

Dividends

GREATER
PORTSMOUTH
CHAMBER OF COMMERCE
GET CONNECTED

JUNE 2008



GREATER PORTSMOUTH CHAMBER OF COMMERCE



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Five new members recently joined the Chamber's board of directors. Pictured left to right are William Young, Optima Bank; Tim Hepburn, Baker, Newman & Noyes, LLC; Lynne Cote Joyce, Tate & Foss, Inc.; Larry Gormley, Hoefle, Phoenix & Gormley, P.A.; and Rich Middleton, Mt. Washington Assurance Corp.

Chamber to Announce New Board Members at Annual Meeting

Members Invited to Attend Meeting Set for June 26 at SNHU

Members are invited to meet the new group of directors, and learn more about the Chamber's operations and plans at this year's annual meeting set for 8-9 a.m., June 26 in Room 204 at **Southern New Hampshire University** which is located at the Pease International Tradeport.

New board members include William Young, a director, senior vice president and chief lending officer of **Optima Bank & Trust**; Tim Hepburn, a principal with **Baker Newman & Noyes'** tax division; Lynne Cote Joyce, an associate broker, and sales and marketing specialist with **Tate & Foss, Inc.**; Larry Gormley, a partner in the law firm **Hoefle, Phoenix & Gormley, P.A.**; and Rich Middleton, general manager for **Mt. Washington Assurance Corp.**

Outgoing board members include John Lyons, **Lyons Law Office**, immediate past chair; and Noel Graydon, **Rivergreen Bank**, current treasurer.

Young said he joined the board to help connect member businesses. "Having spent the last 20 years of my banking career in Portsmouth and the surrounding business communities, I feel I can bring unique business perspectives to the Chamber board...and I want to be a part of bringing businesses together." Young has been recognized for his service to **Cross Roads House** and works regularly with the **Children's Museum of New Hampshire** and **Leadership Seacoast**.

Cote Joyce has already hit the ground running working with the Portsmouth Harbour Trail 5K Road Race and annual dinner committees. She said she joined the board to "be a part of the Chamber's ongoing efforts to help local businesses, cultural organizations and residents prosper."

Hepburn is next in line to take over as treasurer and serves as a **United Way of the Greater Seacoast** volunteer. Gormley and Middleton are currently serving on the Chamber's government affairs committee and are working to ensure Chamber members are represented in Concord in issues of critical importance to business. Gormley is also working as a member of the road race committee and has served as president for a number of local organizations including the Portsmouth Sunrise Rotary, **Cross Roads House** and the Rye Education Foundation.

New and outgoing board members, and the new officers, will be recognized formally at this year's annual dinner which is set for Aug. 14 at Harbour Place in Portsmouth.

The Chamber will also recognize the citizen, business and volunteer of the year at the dinner and members are invited to have a part in the selection process. To nominate an individual or business for this year's awards, just fill out a nomination form which may be found in this issue of *Dividends*. Deadline for submissions is July 14. To download a copy of the nomination form visit www.portsmouthchamber.org/library.cfm. ★

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Portsmouth Officials Talk About City's Economic Health, the Budget and Future Initiatives at May Breakfast

CHAMBER STATS

MAY 2008

Web Hits: 817,134

Walk-ins: 2,638

Inquiries: 194

Mailings: 828

[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

The "summer season" has finally arrived! A time when we look forward to embracing the warm weather and summer activities. Unfortunately this year we are forced to endure the higher cost of gas and almost everything that must be transported. The good news is that we do not have to travel far to have it all. It is right here. Perhaps this is the year to stay close to home and enjoy what we all brag about. Hopefully there will be many visitors, new people to meet and new connections to make. Along those lines, we'll be working hard to ensure a successful season for all our members. There will be lots going on, so stay tuned to the newsletter and the Chamber's online calendar to stay on top of all the opportunities to "connect," and to enjoy everything our vibrant community has to offer.

