

# Dividends

GREATER  
PORTSMOUTH  
CHAMBER OF COMMERCE

"GET CONNECTED"

NOVEMBER 2007



GREATER PORTSMOUTH CHAMBER OF COMMERCE



WWW.PORTSMOUTHCHAMBER.ORG



Marge Hubbard, former Chamber tourism manager; and Doug Bates, Chamber president, present the organization's joint promotional program grant to review committee members Nov. 6 in Concord.

## Chamber Garner's State Tourism Grant for 2008 Initiatives

*Grant Totalling \$30,000 to be Used for Destination Promotion, PR*

The Chamber successfully defended another New Hampshire Joint Promotional Program Grant Nov. 6 worth more than \$28,110 in funding for tourism-related initiatives slated for the current fiscal year. The grant proposal, approved Nov. 6 by the review committee, goes to the Governor for formal approval Nov. 29. The funds, with matching Chamber and sponsor dollars, will be used for in-state and out-of-state destination marketing designed to get more visitors into the Greater Portsmouth area.

Returning from retirement, the Chamber's former Tourism Manager Marge Hubbard flew back to New England from her new home in Huntsville, Ala. to present the proposal to the state's JPP review committee in Concord. Joining her were Doug Bates, new Chamber president; and Tom Cocchiaro, communications manager and interim tourism manager.

Out-of-state initiatives supported by the grant include participation in the Boston, American Bus Association and Canadian Mission travel expos, production of an eNewsletter sent to those who have requested information on the local area,

website development for the **Seacoast Music Collaborative** site and several advertisements in Yankee Magazine publications. This portion will also cover the cost of a targeted public relations campaign managed by a local agency.

In-state marketing projects coming up in the next several months include the production of seasonal promotional rack cards and the annual brochure spotlighting the city's historic and cultural attractions through the Portsmouth Harbour Trail.

"In the past, we've relied solely on print advertising and the interest of travel writers that come to us on their own in an effort to promote the greater Portsmouth area," said Hubbard. "Starting last year we decided to hire a PR firm to aggressively solicit features on Portsmouth and that effort paid off nicely in 2007. So the Chamber will be working to repeat and improve on that success in 2008."

The Chamber's new tourism manager will be responsible for working with the tourism committee to execute the marketing initiatives and raise matching dollars. ★

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Under the Canvas

# [ 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



**Doug Bates,**  
**President**

We have a lot to be thankful for: Our annual dinner, held under the fabulous tents at *Strawbery Banke* on Oct. 18, was tremendous. The success of this sold-out affair was largely the result of months of hard work by volunteer committee members, board directors, the Chamber staff, especially Kaarin Olofsson, and our generous group of participating restaurants, the *Dunaway*, *Galley Hatch Catering* and *Pesce Blue*. We are also thankful for the support of our platinum sponsor *Citizens Bank*, our gold sponsors *Public Service of NH*, *Sperry Tents* and *Federal Savings Bank*; and silver sponsors *Sheraton Harborside Portsmouth Hotel*, *Portsmouth Regional Hospital*, *Two International Group*, *Ocean Properties*, *TD Banknorth* and *BID2WIN Software, Inc.* for helping to make this year's annual dinner possible.

The Annual Dinner is a celebration of our community, our membership of over 1,000 businesses, and the many volunteers and sponsors who make our program of work and events possible. It was also a great venue for connecting with fellow business colleagues and for recognizing those who make the Greater Portsmouth area such a special place to live. Please take a moment to read about this year's award winners on Page 6 of this newsletter and send them a note, if you feel led, to thank them for their contributions to the community. They are Paul McKeon, *BID2WIN Software, Inc.*, Citizen of the Year; *Daystar Computer Services, Inc.*, Business of the Year; and Phil Pettis, *Market Square Steeple Fund*, Volunteer of the Year.

