

Dividends

GREATER
PORTSMOUTH
CHAMBER OF COMMERCE
GET CONNECTED

NOVEMBER 2008



GREATER PORTSMOUTH CHAMBER OF COMMERCE



WWW.PORTSMOUTHCHAMBER.ORG



Members of the Chamber's Holiday Winetasting & Auction Committee take time for a picture during a recent meeting. Members will be seeing the group in the near future as they solicit items for this year's online silent auction and live auction which will culminate with the Holiday Winetasting Dec. 18 at the Sheraton Harborside Portsmouth Hotel. Pictured, left to right, front to back, are: Deborah Rourke, Avery Insurance; Rebecca Betts, Granite State College; Lisa Gainty, Citizens Bank; Laurie Mantegari, Chamber events coordinator; Julie Burns, Cousins Home Lending, Dan Witham, Sheraton Harborside; and Mike Greco, Rockingham Community Action.

Holiday Auction Goes Live Online with Growing List of Offerings

Contribute or Bid Online in Annual Chamber/Charity Fundraiser

Members looking for good holiday deals or those who'd like to boost their holiday marketing and visibility should surf on over to the Chamber's Holiday Winetasting and Auction page at www.portsmouthchamber.org/winetasting2008.cfm for more details. On that page, members may RSVP for the winetasting, check out auction items already posted or donate an item. Remember, part of the net proceeds from this year's auction will go to **Rockingham Community Action** which provides child care and senior services, crisis assistance and support, literacy training, and housing, fuel and food assistance to families and individuals throughout the region.

Rather than a dedicated holiday auction event, the Chamber will be conducting an online silent auction which will end Dec. 16 with a live auction

grand finale Dec. 18 at the **Sheraton Harborside Portsmouth Hotel's** traditional Holiday Winetasting. Winners will may pick up their winnings at the winetasting.

Contributing items is easier than ever before, just click on the "donate" button at the bottom of the online winetasting page at www.portsmouthchamber.org/winetasting2008.cfm, complete the cMarket free registration and list item details. Members may also include a logo and background on their business.

Those with questions, or members who'd like to donate an item, may contact Laurie Mantegari for more information at (603) 610-5527 or events@portsmouthchamber.org. ★

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Seacoast Schmooze

More than 350 Members and Guests from Across the Region Gather for Best-Ever Schmooze

CHAMBER STATS

OCTOBER 2008

Web Hits: 1.032 million

Walk-ins: 6,399

(Chamber Visitor Center & Downtown Kiosk)

Mailed Guides: 995

[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

On Tuesday, we elected the 44th President of the United States. It was an historic election, using some of the most sophisticated tactics ever seen. And it was very expensive, costing all of us, direct donors or IRS check-off donors, over \$1 billion. Good investment? - only time will tell. There was another investment that should not go unnoticed—the investment many more people made in determining the outcome.

Politics, government and “the system” deserve our continued attention. The increased interest in government is a signal that we Americans are finally getting that we can make a difference, and involvement leads to results. Portsmouth is a leader in this regard.

Our city and community continues to demonstrate how involvement leads to results. One of our latest achievements, *Scarecrows of the Port*, was a grassroots effort by Chamber members and others to create a lasting fall event—it was successful beyond all expectations. To see just how many were involved in the effort, see the story on Page 3 of this issue of *Dividends*. The commissioning of the USS New Hampshire followed with equally high acclaim thanks to the efforts of dozens in the community who worked tirelessly for more than six months on behalf of the community. Restaurant Week Portsmouth, a collaborative event put on by the Chamber and restaurateurs is coming up the week of Nov. 10-16. And on the heels of Portsmouth's recent ranking in *National Geographic Traveler's* List of Historic Places - #28 in the world, #6 in the U.S. – we hope to bring in a sustainable tourism expert for an upcoming speaker series event.