Some of those activities coming up fast are the Chamber's 25th annual golf tournament on Friday, June 13 (only a few spaces left) Market Square Day on June 14, and the Portsmouth Harbour Trail 5K Road Race set for July 12. In August, we'll be doing something a little different with the annual dinner transforming it into a casual summer celebration on the dock at Harbor Place Aug. 14. The event will feature a **Foster's Clambake** feast and our traditional annual awards. In the fall, the Seacoast will see a new major event with the **Jumper Classic**, an equestrian show that is sure to draw thousands to the area Sept. 3-7. On Sept. 20, **Seacoast Area Bicycle Routes** will celebrate the opening of New Hampshire's segment of the East Coast Greenway (New Hampshire will be the first to complete a segment of the cycling route extending from Maine to Key West, Fla.) and the following day the community will see a sea of cyclists as The 4th Annual *Smuttynose Brewing Co.* Portsmouth Criterion Bicycle Race gets underway in downtown Portsmouth. And last, but certainly not least, we'll be commissioning the USS New Hampshire, a Virginia Class Attack Submarine at the Portsmouth Naval Shipyard Oct. 25—a major statewide event that will bring maritime enthusiasts from throughout New England to the Greater Portsmouth area.

Also coming up this month, George Campbell, commissioner of the NH Department of Transportation will join us at a **Bank of America** Speaker Series Breakfast Forum on June 25 to speak about our highways and bridges. The Business Development Committee is looking to expand the Mid Day Meet program by adding a downtown location, and will also be hosting a business centered radio program on **WSCA Portsmouth Community Radio** that will be phased in over the summer. Improvements to our website continue to take shape over the summer providing new ways to "get connected" to each other and the community.

Your Chamber Board will also be changing to meet the challenges of the next year. New officers will be chosen at the annual meeting on June 26 at **Southern New Hampshire University**. We encourage you to attend and participate in the process. Your ideas and your participation are important to our continued growth.

Finally I want to thank **Bob Bordeleau**, our former business manager, for his service to the Chamber. Bob and his wife have decided to move closer to family in Falmouth, Mass. where he recently accepted a position as business manager at Falmouth Academy. He has been steady at the wheel guiding the business end of the Chamber for nearly seven years and his involvement has been instrumental in a long line of our successes. We wish him well. **Angela Stasz**, our new business manager comes with equally strong credentials and we look forward to working with her. Angie will be spearheading our change to a new bookkeeping system that is more in tune with the organizations needs.



Celebration, change and growth, are the marks of a successful organization. We encourage you not only to enjoy our wonderful community but to participate with us to ensure we keep it on course. ★

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.

[DIRECTORS]

Howard Altschiller, Julie Burns,
Lynne Cote-Joyce, Diane Devine, Larry Gornley,
Nicole Gregg, Tim Hepburn,
Bill Hurley, Jim Jalbert, Mary Leddy, Jay Levy,
Kathleen Lewis, John Lyons, Jay McSharry,
Rich Middleton, Renee' Riedel, Grant Sanborn,
Ken Smith (City Liaison) and William Young

[OFFICERS]

Lisa DeStefano
Chairperson

Jay Levy
Vice Chair

Noel Graydon
Treasurer

John Lyons
Immediate Past Chair

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Ginny Griffith
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Nicki Noble
Tourism Manager

Angela Stasz
Business Manager

Joan Chawziuk
Tour Coordinator

Elizabeth Barcomb
Information Center Assistant

Susanne Falzone
Visitor Assistant

Bea Ann Kendall
Visitor Assistant

[NEWSLETTER]

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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 Islington St. in Portsmouth.



*NH Transportation Commissioner
George Campbell.*

NH Transportation Chief Breakfast Guest Speaker

Newly Appointed George Campbell to Visit June 25

New Hampshire's new Department of Transportation Commissioner George Campbell will be the guest speaker at the next **Bank of America Speaker Series Breakfast Forum** scheduled for 7:30-9 a.m., June 25 at the **Sheraton Harborside Portsmouth Hotel**.

NH Gov. John Lynch placed Campbell in the "driver's seat" May 19 during official swearing-in ceremonies in Concord. Campbell has extensive experience in public service in executive leadership posts in state government and elected office, having previously served as Commissioner of the Department of Transportation and Commissioner of Economic Development for the State of Maine, and as a City Councilor and Mayor of Portland, Maine. In the private sector, Mr. Campbell has been president of four companies, including an intermodal transportation business and a commercial real estate business.