The Seacoast Schmooze held on Oct. 25 at the *Frank Jones Center* continued our full fall season of programs. More than 300 fellow chamber members from Rochester, Dover, Exeter and Portsmouth filled the space for three hours of intense schmoozing and fun. We thank our fellow Chambers and our events crew including our newest staff member, Emily Huebner, events coordinator, for the success of this event. Members and guests will get another chance to schmooze at our Holiday Auction Gala coming up Nov. 29 at the Portsmouth Country Club. If you haven't already, check out some of the great items we'll be offering this year at [www.portsmouthchamber.org/auction2007.cfm](http://www.portsmouthchamber.org/auction2007.cfm). While there, you can also RSVP for the main event and a sit-down dinner. Remember too that a portion of the net proceeds will benefit the *Child Advocacy Center of Rockingham County*.

November's eBrew, cohosted by the Software Association of New Hampshire, also had a great turnout as more than 60 techies from throughout the eCoast traveled to the *The Press Room* to connect with colleagues from some of the region's leading companies.

My first two months have been exciting and challenging. We are continuing to find ways to utilize our new brand to reevaluate how we do business and guide us in finding better ways to serve you, while at the same time continuing the business at hand. We just had the pleasure to work with Marge Hubbard, our former tourism manager, back to the area from her new home in Alabama. We contracted Marge to help us finalize and defend this year's Joint Promotional Program tourism grant request which we defended in Concord Nov. 6. She did a fabulous job. The result of that effort is our front-page news for November. She came a very opportune time as we now have a significant response to our search for her replacement, and who better to help us in the selection process.

The Chamber and the community have much to celebrate. While we have enjoyed a particularly warm and bright fall, and a host of wonderful events, as we enter into the busy holiday season let us all be thankful for what we have and remember those who are less fortunate. The Seacoast food pantries are bare and I urge you to help as you can so that everyone has a reason to celebrate. Our best to you and yours for a Happy Thanksgiving—I hope to see you at our Holiday Auction Gala, Nov. 29. ★

G R E A T E R  
**PORTSMOUTH**  
C H A M B E R O F C O M M E R C E

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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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## [ NEWSLETTER ]

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

## State Tourism Leaders Considering New CVB

### Recent Meeting Garners Support for Travel Bureau

More than 150 representatives from tourism businesses across the state met Oct. 30 in Concord to talk about the feasibility of establishing a statewide convention and visitors bureau. An informal organizational group made up of industry and state tourism heads called the meeting to garner support for the idea after several months of research.

Speakers, including Commissioner George Bald, NH Department of Resources and Economic Development; Alice DeSouza, director of the NH Department of Travel and Tourism; Rusty McLearn, owner of the Inns and Spa at Mill Falls in Meredith and Peter Morgan, The Highlander Inn, all spoke in support of the idea which received no negative feedback.

According to DeSouza, the state would provide the office space for a five-person staff as well strategic promotional support and matching initial financial backing if the state's tourism industry would also financially support the effort. According to Commissioner Bald, the only way the state would be able to support the CVB would be through a public/private model based on a dues and commission structure.

DeSouza said the primary mission of the new CVB would be to go after the domestic small group travel market which is currently not addressed in the state's tourism marketing plan. The state currently only caters to the individual traveler, national and international group markets.

Initial cost of establishing the CVB was put

at nearly \$400,000 which the group said would be raised through private sponsorship and matching monies from the state. More than 17 tourism business throughout the state have already pledged \$1,000 each toward the program. ★

## Seacoast Chambers Host Networking Schmooze

### More than 300 Attendees Connect at Joint Event

Nearly 400 members and guests from Chambers of commerce throughout the Seacoast gathered at the **Frank Jones Center** Oct. 25 for the second annual Seacoast Schmooze. The event, underwritten by **Public Service of NH**, featured 33 exhibitors, facilitated networking opportunities, some of the Seacoast's finest cuisine and doorprizes donated by exhibitors.

"Those who made it to the Schmooze this year were really impressed," said Kaarin Olofsson, the Chambers marketing and events manager. "I think shortening up the day and providing more networking opportunities--as opposed to having a guest speaker--really went over well with the crowd. It was non-stop pandemonium from the time we opened the doors till the exhibitors starting packing up. Some people also appreciated the opportunity to meet and talk with members of the other local Chambers."

