

Dividends

GREATER
PORTSMOUTH
CHAMBER OF COMMERCE
GET CONNECTED

DECEMBER 2008



GREATER PORTSMOUTH CHAMBER OF COMMERCE



WWW.PORTSMOUTHCHAMBER.ORG

National Geographic Traveler Editor to Speak at Breakfast

Discussion will Center Around Geotourism and Portsmouth's Rank



Jonathan B. Tourtellot, director of the National Geographic Center for Sustainable Destinations and geotourism editor.

The City of Portsmouth has drawn a lot of attention for its history over the past year including recognition as one of the National Trust for Historic Preservation's 2008 Dozen Distinctive Destinations[®], and more recently, as one of *National Geographic Traveler's* "Historic Places." In fact, Portsmouth placed 6th most significant in the United States and number 26 in the world in the Nat Geo ratings.

Jonathan B. Tourtellot, one of the major players in the National Geographic survey, will travel to Portsmouth Jan. 14 to kick off the Chamber's 2009 breakfast forum season with a presentation on his work and some discussion about the factors used to create the magazine's ranking of "Historic Places." Tourtellot is director of the National Geographic Center for Sustainable Destinations and its

geotourism editor. The breakfast, set for 7:30 a.m. at the **Sheraton Portsmouth Harborside Hotel**, is part of the **Bank of America Speaker Series**.

A National Geographic Society senior editor since 1980, Tourtellot launched what would become the Society's Center for Sustainable Destinations (CSD) in 2001. A writer, self-taught geographer and sometimes photographer, he originated the concept of geotourism which is defined as "tourism that sustains or enhances the geographical character of a place—its environment, culture, aesthetics, heritage, and the well-being of its residents." He is primary author of the Geotourism Charter, a set of principles now being adopted by various world destinations, including Honduras, Norway, Romania, the Cook Islands, Guatemala, the states of Rhode Island, Arizona, and Sonora (Mexico), and the city of Montreal.

He helped develop the study *Geotourism: The New Trend in Travel* which is the first major

survey of U.S. traveler behavior and attitudes about sustainability and destination stewardship. He initiated and supervised the Destination Stewardship Surveys reported recently in *National Geographic Traveler*—the 2008 survey is on Historic Destinations, published in the Nov./Dec. issue—and has written the column "Destination Watch" for *Traveler*, as well as other articles on tourism impacts and destination management. He also represents National Geographic in the U.N. World Tourism Organization.

Cost of the breakfast is \$20 for Chamber members and \$27 for nonmembers. Those attending may register at www.portsmouthchamber.org/travelerbreakfast.cfm or by contacting the Chamber at (603) 610-5510. ★

Bank of America 

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eBrew-Synapse

"Techies" from Across the State Get Together for Fall Networking Event

CHAMBER STATS

NOVEMBER 2008

Web Hits: 1.274 million

Walk-ins: 875
(Chamber Visitor Center & Downtown Kiosk)

Restaurant Week Web Page Views: 15,500

[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

Happy Holidays! Made even happier, according to local economic experts, by a successful Black Friday in the Seacoast! From what I've heard, our merchants are encouraged by the turnout and are keeping their fingers crossed in hopes the trend will continue over the next several weeks—I know my fingers are.

While many places across the country are suffering during this economic downturn, the Greater Seacoast community has fared much better given the number of visitors who came to the area this fall. Lower gas prices and the prospect of an affordable "world class" meal certainly helped to draw visitors to the area for events like our highly successful Restaurant Week, and we expect that to continue with all the media buzz aimed at Vintage Christmas in Portsmouth. We also suspect that "stay-cation" visitors from neighboring

cities and towns will be returning to shop in the city they rediscovered this summer.

This all points to the value of our City as a destination, locally, nationally and internationally. As we hang decorations and plan our holiday parties, let's not forget to keep doing our best to support our City: promote one another, buy local, eat local and think "green." And don't forget the less fortunate. Many members are leading efforts to collect clothing, food and toys and have put out boxes to take contributions. So check around to see if you have unused possessions, or pick something up to donate—there are many in the Seacoast who would greatly appreciate your efforts.