Campbell is expected to talk about his vision for the state's transportation infrastructure and topics of particular interest to the Greater Seacoast community. The Portsmouth resident has also lent his leadership expertise to numerous community boards, including the executive committee of **The Music Hall**.

Campbell earned his Bachelors of Arts Degree and Master's Degree in Public Administration from the University of Maine.

Cost of the breakfast is \$20 for Chamber members and \$27 for nonmembers. Those interested in attending may register online at www.portsmouthchamber.org/campbellbreakfast.cfm or contact the Chamber at (603) 610-5510 or info@portsmouthchamber.org. ★

Bank of America 

Chamber Helps Facilitate Expanded, Free WiFi

WiFi Partners Install First Access Points

Visitors and residents will enjoy increasing wireless Internet access throughout the Portsmouth downtown thanks to a continuing partnership between the City of Portsmouth, the Chamber and several high-tech Chamber members. Two access points were installed May 30 on the city's Hanover St. parking garage providing coverage within a 500-foot radius with another 20 transmitters planned. This is in addition to the current Market Square WiFi access point.

Equipment for the expanded WiFi service was donated by **Cisco Systems**. Other Chamber-member partners are **BayRing Communications, Single Digits, Port City Web** and **Buzz on a Budget** (D. Scott Campbell & Associates). WiFi access is free and open to the public thanks to a state grant facilitated by the Chamber.

To get into the system, users need only register though www.ecoastwifi.org and fill out a basic survey. "We're really excited about this new phase in the project," said Ginny Griffith, the Chamber's business development manager. "The new equipment has allowed us to rev up the bandwidth to the point that the speed is 22 times faster than the service we've been offering in Market Square over the past five years. We expect to see many more people using the system over the coming year which means we can collect more valuable information on who is visiting and what their interests are. This information will help us to better serve our members and accommodate the needs of visitors." ★



*Angela Stasz, new Chamber business
and administrative manager.*

Chamber Welcomes New Business Manager

Local Eliot Resident will Serve Dual Role

Eliot resident Angela Stasz has joined the Chamber staff as business and administrative manager. Stasz comes to the Chamber from **Hodgdon, Wilson and Griffin** where she served as staff accountant. She takes over from the former business manager Bob Bordeleau who leaves after 7 years in the position. Bordeleau recently accepted a position as business manager with Falmouth Academy on Cape Cod.

In her new position, Stasz will be responsible for managing the Chamber's financials, files and membership records, and for preparing the Chamber's budget with the president and board of directors. She will also assist the staff with member services and support.

Stasz has a wide range of experience and has served in a number of roles such as corporate controller with **Rockingham Electrical Supply, Inc.**; staff accountant with **Cummings, Lamont & McNamee** and as business manager with Omtool, Ltd. in Andover, Mass.

"I'm really excited about being at the Chamber and being more involved with the community," said Stasz. "I'm looking forward to working with the staff to support the needs of the business community and meeting our members." ★

Calendar of Events



25th Annual Seacoast Ventures Chamber Golf Tournament

8:30 a.m. Shotgun Start, Friday, June 13

THE OAKS GOLF LINKS
[100 HIDEAWAY PLACE, SOMERSWORTH, NH]

The Portsmouth Chamber and Marquee Sponsor **Seacoast Ventures** will kick off the golf season in style June 13 at the 25th Annual Chamber Golf Tournament. This year's competition will be held at the par-72 **Oaks Golf Links** in Somersworth, N.H. 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! Major sponsors include **Seacoast Ventures**, **Piscataqua Landscaping**, **Centrix Bank**, **The Leddy Group**, **Oppenheimer**, **Two International Group**, **Oppenheimer**, **Global Technical Talent** and **The New England Center**.

Competitions and prizes on tap for this year's tourney include a \$5,000 putting competition underwritten by **Oppenheimer & Co., Inc.**, a shiny new car courtesy of **Port City Nissan-Suzuki** and a spa from **Custom Pools**, and a wealth of other golf goodies.