Portsmouth Chamber members sponsoring this year's event included **Daystar Computer Services, Inc., Federal Savings Bank, Laconia Savings Bank, Northeast Credit Union, Profile Bank, WTSN and 98.7 The Bay, Gentle Giant Movers and Seacoast Media Group.** ★



Emily Huebner, new Chamber events coordinator

## Chamber Welcomes New Event Coordinator

### Huebner to Serve as Point Person for Major Events

The Chamber recently welcomed Emily Huebner to the staff as events coordinator. Huebner will work closely with Kaarin Olofsson, Chamber marketing and events manager, handling logistics and scheduling for several upcoming major events including the Holiday Auction Gala, Legislative Reception, and 25th annual golf tournament.

"I am excited to be working with the Chamber, and to take on a wider variety of events," said Huebner. "It's through connecting with one another that local businesses can best promote themselves and one another. I look forward to being a part of that process by creating engaging and fun events, bringing business and community leaders together and sparking meaningful connections."

A University of New Hampshire grad, Huebner has held a number related positions including events coordinator for **Jumpin Jay's Fish Café, Radici, The Red Door, Blue Mermaid Island Grill** and others. She also serves on the board of directors for Seacoast Share Our Strength and volunteers in the planning and execution of the annual Taste of the Nation charity benefit.

"My first goal is to continue to improve the quality of our events for our members, and connect with members who do not yet participate in many of our functions," she said. "In doing so, I aim to improve the value of membership and the networking opportunities we have to offer," she said.

Those interested in becoming involved in Chamber events and other networking activities may contact Huebner at (603)610-5511 or ehuebner@portsmouthchamber.org. ★



Jen King, *Compass Care*, shows off her grand prize winnings from the Seacoast Schmooze which included two tickets to a performance of *Striking 12 Dec. 8* at the Music Hall in Portsmouth, a \$100 gift certificate good at *Jumpin Jay's Fish Cafe*, and limo transportation to the show donated by *Regal Limousine*.

# Calendar of Events

## Mid-Day Meet Networking

Connect and Network  
at the Mid-Day Meet

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

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

Mark your calendar to network at the September 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. 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). ★



GREATER  
PORTSMOUTH  
CHAMBER OF COMMERCE

## Holiday Auction Gala

Join Us for A Special Evening  
of Holiday Cheer and Great Deals  
at the Portsmouth Country Club

5:30-9:30 p.m., Thursday, Nov. 29

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

"Lights, Camera, Auction!" Mark your calendar today to join us for this year's Holiday Auction Gala at the scenic **Portsmouth Country Club**.

The event will feature a live auction filled with priceless and hard-to-find bargains and a silent auction packed with an array of fabulous items

donated by Chamber-member businesses including a chance to win a 25-bottle smorgasbord of fine wines. A portion of the proceeds from this year's event will benefit the **Child Advocacy Center of Rockingham County**.

"The auction committee has been working hard for this year's event and it looks to be one unforgettable night," said Emily Huebner, the Chamber's new events coordinator. "Donations have been coming in, and include tickets to sporting events, weekend getaways, restaurant gift certificates and many others."

Some of the items on this auction block this year include a week vacation at the Chateau de La Napoule in the South of France, a week-long vacation on Nevis, an island at the top of the Lesser Antilles Archipelago 200 miles South of Puerto Rico; several Red Sox sports outing packages, a private charter aboard the *Isles of Shoals Steamship Company's* M/V Thomas Lighton, dinner for eight at the Sheraton's Dueling Piano Dinner Dec. 21 and more than 100 other items.

Cost of admission includes a bidder paddle, sit-down dinner, hors d'oeuvres and the chance to win some unique items that will satisfy even the most discriminating person on the holiday gift list. Admission is \$50 for Chamber members and guests and \$475 for a table of 10. Those interested in attending may RSVP online, as well as purchase tickets for the wine raffle, at [www.portsmouthchamber.org/auction2007.cfm](http://www.portsmouthchamber.org/auction2007.cfm).

