

Dividends

GREATER
PORTSMOUTH
CHAMBER OF COMMERCE
"GET CONNECTED"

JANUARY 2008



GREATER PORTSMOUTH CHAMBER OF COMMERCE



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Legislative Reception Chance for Members to Talk Issues

Local and State Legislators Planning to Attend Mixer

The Chamber's Government Affairs Committee invites members to this year's legislative reception set for early February at the **Sheraton Harborside Portsmouth Hotel**. The free event is underwritten by **Ocean Bank** and **Portsmouth Regional Hospital**. Check the Chamber's website at www.portsmouthchamber.org for date and time.

During the reception attendees will have a chance to meet with local, state and federal representatives, government officials and Chamber executives from across the region. "This is a great opportunity for our members to meet face to face with those people who work on issues that sometimes have a great impact on their businesses," said Doug Bates, Chamber president.

"Members of the GAC regularly review bills under consideration especially those that address workforce housing needs, business taxes, healthcare and infrastructure issues like bridges and highway improvements," said Bates. "The legislative reception was designed to connect members with

the local and state leadership so they could make their concerns known firsthand. In that spirit, we hope our members will join us to start addressing those critical issues that affect us all."

Those interested in attending are asked to RSVP by contacting the Chamber at (603) 610-5510 or info@portsmouthchamber.org. ★

Chamber Incentive Rewards Members for Referrals

Sign Up New Recruits and Score Cold Hard Cash

Help sign up a new member and get cash credit. Sounds pretty straight forward, however, many members are unaware of the Chamber's long-standing referral incentive program.

This is how it works. If a current Chamber member signs up a new business, they receive a 10-percent credit (based on 10 percent of that new member's annual membership investment). That credit, in turn, may be used toward a variety of Chamber programs and services.

The incentive was created to promote growth and diversity within the membership base, and to provide tangible rewards for those who help in that effort, said Tom Cocchiaro, the Chamber's communications manager. "Increasing the membership increases our collective expertise, volunteer leadership and the resources needed to deliver quality programs and member services. "It's a win-win situation for everyone."

Payment of the referral fee is made as a credit to the referring member's account with the Chamber and may be used against dues, attendance at events, and programs or services like the member database disk, expanded web presence on the Chamber's web site, sponsorship or *Dividends* flyers.

For more information, contact Bob Bordeleau, the Chambers business manager, at (603) 610-5515 or rbordeleau@portsmouthchamber.org. ★

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[PRESIDENT'S MESSAGE]

G R E A T E R P O R T S M O U T H C H A M B E R O F C O M M E R C E



Doug Bates,
President

The New Year has arrived as has the snow and cold weather. Unless you are a winter sports enthusiast your thoughts might lean toward hibernation, but don't become distressed, one need not wait very long for change, as this is New England and the weather can change on a dime. Soon the slipping and sliding will be past and you will be sitting in the warm sun enjoying the spring breezes and the beginning of tourist season. The Chamber cannot hibernate either; we need to be ready for those spring breezes, and for the thousands of visitors, who walk through our doors, call us on the phone or contact us via email or the website.

We are fortunate to have Nicki Noble join us as at the Chamber as our new Tourism Director (see the article on Page 3). Given her presentation during the interview process, I believe she'll provide the membership with a fresh approach to our destination marketing activities and introduce us to some 21st century marketing strategies.

My first 100 days have allowed me to get to know the organization, and with the help of the Board and staff, evaluate much of what we do. Following those discussions, we have begun to lay the foundation for a number of changes that will give us a platform on which to build for the future. Along those lines, we are planning some physical changes to the Chamber's office layout to make it more business friendly for our staff and members and visitors. At the same time we'll be working with the City of Portsmouth and local agencies to determine the design of the new Gateway Project on Market Street. As many of you know, the City and the Chamber have been studying this area for a long time given it is the first thing visitors see when approaching downtown Portsmouth from the highway. We'll be looking at the best way to renovate this entranceway to our City so that it reflects the character and mood of our historic and vibrant community.