The end of these trying times is still a matter of speculation, but if we work together as a community, we will come out of this in fine shape. Regrettably we all will feel the pains of managing this process. Paying attention to your business is the order of the day. We are here to help in any way we can. To help determine what help you need the most, our Business Development Committee is in the process of sending out a survey. I hope that when you receive it, you'll fill it out so we can create programs that support your needs and your business.

We are also open to new ideas to collaboratively promote our City. Along those lines, we've already put together a plan for the coming year—but we'll need your help in realizing all the initiatives on the table. Check out the Page 3 article on those initiatives in this issue of *Dividends* for details.

Some of you may have read that Portsmouth was recently recognized as one of *National Geographic Traveler's* "Historic Places"—number 6 in the United States and 26 in the world. We will get some insights as to why we are so esteemed – and what we can do to maintain and improve our status – when Jonathan Tourtellot, director of the National Geographic Center for Sustainable Destinations, joins us Jan. 14 for a Bank of America Breakfast Forum at the Sheraton Harborside Portsmouth Hotel. We encourage you all to come and learn about the power of place.

And please do not forget one of our biggest events—the Holiday Wine Tasting & Auction which will be presented by the Sheraton Dec. 18. This year we have added an online auction to make your holiday shopping a little easier. Go online to www.portsmouthchamber.org/winetasting2008.cfm to get your advance admission to the winetasting and link to the catalog of silent and live auction items. The auction supports the Chamber's program of work and this year a portion of the proceeds will benefit Rockingham Community Action, so bid often and bid high. At the winetasting we'll also be auctioning off five "big-ticket" items including a week in a castle in France, an exotic vacation to Nevis, Antilles and luxury box tickets to see the world champion Celtics – so don't miss this great opportunity to get that special gift for someone, and help the Chamber to continue doing what we do for you at the same time! A heartfelt thank you to the many members who have contributed to this year's auction, your generosity is greatly appreciated! ★

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 1,500 businesspeople throughout New England.

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



Photo by Deb Cram, courtesy of the Portsmouth Herald

NH State Rep. Paul McEachern addresses guests Nov. 7 at the Chamber's Government Affairs Committee forum held in Seacoast Media Group Headquarters at the Pease Int'l Tradeport. Looking on, left to right, is NH Rep. Jacqueline Cali-Pitts, NH Rep. Christopher Serlin, NH Rep. James Splaine and NH House Speaker Terie Norelli. Not pictured, but at the table, is NH Rep. James Powers.

Government Affairs Group Meet to Review New Bills

Budget Deficit Forcing Tough Decisions for Legislators

By Howard Altschiller
Co-Chair, Government Affairs Committee

Three days after Election Day, the Chamber's Government Affairs Committee met with House Speaker Terie Norelli and the Portsmouth House delegation to discuss the upcoming legislative session.

At the Nov. 7 meeting, legislators acknowledged there will be many tough decisions ahead as the state wrestles with a projected \$150 million budget deficit. The state has already implemented a hiring freeze, department heads are looking for savings and layoffs are a possibility. Revenue options such as an increase in the gas tax and a state estate tax will also be reviewed. All members of the Portsmouth delegation said they would support an income tax should a bill reach the House floor.

House members said they would continue to attend the GAC's monthly meetings and that they were eager to hear from the Chamber membership.

The GAC met again Friday with Ed Dupont of the Dupont Group. Dupont gave a

presentation on upcoming bills of importance to the business community. Acting on that presentation, the GAC is planning to form a subcommittee whose job will be to review proposed legislation and select bills for the committee to track. The results of that review will be made available to Chamber members as soon as it is available.

Chamber members interested in government affairs are invited to the meetings which are held at 8 a.m. the first Friday of each month at the Seacoast Media Group Headquarters Building located at 111 New Hampshire Ave. at the Pease Tradeport. For more background on the group, contact Howard Altschiller at

haltschiller@seacoastonline.com or Patrick Closson, GAC co-chair at PATRICK.CLOSSON@MCLANE.com.