The Chamber thanks the following committee members who are working to make this year's auction the best yet: Cochairs Julie Burns, **CTX Mortgage**; and Jay McSharry, **Jumpin Jay's Fish Café**; Laurie Mantegari; Pam Bishop, **First National Bank of Ipswich**; Bill Maloney, **Strategic Talent Management**; Wayne Smith, **Oppenheimer Investments**; Emily Huebner, **Jumpin Jay's Fish Café**; and Rebecca Lee, **Grubb & Ellis Coldstream Realty**. ★



technology roundtable

## eBrew

5-7 p.m., Thursday, Dec. 6

THE PRESS ROOM  
[77 DANIEL ST., PORTSMOUTH, NH]

Join us for the monthly eBrew at **The Press Room** on Daniel St. in Portsmouth. The event is open to the employees and guests of all local high-tech businesses and the local business community. Admission to the eBrew is free. To find out more, please contact Ginny Griffith, the Chamber's business development manager, at (603) 610-5514 or [ggriffith@portsmouthchamber.org](mailto:ggriffith@portsmouthchamber.org). For more on Roundtable activities, visit [www.ecoast.org](http://www.ecoast.org). ★



## Vintage Christmas in Portsmouth

Through December

SELECT PORTSMOUTH VENUES  
[PORTSMOUTH, NH]

Those looking for something special to do during the holiday season should check out the Vintage Christmas page on the Chamber's website. This year a number of members have partnered to create a schedule of special activities reminiscent of the holidays of a bygone era, from special shows at the Music Hall and Street Singers in the downtown, to the traditional Candlelight Stroll at Strawberry Banke and others.

For more on Vintage Christmas in Portsmouth, visit [www.portsmouthchamber.org/vintagechristmas.cfm](http://www.portsmouthchamber.org/vintagechristmas.cfm). ★

# vents

Sponsored By  
**Sir Speedy**  
 NOVEMBER ★ 2007



Members and guests enjoy a sampling of "holiday spirits" at last year's event

## Holiday Winetasting

Get a Headstart on Ringing in a Little Holiday Spirit at this Food & Wine Festival

**5:30-7:30 p.m., Wednesday, Dec. 19**

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

The Sheraton Portsmouth Harborside Hotel will host what has become one of the most popular holiday events of the year. Mark your calendar today for an elegant evening of wine and some of the Seacoast's finest hors d'oeuvres, desserts and specialty dishes prepared by the Sheraton's culinary team led by Executive Chef Garth Lyndes.

Throughout the evening, Horizon Beverage, Martignetti Companies of New Hampshire, Pine State Beverage Company, and Southern New Hampshire Wine and Spirits will showcase a number of premier wines from around the world that are "built" to suit even the most discriminating palates.

Cost of the event is \$20 for members and \$30 for non-members. Reservations are encouraged but not mandatory. Those interested in making the most of the evening should come early. ★

  
**Sheraton**  
**Harborside Portsmouth**  
 HOTEL & CONFERENCE CENTER

## WHAT'S AHEAD

[ NOVEMBER ]

**14th**

Member Orientation  
 Chamber Conference Room

**16th**

Mid Day Meet  
 Two International Group

**22-23**

Chamber Offices Closed

**29th**

Holiday AuctionGala  
 5:30-9:30 p.m.  
 Portsmouth  
 Country Club

**30th**

Holiday Tree Lighting  
 Ceremony  
 6 p.m., Downtown  
 Portsmouth

[ DECEMBER ]

**6th**

Monthly eBrew  
 The Press Room  
 5-7 p.m.

**19th**

Holiday Winetasting  
 Sheraton Harborside  
 5:30-7:30 p.m.