Over the next several weeks, we'll also be upgrading our vintage computer servers, which will greatly improve our efficiency and effectiveness as a staff, and our responsiveness to the needs of our members. We'll also be evaluating, streamlining and improving the Chamber website to reflect our new brand, and to incorporate new features that will hopefully make it a more effective resource for our members and all those other audiences we serve.

Within the next few days you'll be getting a note card from the Chamber wishing you a "prosperous new year." In that note card will be the new 2008 Chamber of Commerce window sticker. We urge you to display it proudly. It is a badge of honor on the Seacoast. It indicates that you belong to a very connected group of businesses who are committed to building and sustaining a vital business community. ★

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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Chamber of Commerce
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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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Chamber Kicks Off New Tourism Promo Campaign

Members Asked to Help Supplement Grant Funding

Over the next several months, Chamber staff and member volunteers will be meeting with tour bus companies, group travel planners and international travel market representatives from across the country to sell the Portsmouth experience. The Chamber will also run an ongoing public relations and ad campaign through 2008 to ensure Portsmouth is a top-of-mind choice for travelers considering a visit to New England.

All this promotional activity is made possible by member contributions and consequent matching grants from the State of New Hampshire which effectively double the Chamber's power to promote its members and the Greater Seacoast community.

In 2007, the Chamber secured nearly \$30,000 in funding from the state which will be used for a host of marketing projects including travel show representation, promotional ads in publications like *Yankee Magazine* and the *Boston Travel Show Guide*, seasonal rack cards distributed through the local area and the state, and a public relations campaign that will place monthly articles in targeted national magazines, websites and newspapers across the country.

However, to follow through with this year's comprehensive marketing program will require the Chamber to generate the corresponding matching dollars to supplement the state grant. Members have an opportunity to help in that process and to promote their businesses at the same time.

"Later this month, we'll be sending out a comprehensive menu of these marketing initiatives so members can see what we'll be doing on their behalf," said Nicki Noble, the Chamber's new tourism manager. "We believe that our members will see the value in these particular marketing programs, not only to the community, but to their individual businesses. There are sponsor opportunities, and corresponding benefits, to accommodate just about any budget, so I'm ready to work with our members to find just the right fit for their needs. Working together we can achieve a great deal more than we could individually, so I encourage members to give the program a

look and contact me directly if they're interested in being part of the effort."

Those interested in contributing, or getting more information about the destination marketing program, may contact Noble at (603) 610-5517 or tourism@portsmouthchamber.org. ★

Chamber Products to Help Boost Sales in 2008

Flyers, Emails, Events and Publications Key Tools

Now that the holidays are over, it may be a good time for members to think about ways to position their businesses for a prosperous 2008. And the Chamber offers a number of programs and services to help members do just that.

Throughout the year, the Chamber produces this *Dividends* newsletter which gives members an opportunity to gain some free visibility by submitting news articles for the Movers and Shakers section. There's also an opportunity to place a flyer in the newsletter which goes to a targeted group of more than 1,500 business people throughout the region. To download details on this service and the contract, visit www.portsmouthchamber.org/uploads/dividendsflyercontract2008.pdf.

Members may also want to take advantage of the member email blast program which has come in handy for those who have short notice promotions they'd like to get out to the membership. Cost is \$275 which includes the setup and sending of the email. For more information on this service, surf over to the Chamber's website and type in .../uploads/emaillblastprogram.pdf.

And there are the many events the Chamber hosts throughout the year where members can connect with potential clients (business after hours, breakfast forums and seminars), gain visibility and recognition through sponsorship (tourism summit, golf tournament, 5K road race, Seacoast Chambers Schmooze, annual dinner and holiday auction), or advertise in upcoming publications like the *Guide to the Seacoast* and *Portsmouth Pad Map*.