Promotional Grant to Help Leverage Tough Economy

Co-op Marketing Key to Generating Tourism Dollars

In these uncertain economic times, one thing is clear, it's a lot tougher to go it alone. So that members don't have to, the Chamber is constantly creating ways to work together, get connected, and come up with creative, collaborative ideas to insure the continued success of the Seacoast business community –

especially in the tourism and hospitality industries.

"The Chamber's tourism department works tirelessly to market our destination, build the 'Portsmouth brand,' and generate year-round visitation to the Seacoast," said Nicki Noble, the Chamber's tourism manager. "In the end, this means more revenue for local businesses." After the holidays, the Chamber's tourism department will begin a variety of destination marketing programs. These activities include attending & exhibiting at travel trade shows, maintaining a high-traffic website that is a wealth of information for potential visitors, producing destination marketing collateral, fulfilling thousands of visitor inquiries, operating a year-round visitor information center, and much more.

To help fund these initiatives, the Chamber relies on grant funding and matching contributions. In October, the Chamber won a \$62,824 joint promotional program grant from the state on behalf of members. However, to leverage this matching grant and follow through on all the marketing initiatives, the Chamber will need to raise \$31,412 primarily through member contributions.

The grant and matching funds will be used to expand and improve the Chamber's web site, to design and distribute seasonal event rack cards, to produce quarterly tourism eNewsletters and to reprint the Portsmouth Harbour Trail tour brochure. It will also cover participation at the American Bus Association (ABA) Marketplace in January, the *Boston Globe* Travel Show in February, the N.H. Sales Blitz to Canada in conjunction with the Toronto Golf & Travel Show in March, and the Discover New England International Summit in April.

"The initiatives start in January so it's important that we secure the \$31,412 matching funds right away," said Noble. "This is a golden opportunity to raise the Greater Portsmouth area above the competition, and to keep that \$7 in visitor spending to every \$1 spent on tourism marketing right here in the Seacoast area. Those who buy-in to these cooperative destination marketing programs will get a chance to have their brochures on site at the travel shows and other select benefits—all this in addition to helping to insure our collective success in bringing visitors to the Seacoast."

Those interested in being a part of the collective marketing effort may contact Noble for more details at (603) 610-5517 or tourism@portsmouthchamber.org. ★

Calendar of Events



Vintage Christmas in Portsmouth

Through December

SELECT PORTSMOUTH VENUES
[PORTSMOUTH, NH]

Looking for a wonderful way to spend the holidays? Check out "One of the Top Ten Things not to miss in New England" (*Boston Globe*), now in its fourth year in New Hampshire's oldest waterfront town--Vintage Christmas in Portsmouth. This new classic holiday tradition-- a celebration of the winter, the warmth, the light and our collective memories of holidays past -- features holiday shows at **The Music Hall** (the landmark Victorian theater), Candlelight Strolls and Holiday House Tours at **Strawbery Banke Museum** (a 10-acre living history museum in the heart of Portsmouth) and stayovers at local hotels and inns. Back by popular demand will be the free Vintage Christmas Trolley provided by the **City of Portsmouth** to shuttle patrons around each Saturday and Sunday from 1:30-10:30 p.m. -- a 15-minute loop with a dozen stops.

For more on *Vintage Christmas in Portsmouth*, visit www.themusichall.org/vintagechristmas. The online pages include an easily downloadable map/calendar of the trolley route and all activities -- some like the tree lighting, parade and trolley are free; while budget buys are offered for strolls and shows.

Presenting sponsors include the City of Portsmouth and the Banks Gallery. Lead sponsors are the **Hilton Garden Inn Portsmouth Downtown, Wentworth by the Sea--A Marriott Hotel & Spa**, the **Sheraton Harborside Portsmouth Hotel** and the Chamber. ★



Guests at last year's winetasting visit the Sheraton's seafood buffet.

Holiday Winetasting & Auction

Get a Headstart on Ringing in a Little Holiday Spirit and Pick Up Some Holiday Shopping Bargains Too

5:30-7:30 p.m., Thursday, Dec. 18

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.

This year the event will also feature a small live auction where guests will get a chance to bid on exotic vacations and luxury box tickets to see the world champion Celtics to name a few. Winners of the online silent auction will also be picking up their winnings during the evening.