On the business side, we recently introduced a second Mid-Day Meet for downtown members at The Page. Don Sweet was the facilitator of the first session which filled the room with representatives from 25 downtown businesses. And there is our radio show, *Seacoast Business Connection* on **Portsmouth Community Radio** WSCA (106.1 FM) on Mondays from Noon to 1 p.m. The show recently earned the most income in any program segment during WSCA's fundraising week which is an indication of listeners' interest in the business sector. Looking forward, chair Paul McAskill and members of the Business Development Committee, are working on specialized educational events tailored for specific member groups and invite input from the membership on what topics are most important and relevant to their businesses.

As we get closer to the holidays, I wanted to invite members to get involved once more through our holiday auction. This year we'll be doing things a little differently as we move to an online silent auction, but the same opportunities are still there—the opportunity to highlight and market your business, the opportunity to support a local charity (which will be **Rockingham Community Action** this year) and the opportunity to support the Chamber's work on behalf of member businesses and the community. This is one of the Chamber's major fundraisers of the year—and getting involved is easier than ever, so please give it some consideration. To find out more, please visit the Holiday Winetasting & Auction page on the web at www.portsmouthchamber.org/winetasting2008.cfm or contact Laurie Mantegari, the Chamber's events coordinator, at events@portsmouthchamber.org or (603) 610-5527.

Getting connected and getting involved is good for your business. And I could not end without coming full circle back to where I began: politics, government and “the system.” We have a splendid Government Affairs Committee. Please consider joining with them and getting involved to secure our continued success as a community.

Thanks in advance for your ongoing support of everything that makes the Seacoast community special. I look forward to working with you in the future to achieve even greater things. ★

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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[NEWSLETTER]

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Representatives from the Portsmouth Public Works department and Chamber-member volunteers prepare to “plant” the first of many scarecrows on a rainy Oct. 16 in Market Square. Scarecrows of the Port, a volunteer effort to create a fall attraction in the city, featured a host of entertaining characters created and displayed by local businesses. Pictured left to right are Portsmouth Highway Foreman Todd Croteau; General Highway Foreman Everett Kern; Steve Chaisson, owner Allegra Print & Imaging; Laurie Mantegari, Chamber events coordinator; Carol McClard, Ocean Bank; and Mitchell Donahue, Etchex.

Members ‘Scare Up’ Interest in Port City

First ‘Scarecrows of the Port’ Gets Positive Reviews

Starting in mid-October, visitors to Portsmouth experienced a whole new group of scary characters on street corners and store fronts in downtown Portsmouth thanks to a volunteer effort affectionately dubbed “Scarecrows of the Port.” Originally proposed as an attraction sidebar to activities connected to the commissioning of the USS New Hampshire, the project took on a life of its own, enlivening the downtown with a creative cast of characters that drew smiles and surprise from visitors and locals alike.

Steve Chaisson from **Allegra Print and Imaging**, and chair of the ScareCrows committee, said the program was a rewarding experience for the many volunteers involved in the effort. “The reaction we got from people was great from the very first scarecrows we installed in Market Square to those created by local businesses in the downtown,” said Chaisson who helped install more than 20 of the signature pumpkin-headed giants with a Michael-Jordan reach.

Businesses fielded a variety of home-grown characters in response to the scarecrow challenge. Two of the more noticeable examples in the downtown featured a yellow rain-slick coated fisherman trolling for the fish on the sign marking **Jumpin’ Jays Fish Café** and the hay-stuffed USS New Hampshire crewman waving from a makeshift submarine conning tower on the front lawn of **Avery Insurance** on Islington Street.

Chaisson said a lot of people deserve recognition for the unqualified success of the first Scarecrows of the Port. Following are a few of those who participated in the effort: Deborah-Bouchard-Smith, **Maine-ly New Hampshire**; Natalie Hassold, **Tugboat Alley**; Carol McClard, **Ocean Bank**; Mark Sullivan, **Seacoast Asset Management**; Gail Licciardello, **Paradiza**; Cindy Clark, **Portsmouth Regional Hospital Occupational Health Services**; Laurie Mantegari, **Every Day Details**; Maria Minickiello, **Tenants Association at Pease**; John O’Sullivan, **Adcetera Graphics**; Frank Clark, New England Tree Service; Mitchell Donahue, **Etchex**; and representatives of the Downtown Business Association, Deer Street Merchants Association, State Street Business Association, West End Business Association, **Tenants Association at Pease, Seacoast Buy Local** and the Chamber. Behind the scenes support came from Chamber President