There are still some team slots open for this year's tournament, however; those interested in playing should contact the Chamber as soon as possible at (603)610-5510 or info@portsmouthchamber.org. Registration forms are available online at www.portsmouthchamber.org/golf_tournament.cfm. ★

SEACOAST A Business Journal
Ventures

Mid-Day Meet Networking

Connect and Network
at the Mid-Day Meet

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

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

Mark your calendar to network at this month's Mid Day Meet hosted by **Two International Group**. The conversation is facilitated by member 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.

Those planning to attend should bring business cards, a brief description of their businesses, a success story and any promotional materials or opportunities they'd like to present to the group.

Those with questions may contact the Chamber at (603) 610-5510 or info@portsmouthchamber.org. ★



NH Transportation Commissioner
George Campbell.

Breakfast with New NH Transportation Commissioner

7:30-9 a.m., June 25

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

Join us to meet New Hampshire's newly appointed commissioner of transportation at the

Chamber's next breakfast forum, scheduled for 7:30-9 a.m., Wednesday, June 25 at the **Sheraton Harborside Portsmouth Hotel**. The breakfast is part of the **Bank of America Speaker Series**.

Commissioner George Campbell, a Portsmouth resident himself, is expected to talk about his vision for the future of the state's transportation infrastructure, and upcoming projects and construction that will impact the Greater Portsmouth area and Seacoast region. Campbell was official sworn in by N.H. Gov. John Lynch May 18 in Concord.

Cost of admission is \$20 for Chamber members and \$27 for nonmembers. Reservations may be made online at www.portsmouthchamber.org/campbellbreakfast.cfm or by contacting the Chamber at (603) 610-5510 or info@portsmouthchamber.org. ★

Bank of America

EXCHANGE
CITY

Business After Hours

5-7 p.m., Thursday, June 26

EXCHANGE CITY
[25 GRANITE ST., PORTSMOUTH, NH]

Join us for a close look at one of the Seacoast's unsung training grounds for budding entrepreneurs at the June business after hours hosted by **Exchange City New England**. The event is being underwritten by **Harbour Capital Corporation**.

Exchange City is a unique educational resource for New England's public, private and home schooled students whose goal is to educate and inspire young people to have a better understanding of career opportunities, and to be better workforce prepared. This is accomplished by teaching financial literacy, economics, entrepreneurship, and civics, in a creative and stimulating hands-on environment.

vents

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JUNE ★ 2008

Exchange City is located in an 8,000 square foot, life-size replica of a city with realistic architectural design customized to reflect New Hampshire's businesses and institutions. Students who visit the city, apply the lessons learned in the classroom by taking on the roles of employees, consumers and citizens as they run fifteen businesses and government offices comprised of a Bank, Center for College Planning, Dunkin' Donuts, Technology Center, Newspaper, United States Post Office, Wendy's, as well as several other businesses.

The faculty and staff of this mini-city have a fun evening planned for attendees including tours, fine food, and raffle prizes such as a stay for two-weeks at Camp Cody valued at \$2,000. Please join us and tap into the Exchange City experience! ★



PORTSMOUTH
HARBOUR
 TRAIL

13th Annual Harbour Trail 5K Road Race & Kid's Fun Run

9 a.m., Saturday, July 12

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

Now's the time to sign up for the 13th Annual Portsmouth Harbour Trail 5K Road Race and Kid's Fun Run set for July 12. The race, underwritten by **FairPoint Communications**, is USATF-sanctioned.

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

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

The online entry fee is \$15 per person if prepaid by July 8. Mail-in, walk-in and "day of" registration is \$20. Registration for kids is \$5 per child. For more details, or to register online, visit the race page at www.portsmouthchamber.org/roadrace.cfm. ★

WHAT'S AHEAD

[JUNE]

13th
 25th Annual
 Golf Tournament
 The Oaks, Somersworth

20th
 Mid Day Meet
 1 New Hampshire Ave.
 Pease int'l Tradeport

25th
 Breakfast with NH
 Transportation
 Commissioner
 Sheraton Harborside
 Portsmouth Hotel