Cost of the event is \$30 for online registration and \$35 at the door. For more on the winetasting, and both the silent and live auctions, visit www.portsmouthchamber.org/winetasting2008.cfm. ★



Sheraton
Harborside Portsmouth
HOTEL & CONFERENCE CENTER

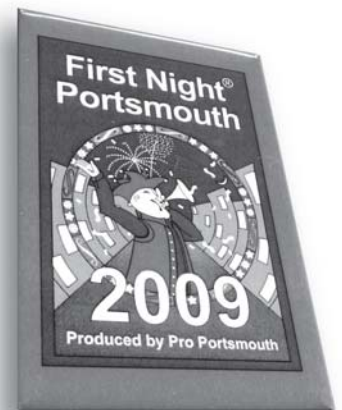
Mid-Day Meet Networking

Connect and Network at the Mid-Day Meet

11:30 a.m.-12:30 p.m., Friday, Dec. 19

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

Mark your calendar to network at the December 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 Salina McIntire at (603) 610-5514 or membership@portsmouthchamber.org. ★



First Night Portsmouth

5 p.m.-Midnight, Wednesday, Dec. 31

DOWNTOWN PORTSMOUTH
[MARKET SQUARE]

Pro Portsmouth invites the Seacoast community to downtown Portsmouth for First Night Portsmouth.

There are only two places left in New Hampshire that celebrate New Years as a First Night community," said Barbara Massar, executive director of Pro Portsmouth, and Portsmouth is one of them.

Some activities and performances on tap for this year's celebration include an ice sculpture at the **North Church**, a Fireworks Display at 7:30pm, West African

vents

Sponsored By
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DECEMBER ★ 2008

RENEWING MEMBERS

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

- | | |
|---|---------------------------------------|
| B.J.'s Wholesale Club | Mark H. Wentworth Home |
| Blind Dog Photo, Inc. | Marple & James Real Estate |
| Bruce Teatrowe Carpentry | McDougall & Duval Advertising |
| C.E.D Consolidated Electric | Mulberry Childcare & Preschool |
| Casey Function Center | Points Nor'East Properties |
| Cevon Corp. | Port City Livery |
| Chiangmai Thai Restaurant | Portsmouth HairCare & Day Spa |
| Commonwealth Financial Network | Proulx Oil Service |
| Cummings, Lamont & McNamee, PA | Reverse Mortgage of New England |
| Cunningham Associates Insurance, LLC | Robert A. Lucas & Associates. Inc. |
| D'Adamo Institute for the Advancement of Natural Therapies, LLC | Seacoast Community Values |
| Dale Carnegie Training | Secure Planning, Inc. |
| Emersontel, LLC | SOMNIA Artistry for Bed & Bath |
| Ethan Allen Furniture | South East England Development Agency |
| First Church-Christ Scientist | St. Thomas Aquinas High School |
| Flora Ventures | Star Island Corporation |
| Fred C. Church Insurance | Taste of the Seacoast Magazine |
| Friends of Portsmouth Harbor Light | Taylor & Yiokarinis |
| Good Leads | The Krempels Brain Injury Foundation |
| Harbor Pointe Financial Resources | Together In His Name |
| Hilton Garden Inn/Downtown | Wachovia Securities |
| Irving Oil Corporation | Westaff |
| Jumpin' Jay's Fish Cafe | Women's Business Center |
| Kittery Trading Post | |
| Law Office of Elizabeth Chicknavorian | |
| Maplewood Ave Associates | |

WHAT'S AHEAD

[DECEMBER]

18th

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

19th

Mid Day Meet Pease
1 New Hampshire Ave.
Pease int'l Tradeport

25-28

Chamber Offices Closed

31st

First Night Portsmouth
Downtown Portsmouth
4:30 p.m.-Midnight

[JANUARY]

8th

eCoast 10th Anniversary
eBrew Bash

9th

Mid Day Meet Downtown
The Page
172 Hanover St.,
Portsmouth, N.H

14th

Breakfast Forum with
Jonathan Tourtellot,
Geotourism Editor for
*National Geographic
Traveler Magazine*

