: www.unhwildcats.com

### **WTSN/SoftRock 98.7 THE BAY**

*Advertising, media, radio stations*  
PO Box 400  
Portsmouth, NH 03802-0400  
Contact: Rick Bean  
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