**21st**

Mid Day Meet  
 Two International Group

**25th**

Chamber Offices Closed

**31st**

First Night Portsmouth

## RENEWING MEMBERS

The Chamber thanks the following  
 for renewing their membership commitment

30 Maplewood Ave Associates  
 B.J.'s Wholesale Club  
 Blind Dog Photo, Inc.  
 CED Consolidated Electric  
 Cheney Companies, The  
 Chiangmai Thai Restaurant  
 Christian Science  
 Reading Room  
 Commonwealth Financial  
 Cummings, Lamont &  
 McNamee, PA  
 Cunningham Associates  
 Insurance, LLC  
 Dale Carnegie Training  
 Dunaway Restaurant, The  
 Emersontel, LLC  
 Employment Times, The  
 Fred C. Church Insurance  
 Friends of Ports.mouth  
 Harbor Lighthouse  
 Girl Scouts of  
 Swift Water Council  
 Good Leads  
 Hilton Garden Inn/Downtown  
 Irving Oil Corporation  
 Jumpin' Jay's Fish Cafe  
 Kittery Trading Post  
 Law Office Elizabeth  
 Chicknavorian  
 Library Restaurant, The  
 Lollipop Tree, The  
 Mark H. Wentworth Home  
 Marple + James Real Estate  
 McDougall & Duval Advertising  
 Mulberry Childcare & Preschool  
 Oaks Golf Links, The  
 Outback Steakhouse  
 Paddy's - an American Grille  
 Pease Development Authority  
 Pella Windows & Doors  
 Port City Livery  
 Portsmouth Casey  
 Home Association  
 Portsmouth HairCare &  
 Day Spa  
 Proulx Oil Service  
 Putnam Ski & Sports  
 Radici  
 Raiche & Company,  
 CPA's, P.A.  
 RBC Dain Rauscher  
 Regency Mortgage  
 Robert A. Lucas &  
 Associates, Inc.  
 Room ReVisioning  
 Rumbletree  
 Sagamore Court Apartments  
 Scadd, Inc.

Scallops Shell Emporium  
 Scan Smart, Inc.  
 Seabrook Station  
 Seacare Health Services  
 Seacoast Community Values  
 Seacoast Rejuvenation Center  
 Seacoast Repertory Theatre  
 Securitas Security Services  
 Sexual Assault  
 Support Services  
 Sheraton Portsmouth Hotel  
 Signature Title Corp.  
 Simplify Your Life  
 SOMNIA Artistry for Bed & Bath  
 Southern New  
 Hampshire University  
 Sport & Spine Physical Therapy  
 St. Thomas Aquinas  
 High School  
 Staff Hunters, LLC  
 Stage Neck Inn  
 Star Island Corporation  
 Stolen Menu Cafe, LLC, The  
 Stone Church, The  
 Stonewall Kitchen  
 Company Store  
 Taste of the Seacoast Magazine  
 Tech Net New England  
 TKO Printing  
 T-Mobile USA, Inc.  
 Together In His Name  
 Town of New Castle  
 Town of Rye  
 Trends Marketing Group  
 Tug Alley Too  
 UPS Store, The  
 Upscale Resale  
 Verizon  
 Vintners Cellar Winery  
 Vital Design, LLC  
 Voicestream  
 W. T. G. Warehouse  
 Waste Management of New  
 Hampshire  
 Wentworth By The Sea  
 Wentworth-Douglass Hospital  
 and Health Foundation  
 Whittemore Center Arena  
 WOKQ 97.5FM/THE SHARK  
 105.3 FM  
 Women's Business Center  
 Wood Brothers  
 Moving & Storage  
 Wyskiel, Boc & Tillinghast, PA  
 York Harbor Marine Service  
 ZMJ Advertising & Marketing



Photos by Jeremy Heflin, Jeremy Heflin Photography

Left, Chamber Board Member Nicole Gregg presents BID2WIN Software's Paul McKeon, Jr. with the Citizen of the Year Award. Middle, Phil Pettis addresses the audiences after receiving the Volunteer of the Award. Brothers Eric, Keith and Dan Bamford (left to right), from Daystar Computer Services, Inc. accept the Business of the Year award as Chamber Board Member Kathleen Lewis looks on. Below, guests enjoy a garden party atmosphere under the canvas of Sperry Tents Seacoast on the grounds of Strawberry Banke Museum.

## Chamber Celebrates Successes and Recognizes Annual Award Winners at Dinner

### BID2WIN's McKeon, Pettis and Daystar Computer Services, Inc. Lauded at Event

It was a warm fall evening as more than 300 Chamber members and guests strolled onto the grounds of Strawberry Banke Museum Oct. 18 for this year's annual dinner and awards ceremony. Under a star-studded canopy of sail cloth, graciously provided by **Sperry Tents Seacoast**, guests enjoyed a stylish garden-party atmosphere highlighted by the fine cuisine of **The Dunaway Restaurant, Pesce Blue, Galley Hatch Catering**, the presentation of this year's annual awards and gift bags filled with items donated by more than 70 Chamber members.