16th

Mid Day Meet Pease
1 New Hampshire Ave.
Pease int'l Tradeport

drumming with Fote' at the **Seacoast Repertory Theatre**, folk music with Salt River at the Unitarian Universalist Church and performances by Randy Armstrong at Temple Israel. For a complete listing of activities, visit www.proportsmouth.org

The First Night® Button is your ticket for all entertainment. The button is available online at www.proportsmouth.org or locally at **Hannaford** (Pic 'n Pay) on Islington Street, the Greater Portsmouth Chamber of Commerce, and seacoast-area branches of **Ocean National Bank**

For a complete First Night schedule, visit www.proportsmouth.org/firstnight.cfm. ★



eCoast Technology Roundtable 10th Annual Birthday Bash

*Join Us to Celebrate the
eCoast's 10th Successful Year*

5-7 p.m., Thursday, Jan. 8

THE PRESS ROOM
[DANIEL ST., PORTSMOUTH NH]

Don't miss this first networking event of the new year and the chance to celebrate the successes of the eCoast at venue that will be filled with fun, food and networking. Join us at the **Press Room** for some birthday cake and the opportunity to hook up with colleagues from the Seacoast's growing clan of high-tech companies at the first networking event of the new year. This year's party is underwritten by **Good Leads**.

Sponsorship opportunities are still available for one of the entertaining events on the high-tech calendar. Those interested in sponsoring or contributing to this year's celebration may contact Tom Cocchiaro, the Chamber's communications manager, at (603)610-5520 or email tcocchiaro@portsmouthchamber.org. ★

Good Leads

AAA of Portsmouth Shows Off New Space at BAH

Local Travel Office Staff Offers More Than Just Maps



Above, guests at the Portsmouth American Automobile Association Business After Hours mingle in the office of the agency's new location on Lafayette Rd. in Portsmouth. In the foreground, facing the camera are Maureen "Moe" Sullivan, from the Child Advocacy Center of Rockingham County; and Sean Clancy, of Leverage Coaching, Training & Consulting.

Where in the world is the new home of the Portsmouth office of **AAA** was the name of the game Nov. 20 for more than 100 members and guests who eventually GPS'ed their way to the November business after hours.

While some guests took the long way around, those who found their way to the new spot in the **Bowl-O-Rama** Mini Mall were rewarded with a buffet of tasty treats from the **Blue Mermaid Island Grill** (served up by Owners Karen and Scott Logan), complimentary travel literature and a host of door prizes.

AAA District Manager Chris Lippincott and his staff were thrilled at the turnout and took the opportunity to introduce guests to the association's full line of member services. Some of the less known include vehicle buying service, driver school training and flight insurance which are in addition to the association's more traditional travel services and breakdown assistance.

Some attendees left the event with more than a goodie bag full of travel brochures: **Steven Scott, The Provident Bank**, and **Mark Syracuse, Apple Painting and Restoration** both picked up a \$100 AAA gift certificates; **Tony Manfredi, Staff Hunters**, and **Steve White, Mayflower Transit**, won an AAA memberships; and **Debbie Mae, Weichert Realtors**, and **Andrea Keyser**, both drew gift certificates good for dinner for two at the Blue Mermaid Island Grill. **Helen Edelstein, Easter Seals New Hampshire**, won honors as member of the month. Winners of the distinction get a free photo and profile writeup on the Chamber's website which is prominently marked with a link from the home page. ★



Guests at the joint eBrew-Synapse get connected in the "Upper Room" at The Press Room in downtown Portsmouth.