Doug Bates, Nicki Noble, Chamber tourism manager; Portsmouth City Manager John Bohenko, Portsmouth Economic Development Manager Nancy Carmer, Portsmouth City Councilor Ken Smith, Portsmouth Highway General Forman Everett Kern, Cheryl Lee Bozek, Assiah Russell, **Puttin’ on the Glitz**; Marianne Pernold, Pernold Photography; Paul Sorli, **Portsmouth Gas Light Co.**; Stephanie Seacord, Leading Edge; Trevor Bartlett, The Wire; Karen Marloff, Julie-Lynn Belon, Lynn Smith, **Kittery Outlets**; and Sue Cobler and Leanne Spees of **ArtSpeak**.

According to Chaisson, as the fall season winds down and the scarecrows disappear, the committee is planning to reconvene in January to begin work on an “even bigger and better Scarecrows of the Port for 2009.”

Seacoast Tourism Reps Named to Travel Council

Region Wins Two Seats on Statewide Tourism Board

Nicki Noble, the Chamber’s tourism manager; and Lori Dennis, from **Rumbletree**; have been named to the Board of Directors of the New Hampshire Travel Council. Jan Barker of the National Passport Center at Pease was recently named Vice Chair of the NHTC, and will chair the Council over the next two years.

The NHTC is a state-wide education and advocacy organization that works closely with the NH Division of Travel & Tourism Development and the Governor’s Office, to report on statewide tourism trends, opportunities and challenges. The NHTC also produces the annual New Hampshire Governor’s Conference on Tourism – set for May 4-6, 2009. Dennis, with help from Noble and others, will lead the public relations and marketing efforts for the 2009 Governor’s Conference, and encourage greater Seacoast participation in this year’s program.

Portsmouth delegates who attended last year’s Governor’s Conference include Shari Young and Michelle Herman, **Sheraton Harborside Portsmouth Hotel**; Larry Yerdon and Amy Moy, **Strawbery Banke**, Jay McSharry, **Jumpin’ Jay’s Fish Café**; Kathleen Soldati, **The Music Hall**; Chamber President Doug Bates, and Noble.

For more information on the NH Travel Council, and for details on the upcoming Governor’s Conference, visit: www.nhtravelcouncil.com. ★

Calendar of Events



Restaurant Week Portsmouth

Mark Your Calendar to Reserve a Table at One of Portsmouth's Culinary Treats

November 10-16

GREATER PORTSMOUTH AREA
[PORTSMOUTH, NH]

Portsmouth area restaurant owners have joined together, with the help of the Chamber, to promote a "for restaurants, by restaurants" culinary event: Restaurant Week Portsmouth, set for Nov. 10-16. The week-long culinary event, sponsored by **Seacoast Media Group, Favorite Foods, Inc., Taste of the Seacoast, PortsmouthNH.com, 101.5 WXGR** and the Chamber; will highlight the Portsmouth area's draw as a culinary destination. Paired with a vibrant arts and culture scene, Restaurant Week Portsmouth will showcase the region's eateries in an event similar to those hosted by Boston, New York, Philadelphia and other big cities across the country.

Participating restaurants include: **Agavé Mexican Bistro Dos, Black Trumpet Bistro, Blue Mermaid Island Grill, Brazo, The Carriage House in Rye, The Dolphin Striker, The Dunaway Restaurant at Strawberry Banke, The Green Monkey, Harbor's Edge at the Sheraton Harborside, Jumpin' Jay's Fish Café, The Library Restaurant--A Steak House, Pesce Blue, The Portsmouth Brewery, Radici, Ristorante Massimo, Rudi's Portsmouth, and The Wellington Room.**

The three-course prix fixe menus will be \$16.95 per person for lunch and \$29.95 per person for

dinner (does not include beverages, taxes or gratuity). Reservations are strongly recommended. To book reservations, contact participating restaurants. For more information on Restaurant Week Portsmouth, call (603) 610-5510 or visit www.portsmouthchamber.org/restaurantweek.cfm.