#### Citizen of the Year

**Paul McKeon, BID2WIN Software, Inc.**, was named 2007 Citizen of the Year for his leadership and generosity which has benefited a wide variety of Seacoast-area organizations. As a member of the **Crossroads House** Board of Directors, and now as vice president of the board, he helped lead the group's \$5 million dollar capital campaign with a generous \$500,000 donation himself bringing the current total to \$3.1 million. He is also active as a sponsor for the **Seacoast Repertory Theatre**, Camp Sunshine, a Maine camp for children with life-threatening diseases, **Portsmouth Community Campus** and the **Strawberry Banke Historical Association**. In accepting the award, McKeon said that he believes "corporations and individuals are

interdependent with the communities from which they spring," and "that it is important to honor this interdependence by supporting community wherever and whenever possible."

#### Business of the Year

**Daystar Computer Services, Inc.**, a Portsmouth-based technology company, received honors as business of the year. The family-owned business founded by three brothers in 2,000 is a shining example of what small businesses should be said Kathleen Lewis, Chamber board member and presenter for the award. The company was founded on three core values: quality service, business integrity and efficient processes. Lewis said the company is also a leader in giving back to the community through pro bono contributions of time and expertise. Some of the organizations they have helped include the **United Way of the Greater Seacoast, The Housing Partnership, Save Our Shipyard Campaign, Seacoast Mental Health**

**Center, Sexual Assault Support Services** and others.

#### Volunteer of the Year

Phil Pettis, chairman of the **Market Square Steeple Fund** and an attorney with **Boynton, Waldron et al.**, won Volunteer of the Year honors for his tireless efforts in helping to raise more than \$1 million toward the restoration of Portsmouth's signature landmark--the Old North Church. He was also recognized for his volunteer work for a number of other local agencies including the Community Diversion Program for young people at risk, Portsmouth Little League and other organizations throughout the state.

The Chamber thanks the following sponsors for helping to make this year's dinner possible: Platinum Sponsor, **Citizens Bank**; Gold Sponsors, **Public Service of NH, Sperry Tents Seacoast** and **Federal Savings Bank**; Silver Sponsors, **Sheraton Harborside Portsmouth Hotel, Ocean Properties, Portsmouth Regional Hospital, Two International Group, TD Banknorth** and **BID2WIN Software, Inc.**; Bronze Sponsors, **CB Richard Ellis** and **Seacoast Media Group**; and Granite Sponsors, **The Cheney Companies, First Colebrook Bank, Homewood Suites by Hilton, Seacoast Asset Management**, and the **UNH Whittemore School of Business & Economics.** ★



**Calypso Communications** has been selected to create the 2007 Annual Report for Babcock Power Inc. — one of the world's predominant suppliers to the power generation industry. The report is the fourth consecutive annual report developed for the company by Calypso. The Portsmouth-based agency will integrate primary research, original copywriting and editing, and custom graphic design and development to tell the Babcock Power story for 2007. For more on the agency, visit [www.calypsocom.com](http://www.calypsocom.com).

**William J. Schuler**, president of **Portsmouth Regional Hospital**, was recently awarded the Leslie A. Smith President's Award, for exceptional contributions to the New Hampshire Hospital Association. Schuler has been involved with the hospital association longer than any other member hospital CEO. According to the awarding officials, he has contributed significantly to the association's advocacy efforts behind the scenes, using his personal and professional connections to help member hospitals get their message to the right people. For more on Portsmouth Regional Hospital, visit [www.portsmouthhospital.com](http://www.portsmouthhospital.com).

**Bresette + Company** has won the contract for international marketing with the New Hampshire Office of International Commerce (OIC), after an open bidding process. Bresette will be conducting a full scale marketing program designed to reach out and present New Hampshire companies to appropriate international markets, and also to bring awareness to New Hampshire companies of significant opportunities for them in the international market. Bresette will also be working with the New Hampshire International Trade Resource Center and OIC to support ongoing efforts in global outreach. To learn more about Bresette, visit [www.bresette.com](http://www.bresette.com).