26th
 Chamber Annual Meeting
 Southern NH University
 Pease Int'l Tradeport

26th
 Business After Hours at
 Exchange City

[JULY]

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

18th
 Mid Day Meet
 1 New Hampshire Ave.
 Pease int'l Tradeport

For a schedule of
 committee meetings, visit
[www.portsmouthchamber.org/
 committeecalendar.cfm](http://www.portsmouthchamber.org/committeecalendar.cfm)

RENEWING MEMBERS

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

- | | |
|--|-----------------------------------|
| Alliance Core Technologies | Marshall Rental Center |
| Bank of America | Mature Living Choices |
| Calypto Communications, LLC | NE Video Productions |
| Celtic Crossing | New England Club Cleaners |
| Chittenden Insurance Group | Northeast Community Mortgage |
| Cisco Systems, Inc. | Northeast Creations, Inc. |
| Coldwell Banker Walsh
Real Estate | Ocean Bank |
| CTX Mortgage Company | Ocean Properties |
| DC Audio & Video Services | Office Interiors |
| Dinner's Done! | Oppenheimer & Company |
| Direct Capital Corporation | PC Connection |
| Donahue, Tucker & Ciandella | Paychex |
| Elite Printing Group | Payrolls Plus, Inc. |
| Extended Family | Port City Forwarding Inc. |
| FISC Solutions | Port Professional Staffing, LLC |
| Granite Group Benefits, LLC | Portsmouth
Kayak Adventures |
| Harbor Eyecare Center | RAM Printing |
| Harbour Gallery | RiverWoods at Exeter |
| Hodgdon, Wilson & Griffin | Rockingham County
Service Link |
| IXTAPA Cantina
Mexican Restaurant | Runner's Alley |
| Izzy's Frozen Yogurt | Seacoast Asset Management |
| J. Clifton Avery Insurance | Seacoast Harley-Davidson |
| Jeff Bower Electric, LLC | Seacoast Screen |
| Juvenile Diabetes
Research Foundation | SeacoastNH.com |
| Kiwanis Club of the Greater
Seacoast | St. John's Episcopal Church |
| LEDDY Group | St. Patrick School |
| Leverage Coaching,
Training & Consulting | StoneHill Environmental |
| Maine Association of
Professional Consultants | Wentworth-Coolidge Mansion |
| | Wire Media, LLC |

City Officials Present State of the City at May Breakfast

Economic Position Strong but Social Problems on the Rise



Breakfast sponsor and city officials pose for a photo following the State of the City Breakfast Forum May 21. Pictured left to right are Jeff Angers, Bank of America; Portsmouth Fire Chief Chris LeClaire; Portsmouth Police Chief Michael Magnant, Portsmouth City Manager John Bohenko, Portsmouth Superintendent of Schools Bob Lister and Portsmouth Assistant Mayor Jack Blalock.

It was standing room only as more than 80 Chamber members and guests crowded into the **Sheraton Harborside Portsmouth Hotel** to hear city officials present their annual state of the city address. The event was part of the **Bank of America Speaker Series**.

City Manager John Bohenko led off the presentation saying that Portsmouth continues to be attractive to business resulting in several significant development and redevelopment proposals in the Central Business District and continued building and expansion at the Pease International Tradeport. He also said that "Portsmouth remains a dynamic and vibrant community recognized on various lists of great places to live, work and visit" and noted two recent honors: the 2008 Dozen Distinctive Destination recognition, given by the National Trust for Historic Preservation and New Hampshire's "most walkable" city.

Bohenko was also proud to report that while there was a need to raise the budget, city officials held increases to just 3.2 percent in an effort to provide relief to taxpayers who may face yet another round of school funding tax increases in the near future. He added that a strong fiscal policy also won the city a AA bond rating recently which makes it cheaper to borrow money when necessary and eliminated the need for costly bond insurance.

Other subjects included the formation of a committee on sustainability practices, LEED certification for future city facilities, expanded free wireless Internet access, wider sidewalks, northern tier construction projects like the PortWalk and Westin Conference Center, the beautification of the city's Market St. entrance and standardized directional signage for attractions, historic places and other sites.