To find out more about these programs, contact Tom Cocchiaro, the Chamber's tourism manager, at (603) 610-5520 or tcocchiaro@portsmouthchamber.org. ★



Nicki Noble, new Chamber tourism manager

Chamber Welcomes New Tourism Manager

Boston-based Tourism Consultant Ready to Work

Following several months of resume review and conducting interviews the Chamber has hired Nicki Noble as its new tourism manager. She started work at the Chamber Jan. 7 and will spend the next several weeks meeting with members of the tourism committee, Chamber members and city officials; and organizing a number of upcoming tourism-related activities.

Noble brings with her a wealth of experience having worked in the hospitality and tourism industries, most recently as a senior customized tour consultant with EF Educational Tours in Cambridge, Mass. While in the position she also served as a representative and co-presenter for travel sales group conferences across the country.

As a Maine native who resides in the Boston area, Noble says she has a deep appreciation – and love – for all things New England. She said she plans to approach her new position with a sustainable vision and aims to promote the Greater Portsmouth area with an eye to preserving and protecting the community's history, culture and resources.

She holds a bachelor of arts degree in English with a minor in journalism from Wake Forest University and is currently enrolled in a masters program in economic development and tourism management at Boston University.

Noble may be reached at (603) 610-5517 or tourism@portsmouthchamber.org. ★

Calendar of Events



Mid-Day Meet Networking

*Connect and Network
at the Mid-Day Meet*

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

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

Mark your calendar to network at the first Mid-day Meet of the new year 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.

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.

The goal of the program is to assist members in developing their networking strategies and skills.

For a schedule of upcoming "meets" visit www.portsmouthchamber.org/middaymeet.cfm

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



Business After Hours

5-7 p.m., Thursday, Jan. 24

OPTIMA BANK & TRUST
[TWO HARBOR PLACE, PORTSMOUTH, NH]

The officers, staff and shareholders of **Optima Bank and Trust** invite Chamber members to help them celebrate their grand opening at a special business after hours and ribbon cutting in their new home at Two Harbour Place in Portsmouth.

The new bank is a trust company organized under the laws of the State of New Hampshire and a member of the FDIC. According to bank Vice President Pam Morrison, their goal will be to provide "an extraordinarily high level of personal, private banking service to clients who will include successful executives, business owners, professionals and entrepreneurs, as well as the businesses and organizations they own and/or manage."

Guests at the event can expect the opportunity to meet with the bank staff, take a tour and win a number of valuable door prizes including a pair of Boston Celtics tickets, \$100 toward opening an account at the bank, and a **Stonewall Kitchen** Gift Basket.

Food and refreshments will be catered by the staff of Mahalos, one of the Seacoast area's premier caterers.

Parking will be available in the **City of Portsmouth** parking lot adjacent to Connie Bean Center; and Bow and Daniel Streets.

Get in free with a business card. ★



technology roundtable

eBrew

5-7 p.m., Thursday, Feb. 7

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. For more on Roundtable activities, visit www.ecoast.org. ★



Legislative Reception

Early February

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

The Chamber's Government Affairs Committee invites members to this year's legislative reception set for early February at the **Sheraton Harborside Portsmouth Hotel**. The free event is underwritten by **Ocean Bank** and **Portsmouth Regional Hospital**.

vents

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During the reception attendees will have a chance to meet with local, state and federal representatives, government officials and Chamber executives from across the region. "This is a great opportunity for our members to meet face to face with those people who work on issues that sometimes have a great impact on their businesses," said Doug Bates, Chamber president. Stay tuned to the Chamber's website for details.

Those interested in attending may RSVP by contacting the Chamber at (603) 610-5510 or info@portsmouthchamber.org ★

7th Annual Tourism Summit

*Mark Your Calendar Now
 For a Day of Enlightenment*

7:30 a.m.-2:30 p.m., Wednesday, March 12

RED HOOK ALE BREWERY
 [PEASE INT'L TRADEPORT, PORTSMOUTH, NH]

Television celebrities, media panels, the future of Portsmouth and a host of exhibitors are just just a taste of what's in store for attendees at this year's 7th Annual Tourism Summit set for March 12 at **Redhook Ale Brewery** in Portsmouth.