The **Children's Museum of Portsmouth** recently received a \$25,000 grant from the Otto Fund, an advised fund of the New Hampshire Charitable Foundation — Piscataqua Region. According to **Denny Doleac**, the museum's executive director, the "very generous grant" comes at a critical time for the museum and will provide essential capacity-building support to help strengthen and grow the museum's infrastructure. The Children's Museum is the most-visited cultural attraction in the state, welcoming 97,000 visitors a year. The museum offers a range of informal learning opportunities in the areas of science, art, music, math, and more. For more details, visit [www.childrensmuseum.org](http://www.childrensmuseum.org).

The **United Way of the Greater Seacoast** encourages Chamber members to check out its Holiday Giving and Volunteering Guide available for download on its web site. The guide features giving and volunteer opportunities which benefit local nonprofits especially during the holiday season. Activities include donating items, sorting donations and delivering items to families in need. To download the guide, or for more information, visit [www.uwgs.org](http://www.uwgs.org) or contact Robin Albert at (603)436-5554 x36 or [ralbert@uwgs.org](mailto:ralbert@uwgs.org).

**CrystalVision**, a Portsmouth-based award-winning design and development firm, recently welcomed Dr. Richard Liu to its client roster.

Dr. Liu sought out CrystalVision to assist him with the maintenance and hosting of his web site at [www.portsmouthsmilemakeover.com](http://www.portsmouthsmilemakeover.com). CrystalVision services include technical support such as routine data back-ups, reliable hosting, automatic server and security upgrades, as well as their Enterprise GPS Program, routine consultations to address changes or updates to the site and goal setting related to web site effectiveness. To learn more about CrystalVision, visit [www.crystalvision.org](http://www.crystalvision.org).

**Foster's Daily Democrat** will make a historic change in its publication schedule beginning Nov. 26 as it moves from its 134-year tradition of being an afternoon newspaper to a morning publication delivered by 6 a.m. One of several reasons for the change, according to company officials, is to provide readers an up-to-the-minute newspaper available at the most opportune time of the day. They said this will make Foster's Daily Democrat available when it is most convenient for customers to read. Officials also said no significant changes are expected in advertising service and that all current deadlines will remain in place. To find out more, visit [www.fosters.com](http://www.fosters.com) or email [am@fosters.com](mailto:am@fosters.com).

**Izzy's Frozen Yogurt** will be keeping its lights on through Dec. 23 for the first time since opening with a host of new pumpkin and apple flavors including pumpkin and apple crisp ice cream which customers may sample before buying at the counter. They will also be offering pumpkin lattés and pumpkin sundaes, including sugar-free varieties; and pumpkin and apple cinnamon coffee cake. "We are really excited about remaining open until Christmas so we can celebrate traditional fall flavors. Look for egg nog ice cream as we get closer to Christmas," said owner Beth Gilbert. Izzy's will be open seven days a week from 11 a.m. – 9 p.m. until Nov. 4, and Thursday through Sunday, from 11 a.m. – 9 p.m., starting Nov. 8.

**Staff Hunters**, a leading staffing agency and placement firm specializing in finance and administrative personnel, recently welcomed **Ed Doherty** who will head up the Bedford office administration division. Doherty brings over seven years of staffing experience to the rapidly growing Bedford office and will focus on helping companies fill their staffing needs for full-time, temporary, and temporary to permanent administrative positions. Staff Hunters specializes in the temporary and permanent placement of Accounting, Finance, and Administrative professionals. For more on the company visit: [www.staffhunters.net](http://www.staffhunters.net)

The New Hampshire Restaurant and Lodging Association recently recognized **Portsmouth Gaslight Company** owners **Paul Sorli, Eric Sorli** and **Scott Fisher** as Restauranters of the Year. The business, established in November 1989, was recognized for its steady growth and success over the years to become "a culinary and entertainment mecca" in the Seacoast. They said the Gaslight has grown from "humble beginnings" to a 60-seat restaurant featuring, "a cozy bar and wood-fired pizza shop," a newly renovated dining room featuring fine American cuisine, an outdoor deck with live music and third-floor nightclub. For more on the downtown restaurant, visit [www.portsmouthgaslight.com](http://www.portsmouthgaslight.com).