In closing Bohenko said, "I am cautiously optimistic that the state of our City remains strong despite the national economic trend. We believe that Portsmouth will continue to thrive in the years to come, thanks to careful planning and the dedicated efforts of the many people who believe in this richly diverse City and its future."

Other speakers included Police Chief Michael Magnant, Fire Chief Chris LeClaire, Superintendent of Schools Bob Lister and Assistant Mayor Jack Blalock.

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

Portsmouth Saturn Rolls Out Red Carpet for Guests

More Than 130 Visit Local Dealership May 22

Valet parking, friendly staff, a red carpet and a fleet of shiny new autos greeted more than 130 Chamber members and guests who traveled to **Saturn of Portsmouth** May 22 for the monthly business after hours.

Throughout the evening guests took tours of the dealership, checked out the lineup of new Saturn cars and networked with one another at the "open air" event.

Dealership Owner Bob Swartz and General Sales Manager Jeff Kleiner were both pleased with the event and said they were surprised at the number of business cards being exchanged during the evening.

Doorprize winners at the event were **Tim Dutton, New England Dragway**, who won a **Fox Run Mall** gift certificate; **Jessica Rider, Kane Insurance**, and **Wayne Smith, Oppenheimer**, both picked up a \$100 gift certificate for full-car reconditioning courtesy of Saturn; **Kathy DePetrillo**, also with NE Dragway, drew a gift card for windshield repair; **William Diggle, Seacoast Fun Rides**, won an oil change and tire rotation from Saturn; **Maureen Murtagh, Keller Williams**, picked up four tickets to a Manchester Wolves game and **Webster Guidoboni**, FedEx drew a **Popovers** gift certificate. Member of the month winner for May is **Paul McAskill, The Compass Points**, a business development consultant and coach. To find out more about him and his business visit www.portsmouthchamber.org/memberofthemonth.cfm. For pictures go to www.portsmouthchamber.org/saturnbah. ★



Saturn General Sales Manager Jeff Kleiner presents a doorprize to Jessica Rider, Kane Insurance, at the May business after hours. Inset, Paul McAskill, The Compass Points, won member of the month honors at the event and celebrated behind the wheel of a Saturn "Sky."

Atlantic Media won a 2008 Business in the Arts Award May 12 at a gala evening presentation by the New Hampshire Business Committee for the Arts in Manchester, N.H. Atlantic Media, a film and video production company located in Portsmouth, N.H. According to Atlantic Media Principal **Nancy Beach**, her company was cited for its support and promotion of the creative economy, including production of in-kind promotional video for **The Music Hall**, supporting cultural exchanges between New Hampshire and Ghana, West Africa, and serving on the boards of various cultural, governmental and community organizations. For more on Atlantic Media visit www.atlanticmedia.com.

Wintergreen Solariums was recently selected as a finalist in the National Sunroom Association Design Awards Competition. The company was selected for its "Glazed Roof Sunroom \$30,000 and Over" design from a field of nearly 200 entries. The competition recognizes those companies that have shown a commitment to design excellence and installation. For more details on the company, visit www.wintergreensolariums.com.

The **Lollipop Tree**, a specialty food manufacturer located in Portsmouth, N.H., recently announced that its Pepper Jellies are now made with organic ingredients and placed in new packaging. Pepper jelly flavors including hot, mango ginger, raspberry shallot, roasted garlic black olive, vedalia onion cranberry and wasabi lime. For more about the local company, visit www.lollipoptree.com.

CONDORAerial Image Systems is offering a new web-based service to help businesses realize the advertising potential of the rapidly growing mobile web. The new service provides clients with an easy and economical way to deliver informational cell phone campaigns complementing their traditional print advertising. The system is designed as a non-intrusive way to provide multiple images and additional text to web enabled mobile phones only upon request. According to **Francoise Meissner**, managing partner of Condor, the system is ideal for realtors, restaurants and car dealerships to present photos and additional information linked to their print ads and drive-by signs. For more details, visit www.overheadcamera.com/news.html

CrystalVision, an award-winning design and development firm based in Newington, N.H., recently launched its new corporate web site. The new site (crystalvision.org) encompasses the company's philosophy through eye-catching, modern design brought to life through a wide range of dynamic elements using ColdFusion, Javascript, and W3C standards that ensure error-free sites regardless of the viewing browser. CrystalVision provides businesses with the web-based capacity to reach current and potential clients while also implementing powerful tools to streamline corporate productivity. To learn more, visit www.crystalvision.org.