The theme for the day-long summit will be "Taste of Tourism" and will feature TV Diner's Celebrity Host Billy Costa as lunchtime keynote speaker. According to Stephanie Seacord, a member of the tourism summit subcommittee, the program will kickoff with a statistical overview of the tourism industry and continue with the keynote luncheon, and open sessions where attendees will get a chance to tap the expertise of knowledgeable guest speakers. These sessions will include a travel media panel and a presentation by representatives from the **City of Portsmouth** who'll be talking about development projects on tap for the near future. Some of those are the new Westin Convention Center, the Port Walk, and other northern tier initiatives.

Cost of the program will be \$40 for Chamber members and \$50 for nonmembers if registered before March 5, and \$45 for members and \$55 for nonmembers after that date.

More information on the program and online registration will be available soon on the Chamber's website at www.portsmouthchamber.org/tourismsummit2008.cfm. Those with questions, or who would like to participate on the tourism summit committee, may contact Nicki Noble, the Chamber's new tourism manager, at (603) 610-5517 or tourism@portsmouthchamber.org. ★

WHAT'S AHEAD

[JANUARY]

18th
 Mid Day Meet
 Two International Group

22nd
 Member Orientation
 8:30-9:30 a.m.
 Chamber Offices

24th
 Business After Hours
 Optima Bank & Trust

[FEBRUARY]

7th
 Monthly eBrew
 5-7 p.m.

Date TBA
 Legislative Reception
 Sheraton Harborside
 Portsmouth Hotel

15th
 Mid Day Meet
 Two International Group

[MARCH]

6th
 Monthly eBrew
 5-7 p.m.

12th
 7th Annual Tourism Summit
 Redhook Ale Brewery

RENEWING MEMBERS

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

- Alie Jewelers
- Ambit Engineering
- American Alarm & Communicatns
- Area HomeCare & Family Services
- BayRing Communications
- Black Trumpet Bistro
- Blue Latitudes Bar & Grill
- Bonney Staffing & Training Center
- Bowl-O-Rama Family Fun Center
- Bresette & Company
- CertaPro Painters
- Citizens Bank
- Consumer Home Mortgage
- Country Curtains
- Countrywide Home Loans
- Cousins Home Lending
- Dolphin Striker, The
- Ethan Allen Furniture
- Federal Savings Bank
- Fitness Together
- Flora Ventures
- Foundation for Seacoast Health
- G. Willikers
- Ganesh Imports
- George Venci Law, PLLC
- Golden Egg, Inc., The
- Gove Group Real Estate
- Governor's Inn, The
- Great Bay Facility Services
- Great Bay Services
- Hampton Beach Casino Ballroom
- Harbour Light Strategic Marketing.
- Inn By The Sea
- International Office Suites
- Island Bound Cruises
- Jeffrey Cooper, Woodsculptor
- Kane Company
- Kelly Services, Inc.
- Key Partners, Inc.
- King Real Estate
- Kittery Outlet Association
- Krepels Brain Injury Foundation, The
- Liberty Mutual Group
- Lonza Biologics, Inc.
- Martin's Point Health Care
- McLaughlin Moving Co. Inc
- Meetinghouse Mortgage, Inc.
- Morgan Stanley Dean Witter
- Myriad Management
- N H Wedding Magazine
- National Multiple Sclerosis Society
- New England Printing, Co.
- New Hampshire Magazine
- NorthEast Color
- Northeast Office Furniture
- Northland Forest Products
- Noucas Law Office
- Occupational Health Services
- Ogunquit Museum of American Art
- Piscataqua Maritime Commission
- Points Nor'East Properties
- Port City Nissan
- Port Inn, The
- Portsmouth Performance Home
- Priced Right Flooring
- PromoCentric
- Public Service of NH
- RE/MAX Coast to Coast Properties
- Resource Laboratories, LLC
- Ricci Construction Co., Inc.
- Ricci Lumber
- Ristorante Massimo
- Rockingham Community Action
- Sadler Insurance Agency, The
- Sakurabana Japanese Restaurant
- Seabrook Greyhound Park
- Seacoast African American Cultural Center
- Seacoast Esthetic Dentistry
- Secure Planning, Inc.
- Service Credit Union
- Shaines & McEachern P.A.
- Shaw's Supermarkets, Inc.
- Sheehan Phinney Bass + Green
- Sherman & Ricker, PLLC
- Sir Speedy Printing Center
- Smith Barney
- Springer's Jewelers
- Strategic Talent Management
- Sushi Hunter Sportfishing
- Tanger Outlet Centers
- Three Chimneys Inn
- Timberland Company
- Town & Country Janitorial
- Tyco Telecommunications
- Vermont Pure Springs, Inc.
- VisitNewHampshire.com
- Vogel's Hallmark
- Webster at Rye
- Welcome Wagon
- Westaff
- Yankee Clipper
- Barbershop Chorus