SwANH and eCoast Get Together for Joint Mixer

More Than 60 Techies Enjoy eBrew-Synapse in Press Room

While the stock market headed for the nether regions Nov. 6 there was nothing but energy and enthusiasm on the top floor of **The Press Room** as "techies" from across the state gathered for a joint eBrew-Synapse networking event. The program, co-hosted by the Software Association of New Hampshire and the eCoast Technology Roundtable, drew more than 60 guests who spent the evening connecting and munching on a tasty buffet courtesy of The Press Room management. Some also left the mixer with more than a handful of business cards thanks to the generosity of sponsors and hosts: **Geoffrey Heath**, New Age Software Services Corp.; **Rich Nowak, Cevon**; **Carl Eric Johnson**, USANA Health Services; **Lee-Ann McQuilken**, Software Quality Assurance; and **Jody LaRue, VFXDirect** all won SwANH diaries. **Patrick McFadden, Luxury Chauffeured Services**, picked up a SwANH water bottle; and **Mark Samber**, Ooberware, and **Sheyne Brannonier**, Business Development drew a **Bid2Win Software Bag**. **Freeman Woodson**, Great Bay Software, Inc.; **Lauren DeLong**, HMG Search Marketing; **Brad Goodwin**, Dynamic Network Services; **Scott Braly**, IT Professional; and **Phillip Decker, Mesmer & Deault, PLLC**, all became proud owners of an eCoast ball cap.

The Chamber thanks the following event sponsors for helping to make the evening possible: **Pixel Media**, **Bid2Win Software** and the Chameleon Group. ★

The Music Hall recently unveiled the **TMS Architects**-designed Founders Lobby to the public. Under the supervision of **John Merkle**, AIA, the design had been a closely guarded secret so that the opening was a complete surprise to the community. Applauded by patrons, the Beaux-Art inspired vision reflects the restored upper theatre with its curves, colors and red velvet settees. The new 2,600 square-foot space is 1,100 feet approximately larger than the old, "cramped" lobby. Working with architect John Merkle to make this project a success was designer **Jason McLean** of Jason McLean Design and general contractor **John DeStefano** who executed the complicated building project. For more on TMS, visit www.tmsarchitects.com. For more on the Music Hall, visit www.themusichall.org.

Elizabeth D. Chicknavorian, Esq., principal of **Chicknavorian Law Office**, was recently admitted to practice law in Maine. Chicknavorian has practiced law in Massachusetts for 18 years and in New Hampshire for nine years. She concentrates her practice in the areas of business entity formation and maintenance, business acquisitions and sales, contract drafting, review and negotiation, and trademark and copyright matters. For more information, visit www.lawedc.com.

Portsmouth Pro Musica and the Youth Chorale invite members to a series of annual holiday concerts featuring contemporary and classical music. Concerts will be held at 4 p.m., Dec. 13 at the Holy Trinity Lutheran Church in Newington, N.H.; and 7 p.m., Dec. 14 at the **North Church** in Market Square. Tickets are available at the door: \$12 for adults and \$10 seniors and students. Advance tickets are \$10 for adults and \$8 for seniors and students. For more information on performances and venues, contact Ronni Longwell at (603) 828-6377 or visit www.portsmouthpromusica.org.

McDougall & Duval Advertising, an award-winning advertising, marketing and public relations agency in Amesbury, Mass., recently welcomed **Janet Mansfield** as vice president of client services. Mansfield will manage some of the agency's top clients, and introduce new processes and procedures based on the best practices she has garnered through nearly 15 years in advertising. Prior to joining McDougall and Duval, Mansfield worked at several of the region's top advertising and marketing firms including Johnson & Johnson, General Motors, Zipcar, Monster.com, Oxygen Media, Fidelity Investments, Electric Insurance, Papa Gino's, the Humane Society of the United States, and the Doug Flutie Jr. Foundation for Autism. For more on the firm, visit www.mcdougallduval.com.

Borealis Ventures invites the Seacoast business community to a special presentation with *Boston Globe* columnist and author Scott Kirsner. Kirsner will discuss how innovators like Edison, the Warner Brothers, Pixar, George Lucas and Steve Jobs transformed the movie industry — despite enormous resistance to their revolutionary ideas. The event is set for 5:30-7 p.m., Dec. 10 at the Portsmouth Public Library. Admission and popcorn are free. To RSVP, or for more information, send a note to meagan@borealisventures.com.

Philbrick's Fresh Market recently held a Flavors of Fall Festival to benefit **Families First Health and Support Center**. Philbrick's employees organized a silent auction stocked with prizes donated by local businesses, operated a food tent and held children's activities during the festival. The event raised \$3,000 for the community health center. For more on Philbrick's Fresh Market, visit www.philbricksfreshmarket.com.