**Northeast Credit Union (NECU)** recently welcomed a number of new employees to its team. They are: **Douglas Sites**, assistant vice president — lending; **Kurt Rosenwald**, mortgage specialist; **Lori Hults**, sales and service manager — Northwood Branch; and **Lenya Hicks**, financial operations manager. Northeast Credit Union is a leading not-for-profit, cooperative financial services organization owned by its members and serves over 50,000 customers at branches in Portsmouth, Exeter, Dover, Rochester, Manchester, Concord, Lee, the Portsmouth Naval Shipyard and coming in late 2007, Northwood. For more on NECU, visit [www.necu.org](http://www.necu.org).

**Richard (Rick) Wallis**, senior vice president and senior loan officer at **Piscataqua Savings Bank** in Portsmouth, has been appointed by the Gov. John Lynch and the executive council to serve on the NH Real Estate Appraisers Board. One of the seven members of this Board is chosen from the state's banking community. Wallis has been with Piscataqua Savings Bank for 25 years. For more on the bank, visit [www.piscataqua.com](http://www.piscataqua.com).

**Keller Williams Coastal Realty** has welcomed **Melissa Lesniak** to its team. Lesniak joined Keller Williams in July and brings with two years experience in the industry. Lesniak will be working with buyers, sellers, and rental property owners in both the residential and commercial market. She is active in the local community serving as an Ambassador for the Dover & Rochester Chambers of Commerce, as a member of the Portsmouth Chamber of Commerce and Dover Rotary, and as a Big Sister with the Big Brother Big Sister Program of the Greater Seacoast. For more on Lesniak, visit [www.TheAgentYouKnow.com](http://www.TheAgentYouKnow.com).

Exeter Hospital recently signed on as year-long program partner and official volunteer sponsor for **Pro Portsmouth**, the community events organization responsible for some of the area's largest festivals. The hospital will support Pro Portsmouth's First Night and Market Square Day activities for 2008. According to Barbara Massar, Pro Portsmouth executive, having a sole volunteer sponsor for the entire year was a first for the organization that typically signs several different sponsors for various aspects of its activities. Pro Portsmouth contributes \$3.7 million a year to the community according to a recent survey. Said Massar, "that's powerful, it puts us in a position to say to folks — invest in us, we deliver." For more on Pro Portsmouth, visit [www.proportsmouth.org](http://www.proportsmouth.org). ★

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[ WELCOME NEW MEMBERS ]

## The Chamber Welcomes New Members

The Greater Portsmouth Chamber of Commerce welcomes the following new members

### **Barry Marketing & Research**

Consultants, management, marketing, researchers  
PO Box 858  
New Castle, NH 03854  
Contact: Elyse Barry  
Phone: 603-427-0078,  
Email: elyse@ebarry marketing.com  
Web: www. ebarry marketing.com

### **Cold Stone Creamery**

Ice cream, retail & wholesale; restaurants  
8 Manhattan Dr  
Amherst, NH 03031  
Contact: Sandra Perry  
Phone: 603-881-9099,  
Email: nhcoldstonebob@yahoo.com  
Web:www.coldstonecreamery.com

### **Drinkwater Productions**

Concierge services: corporate & personal, event & festival planning, public relations  
PO Box 586  
Exeter, NH 03833  
Contact: Lisa Knight  
Phone: (978) 375-2252,  
Email: lisa@drinkwater productions.com  
Web:www.drinkwater productions.com

### **Escape & Rejuvenate with Therapeutic Massage & Spa**

Health & fitness centers, massage therapy, spa  
PO Box 1001  
Rye, NH 03870  
Contact: Shauna Flagg  
Phone: 603-496-8802,  
Email: info@eandr massage.com  
Web:www.eandr massage.com

### **Fidelity Investments**

Brokers, private notes & income streams; financial services & investments, portfolio management  
200 Endicott Street  
Danvers, MA 01923  
Contact: Shirley Reed  
Phone: 800-418-6351,  
Email: shirley.reed@fmr.com  
Web:www.fidelity.com

### **Identity Communications**

Consultants, communications; consultants, human resources development; public relations  
83 Gates Street  
Portsmouth, NH 03801  
Contact: Ruth Maron  
Phone: 603-431-1536,  
Email: rmaron@verizon.net

### **Jane Gee, LLC**

Skin care, spa, wellness  
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Email: jane@janegee.com  
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