Above, guests at this year's holiday winetasting sample the products of one of several vendors at the event. Below, door prize winners check out their winnings. Pictured, left to right, are Dr. Susanne Keuhl, Tom's of Maine; Dr. Barry McArdle, Dr. Barry McArdle Dentistry; and Michael Travis, Coldwell Banker.

Winetasting Attracts More Than 250 Guests to an Evening Filled with Holiday Cheer

Sheraton Keeps Up Decade-Long Tradition with Menu of Fine Food and Refreshments

There was no end to the holiday "spirits" at this year's Chamber Holiday Winetasting held Dec. 19 at the **Sheraton Harborside Portsmouth Hotel**. Bathed in a subtle, continuously changing, aurora-like light show, more than 250 Chamber members and guests turned out to enjoy a banquet of fine food and refreshments created by the Sheraton's world-class culinary team.

Keeping up a decade-long tradition, Sheraton staff kept up a steady stream of waiter borne crab cakes, lobster-stuffed beef fillets

and constantly refilled tables full of unique breads and cheeses—not to mention a dessert spread of frosted petits fours, giant chocolate-covered strawberries and other delectable treats.

Throughout the evening, Horizon Beverage, Martignetti Companies of New Hampshire, Pine State Beverage Company and Southern New Hampshire Wine and Spirits kept the fruit of the vine flowing as guests sampled a host of vintages from around the world.

Some guests left the evening with more

than a pampered pallet courtesy of the Sheraton. Dr. Susanne Keuhl, Tom's of Maine, won the use of the Sheraton's executive boardroom for a day; **Dr. Barry McArdle, Dr. Barry McArdle Dentistry** walked away with a gift certificate for dinner for two in the **Harbor's Edge Restaurant** and **Michael Travis, Coldwell Banker**, picked up the grand prize of a weekend at the Westin Boston Waterfront Hotel.

The Chamber thanks the staff at the Sheraton for another signature event. ★



Seacoast Visiting Nurse Association has been named to the 2007 HomeCare Elite, a compilation of the most successful Medicare-certified home health care providers in the United States. This annual review identifies the top 500 of agencies which are ranked by an analysis of performance measures in quality outcomes, quality improvement and financial performance. SeacoastVNA provides Medicare-certified in-home health care services to more than 600 citizens annually and more than 3,000 people a year at its community health clinics. For more information on the organization, visit www.seacoastvna.org.

Smuttnose Brewery was recently included among Rate Beer's Top 100 Brewers in the World, a list that represents the top 1.7 percent of the 5,836 breweries considered. Having outgrown the "microbrewery" category last year, Smuttnose expects to finish this year with growth approaching 20 percent, a pace it has maintained for four years running. For more on the local brewery, visit www.Smuttnose.com.