Cross Roads House recently received a \$100,000 pledge from **Mike and Sue Daigle, DataRisk, LLC**, bringing total contributions

in its current campaign to \$4 million. The campaign goal of \$5 million will be used rebuild the shelter facility which has been providing emergency and transitional shelter to homeless individuals and families from Rockingham, Strafford, and southern York, Maine counties for more than 30 years. According to Chris Sterndale, Cross Roads House executive director, the new facility will be safer, healthier, and less expensive to operate. In 2007, the shelter provided services to 638 people, including 61 children from 39 families. For more about the agency, visit www.crossroadshouse.org.

Randy Trainor, owner of **C Randolph Trainor INTERIORS by Decorating Den**, has been named chairperson of the 500-member INTERIORS by Decorating Den Franchise Owner's Association. As chairperson, she will serve as the liaison between the franchise owners and corporate headquarters, and she will be responsible for overseeing the association's national marketing fund. Trainor was named Franchise Owner of the Year in 2005 and more recently achieved sales of over \$4 million. She has also won numerous interior design awards. For more on the company, visit www.decdens.com/rtrainor.

Engraving, Awards & Gifts, a leading company in personalized products, recently welcomed **Renée Campbell** to the staff as a new member of the IT department and web design team. Campbell will be responsible for maintenance and creation of product-rich web sites, digital photography for new products, and technical support for the customer service staff. Headquartered in Laconia, N.H., Engraving, Awards & Gifts is a personalized products company, helping customers with ceremonial ground breaking occasions, commemorative events, awards for excellence, trophies, unique keepsakes and company promotions. For more, visit www.EngravingAwardsGifts.com.

Portsmouth's newest downtown shop, **Fa La Lo**, celebrated its grand opening May 24. Fa La Lo, which stands for Fair Labor and/or Local sells women's clothing and accessories, as well as art work, pottery, fine linens, cards, T-shirts, jewelry, and many other items. Fa La Lo is owned and operated by **Scott Segee** and **Liz Wright**, longtime Portsmouth residents, who are excited about the opportunity to offer fair trade products to the Seacoast community—products that are either locally produced or produced in developing countries by workers who are paid a living wage. The shop is located at 10 Ladd St. in downtown Portsmouth.

First Colebrook Bank was recently named as an approved lender for the Small Business Administration's Patriot Express loan program. Patriot Express loans directly help service men and women who wish to start or expand businesses. Patriot Express is available to military community members and their spouses, including veterans, service-disabled veterans, active-duty service members participating in the military's transition assistance program, Reservists and National Guard members. Any widowed spouse of a service member or veteran who died during service or of a service-related disability is also eligible. For more on the program and the bank, visit www.firstcolebrookbank.com.

Piscataqua Savings Bank recently welcomed **Vincent Taccetta III** to its board of trustees. Taccetta is a lifelong native of Portsmouth; his grandfather founded Taccetta Chevrolet in 1933. Taccetta took over the dealership in 1974 and operated it until he sold it in 1997. Taccetta currently owns and operates Northeast Auto Auction, Inc. out of Kittery, Maine. Ricker Lobster Company and the Lillian B. Lobster Company that his children, Kelly and Chip, run out of New Castle. Piscataqua Savings Bank is a mutual savings bank located in downtown Portsmouth dedicated to providing financial services and support to members of the local community. Taccetta replaces Richard Holt who served as a member of the board of trustees for 19 years. For more on the local bank, visit www.piscataqua.com.

Daystar Computer Services, a technology provider of website, custom programming, and computer and networking services, recently announced the launch of a new corporate website for Index Packaging, Inc. In addition to showcasing the company's comprehensive product lines, the new website also improves online quoting procedures enabling the industrial packaging company to respond more quickly to customer requests. Based in Newington, N.H., Daystar delivers complete technology solutions and services designed to meet the needs and goals of a diverse base of client companies. For more information on company, visit www.daystarinc.com.