Bill Hurley, president of the graphic communications company, **Infinite Imaging**, recently announced the company's 10th anniversary. Since its inception in 1998, the company has grown to 27 employees and five locations which include the Pease International Tradeport (the original location), downtown Portsmouth, Exeter, Dover and York, Maine. The company is also undergoing a new branding campaign featuring the new tagline "Welcome to the digital age." Infinite Imaging was recently named "2008 Business of the Year" by the Chamber. For more about the company, visit www.infiniteimaging.com.

The Kane Company has signed on as a primary sponsor of **The Music Hall's** signature series *Intimately Yours* for a second consecutive year. The series showcases pop concerts in an intimate setting, a combination that produces a one-of-a-kind experience in a world-class space. **Michael Kane**, CEO of The Kane Company and Music Hall Board of Trustees member, was instrumental in securing the \$15,000 sponsorship funding for the series. For more about the company, visit www.netkane.com.

Kirk Communications recently announced that Boston-based CBE Technologies has selected the firm as its agency of record. Kirk Communications will redesign and launch CBE Technologies' new corporate website to give the company a stronger online presence. CBE is the leading provider of managed IT services for small and medium-sized companies, schools and government agencies. With offices in Portsmouth, N.H. and New Dehli, India, Kirk Communications is a global provider of integrated marketing solutions that include public relations, graphic design and interactive services including advanced 2D and 3D animation, website development and e-marketing. For more on the agency, visit www.kirkcommunications.com.

Maine-ly New Hampshire recently moved to 22 Deer Street., just down the street from their original store. Maine-ly New Hampshire specializes in New Hampshire made products with an emphasis on green and certified organic

locally made products. With 1,100 more square feet to fill, Owners **Deborah and Ken Smith** will have more room to stock their more than 10,000 unique items from all over New England. Holiday orders are now being accepted for personal and corporate gift baskets (a specialty of Maine-ly New Hampshire). For more information on the store and an overview of collection of locally made products, visit www.maine-lynewhampshire.com.

Fa La Lo recently held a fundraiser for The Acorn Foundation at its location on 10 Ladd Street in downtown Portsmouth. During the event, children and teens up to 16 years old designed their own fair trade tee shirts for a contribution to the Acorn Foundation of \$1 or more. Fa La Lo also provided a 10% discount on store purchases for those making a donation of \$1 or more. The Acorn Foundation is a faith-based organization whose vision is to bring hope to the disadvantaged and those in need by empowering them to live healthy, positive lives through genuine relationships and supportive community. For more on Fa La Lo, contact Liz Wright at 603-431-0420 or via email at fa.la.lo.of.portsmouth@gmail.com.

New England Printing of Portsmouth recently welcomed **Janet Hogan Carroll** to its team as sales and marketing manager. Hogan Carroll brings has more than 20 years of experience in printing sales and will be calling on both new and existing accounts. Hogan Carroll will also be working with the NEP team to promote the company's future move to the Bowl-O-Rama Plaza and upcoming 30th anniversary celebration. New England Printing has been serving the seacoast area since 1979. For more information, visit www.newenglandprinting.com.

Piscataqua Savings Bank in downtown Portsmouth recently launched its annual "Spirit of Giving" campaign. For the fourth consecutive year, the bank has provided drop boxes to collect donations for two community service organizations: **Families First Health and Support Center**, and the Seacoast Family Food Pantry. The bank invites members to stop by and contribute to the effort. Needs include nonperishable protein items (canned tuna or chicken, peanut butter), personal care items (tooth paste and brushes, shampoos razors and deodorant), diapers, baby wipes and winter clothes for all ages. For more on the bank, visit www.piscataqua.com.

Steve Griswold, president of Harborside Associates LP, recently promoted **George Soderberg** to general manager of the **Sheraton Harborside Portsmouth Hotel**, and **Shari Young**, long-time general manager of the landmark seacoast hotel and restaurant venue, to managing director of Harborside Associates. Soderberg joined the Sheraton Harborside in 2007 as hotel manager. Prior to that, he held various positions in his 20-year tenure with Omni Hotels and was most recently general manager of the Omni New Haven in Connecticut. In her new role as managing director, Young will be actively involved in the development and management of future hotel projects of Harborside and its affiliates. For more on the local downtown hotel, visit www.sheratonportsmouth.com. ★

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