TMS Architects recently celebrated the successful opening of one of its design projects—Blue Sky on York Beach. The business is a year-round restaurant located on the second floor of the 25,000-square-foot renovated Atlantic House, an historic York Beach landmark that TMS has been working on for several years. TMS Architects is a Portsmouth-based business founded in 1984 by partners **John Merkle, AIA** and **William Soupcoff, AIA**. The firm designs residences, with a specialty in waterfront homes, and commercial developments for the financial, hospitality, private education and historic preservation sectors. For on TMS, visit www.tmsarchitects.com.

Leading New Hampshire law firm **Wiggin & Nourie, P.A.** recently launched their redesigned website, www.wiggin-nourie.com. This informative, user-friendly site allows visitors to access important information about the firm, including practices areas, attorney biographies, and key clients. The site also features a blog where Wiggin & Nourie attorneys provide tips, advice and valuable legal perspective on a variety of subjects. To learn more, visit www.wiggin-nourie.com.

Art-Speak, the City of Portsmouth's Cultural Commission, recently announced plans for Overnight Art 2008. Overnight Art 2008 is a public art competition that will culminate in scattered-site exhibit of temporary outdoor art throughout the city. According to Art-Speak officials, the exhibit will celebrate public art and the passage of Portsmouth's Percent for Public Art Ordinance. The ordinance requires that one percent of major municipal building construction or renovation costs (for construction projects costing between \$2 million and \$15 million) be designated for public art. For more information on Art-Speak activities, visit www.art-speak.org or contact Sue Cobler at (603)610-7222, or scobler@ch.cityofportsmouth.com.

Baker Newman Noyes, Certified Public Accountants and Business Consultants, recently announced the promotions of **Timothy Hepburn, CPA, MBA**; and **Karl Heafield,**

CPA, MST; to principals of the firm. Hepburn, also a member of the Chamber's board of directors, has worked with BNN and its predecessor firms since 1988. Heafield joined BNN in 2004 after working for a large international firm in Boston. Both attorneys work in BNN's tax division.

Centrix Bank recently named **The Housing Partnership**, a Portsmouth-based nonprofit affordable housing development organization, as its Charity of Choice for 2007. **Steve Witt**, Centrix Bank senior vice president, presented **Dick Ingram**, executive director of THP, with a \$1,000 check. Centrix Bank, formed in 1998, provides commercial banking services with branches in six New Hampshire communities. The Housing Partnership's mission is to strengthen communities by providing quality affordable housing and related services to benefit low and moderate-income residents of the Greater Seacoast region of New Hampshire and Maine. For more on Centrix Bank, visit www.centrixbank.com. For details on THP, visit www.housingpartnership.org.

Exchange City, Portsmouth recently welcomed **Tom Horgan** and **Jim Roche** to its board of directors. Horgan brings 20 years of higher education experience and is president and CEO of the New Hampshire College and University Council (NHCUC), a statewide consortium of public and private colleges and universities. Roche is president of the Business and Industry Association of New Hampshire (BIA) and is currently serving a second term on the U.S. Chamber of Commerce's "Committee of 100" which is comprised of the nation's leading Chamber Executives. Exchange City is an award winning economic education program that educates and inspires young people to imagine career opportunities, and to be better workforce prepared. For more information about Exchange City, visit www.exchangecity.org.

The New Hampshire Lodging & Restaurant Association (NHLRA) announced today that **Favorite Foods, Inc.** of Somersworth, NH has agreed to support the Association's programs, services, and events through 2010. Favorite Foods, Inc.'s three year sponsorship will help fund a number of NHLRA initiatives including the Winter Gala, Spring Ski Jamboree, Baseball/Sofball fundraisers, Hospitality Exposition 2007, the Stars of the Industry Awards Dinner, and regional member mixers. Favorite Foods, Inc. is a \$30 million/year broadline foodservice distributor with 52 employees running 10 trucks from their 22,000 square foot distribution center. For more on the company, visit www.favoritefoods.com.