The Leddy Group, a New England-based staffing firm, recently announced the five-year anniversary of its Lebanon, N.H., and Rutland, Vt., offices. The company, which celebrated 25 years as a company last year, has offices in New Hampshire, Vermont and Maine and provides employment opportunities by partnering with area businesses seeking light industrial, administrative, accounting and human resource consulting services. The company has been named "One of the top 100 private companies in New Hampshire" by NH Magazine several years in a row. For more details about Leddy Group, visit www.LeddyGroup.com.

The financial services firm **Edward Jones** was recently ranked fourth on Fortune Magazine's 100 Best Companies to Work For list according to **Robert W. Smith**, a financial advisor in Portsmouth, N.H. The firm also ranked second for large-sized companies. The full list and related articles appeared in the Feb. 4 issue of Fortune. Smith's office is located at 15 Rye St., Suite 105 in Portsmouth. ★

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[WELCOME NEW MEMBERS]

The Chamber Welcomes New Members

The Greater Portsmouth Chamber of Commerce welcomes the following new members

American Red Cross Blood Services

Health services, nonprofit organizations
425 Reservoir Ave.
Manchester, NH 03104
Contact: Tom Burke
Phone: (603)625-1951
Email: burketom@usa.redcross.org
Web:www.newenglandblood.org

Azimuth Financial Planning, LLC

Financial services & investments
One New Hampshire Ave.
Portsmouth, NH 03801
Contact: Bill Simpson
Phone: (603)373-8793
Email: info@azimuthplanning.com
Web:www.azimuthplanning.com

Daniel Webster Council, Boy Scouts of America

Nonprofit organizations, youth services
571 Holt Avenue
Manchester, NH 03109
Contact: Gemma Waite
Phone: (603)625-6431
Email: gwaite@bsa.org
Web:www.nhscouting.org

Fa La Lo

Art galleries, craft galleries, gifts, retail
10 Ladd Street
Portsmouth, NH 03801
Contact: Scott Segee
Phone: 603.610.1421
Email: fa.la.lo.of.portsmouth@gmail.com

Ford & Weaver, Attorneys at Law

Attorneys, legal services
10 Pleasant St., Ste. 400
Portsmouth, NH 03801
Contact: Christopher Somma
Phone: (603)433-2002,
Email: csomma@fordandweaver.com
Web:www.fordandweaverlaw.com

Marcucci Consulting

Consultants, communications, public relations
14 Heidi Lane
Bow, NH 03304
Contact: Jayne Millerick
Phone: (603)715-5407
Email: jaynemillerick@comcast.net

Neokraft

Sign making
686 Main Street
Lewiston, ME 04240
Contact: Edward Blumenthal
Phone: (800)339-2258,
Email: edward@neokraft.com
Web:www.neokraft.com

Portsmouth Propeller Club

Nonprofit organizations
PO Box 1436
Portsmouth, NH 03802
Contact: Ted Reed
Phone: (603)436-8043,
Email: treed@spragueenergy.com
Web:www.propellerclubportsmouth.org

Staffing Sense

Staffing
P.O. Box 734
Stratham, NH 03885-0734
Contact: Roy Aboody
Phone: (603)772-1700
Email: raboody@staffingsense.com
Web:www.staffingsense.com

Stewart Title of Northern New England

Radio stations, real estate title services
282 Corporate Dr.
Portsmouth, NH 03801
Contact: Pamela Ziadeh
Phone: (603)427-2811,
Email: pziadeh@stewart.com
Web:www.newenglandstewart.com

The Pink Sapphire

Retail, skin care, spa
82 Fleet Street
Portsmouth, NH 03801
Contact: Danielle Graveline
Phone: (603)472-4999
Email: pinksapphireboutique@gmail.com
Web:www.thepink-sapphire.com

Women's Intimate Solutions

Health products, wellness
PO Box 265
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Email: hrl@womensintimatesolutions.com
Web:www.womensintimatesolutions.com

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