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Federal Savings Bank donated more than \$3,500 to six local, nonprofit organizations during the holiday season. Beneficiaries of donations were the Dover Children's Home, Cocheco Valley Humane Society, The Hub Family Resource Center, **A Safe Place, Families First** and The Mill Pond Center. FSB is a true community commercial bank with offices in Dover, Barrington, Durham, and two offices in Portsmouth. For more about the bank visit www.fsbdover.com.

High Liner Foods, Inc. recently announced the purchase of Fishery Products International (FPI) North American Manufacturing & Marketing Division, which includes FPI USA, headquartered in Danvers, Massachusetts. FPI's marketing and manufacturing business consists of its North American value added seafood business and retail frozen seafood business. In 2006, the business generated sales of \$452.9 million with gross profits of \$43.5 million. The acquisition of FPI by High Liner Foods Inc. creates one of the largest manufacturers and marketers of prepared, value-added frozen seafood in North America. For more details on the company, visit www.highlinerfoods.com.

Dennis Moulton, PE; and **Corey Colwell, LLS**, recently announced the formation of a new company, MSC Civil Engineers and Land Surveyors, Inc. (MSC) The new company is the result of the purchase of AMES MSC from the Ames Corporation of Bangor, Maine. Joining Moulton and Colwell on the ownership team are **Colin Serpa, SIT**; and **Steven Oles, SIT**. Signature projects of MSC are the **Hilton Garden Inn** and the Westin Hotel and Conference Center, both in Portsmouth; and The Golf Club of New England in Stratham and Greenland. For more on MSC, visit www.msceengineers.com.

SCORE, volunteer counselors to America's small business and a resource partner of the U.S. Small Business Administration, invites Chamber members and budding entrepreneurs to its "How To Start Your Own Business" workshop set for 6-9 p.m., Jan. 22 at 195A Commerce Way in Portsmouth. Subjects include how to research an idea, forms of business organization, how to prepare a business plan, cash flow and financial reports and how to look for financing. Cost is \$30 per person or \$20 each for groups of two or more. Materials are included. For more details, visit www.scorehelp.org or call (603)433-0575.

Sexual Assault Support Services (SASS) and A Safe Place joined forces in December to put on the 2007 Porch Light Gala Event at the Wentworth by the Sea Hotel and Resort. New Hampshire Speaker of the House, Terie Norelli, was selected as the night's honorable guest in recognition of her dedication to affecting change for those impacted by sexual and domestic violence. The fundraising event raised approximately \$10,000 for the two organizations with all of the proceeds going directly to services to assist those affected by domestic and sexual violence. For more information on A Safe Place, visit www.ASafePlaceNH.org. For more on SASS, visit www.sassnh.org. ★

[WELCOME NEW MEMBERS]

The Chamber Welcomes New Members

The Greater Portsmouth Chamber of Commerce welcomes the following new members

AARP

*Financial services, healthcare,
non-profit organizations*
900 Elm Street, Ste 702
Manchester, NH 03101
Contact: Doug McNutt
Phone: (603)621-1001,
Email: dmcnutt@aarp.org
Web:www.aarp.org/nh

C. Wesley Gardner Jr.

Accountants, tax practitioners
1950 Lafayette Rd.
Portsmouth, NH 03801
Contact: Wes Gardner
Phone: (603)610-7117
Email: wes.taxman@comcast.net

FIRA

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Non-profit organizations,
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20 Interstate Drive
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Contact: Jude David
Phone: (877)328-3472
Email: j david@localflavor.org
Web:www.localflavor.org

Portland Sea Dogs

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entertainment,*
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Portland, ME 04102
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Phone: (207)874-9300
Email: Geoff@seadogs.com
Web:www.seadogs.com

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foods*
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Contact: Andrew Siegel
Phone: (207)363-0612
Email: asiegel@maine.rr.com
Web:www.sendbread.com

Historic New England

*Historic attractions, historic
preservation & restoration,
museums*
143 Pleasant St.
Portsmouth, NH 03801
Contact: Elizabeth Farish
Phone: (603)436-3205
Email: efarish@historicnewengland.org
Web:www.historicnewengland.org

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