★



Business After Hours

5-7 p.m., Thursday, Nov. 20

AAA OF PORTSMOUTH
[599 LAFAYETTE RD., PORTSMOUTH, NH]

The **American Automobile Association of Portsmouth** will host a Greater Portsmouth Chamber of Commerce Business After Hours at their new home on Lafayette Road from 5-7 p.m., Nov. 20.

The office staff has an entertaining evening planned for Chamber members and guests including tours, musical entertainment and a smorgasbord of tasty Seacoast treats provided by the Blue Mermaid Island Grill. The AAA team will also be giving away a number of travel-related doorprizes including \$100 gift certificates for tours and cruises, and several AAA gift memberships.

Admission is just a business card. ★

Mid-Day Meet Pease

Connect and Network at the Mid-Day Meet

11:30 a.m.-12:30 p.m., Friday, Nov. 21

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. ★



New Mid-Day Meet Downtown

Get Connected at the New Mid-Day Meet for Downtown Businesses

11:30 a.m.-12:30 p.m., Friday, Dec. 5

THE PAGE
[172 HANOVER ST., PORTSMOUTH, NH]

Downtown businesses now have a facilitated networking venue in the Chamber's new Mid-Day Meet Downtown. The monthly program is hosted by **The Page Restaurant** and led by **Don Sweet, Inner Circle of New England**. The meet will follow the same format as the popular Pease program which is held the third Friday of every month. 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. For more details, visit www.portsmouthchamber.org/middaymeet.cfm.

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

vents

Sponsored By
Sir Speedy
 NOVEMBER ★ 2008



Holiday Winetasting & Auction

Get in Some Last-Minute Shopping and a Headstart on Ringing in a Little Holiday Spirit at this Food & Wine Festival

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.

This year the traditional Holiday Auction Gala will take a different tack with online silent auction bidding and a grand finale live auction at the Sheraton Harborside Portsmouth Hotel's Holiday Winetasting set for Dec. 18. As always, a portion of proceeds from the event will go to a member nonprofit in keeping with the spirit of the holiday season. This year's recipient will be the **Rockingham Community Action Food Bank Program**.

Those interested in contributing to the silent or live auction may contact Laurie Mantegari at (603) 610-5527 or events@portsmouthchamber.org. Members and guests who'd like to RSVP for the Holiday Winetasting, or donate an item, may register online at www.portsmouthchamber.org/winetasting2008.cfm. To RSVP by phone, call (603)610-5510.

Cost of the event is \$25 for advanced registration, \$30 after Thanksgiving and \$35 at the door. Those interested in making the most of the evening should RSVP early. ★



Sheraton Harborside Portsmouth
 HOTEL & CONFERENCE CENTER

WHAT'S AHEAD

[NOVEMBER]

10-16

Restaurant Week
 Portsmouth
 Greater Portsmouth Area

20th

Business After Hours at the
 American Automobile
 Association (AAA)
 Portsmouth, NH

21st

Mid Day Meet Pease
 | New Hampshire Ave.
 Pease Int'l Tradeport

[DECEMBER]

5th

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

18th

Holiday Winetasting &
 Acution
 Sheraton Harborside
 Portsmouth Hotel
 Portsmouth, N.H.

19th

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

31st

First Night Celebration
 Downtown Portsmouth

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 |
| Casey Function Center | Mulberry Childcare & Preschool |
| Cevon Corp. | Points Nor'East Properties |
| Chiangmai Thai Restaurant | Port City Livery |
| Commonwealth Financial Network | Portsmouth HairCare & Day Spa |
| Cummings, Lamont & McNamee, PA | Proulx Oil Service |
| Cunningham Associates Insurance, LLC | Reverse Mortgage of New England |
| D'Adamo Institute for the Advancement of Natural Therapies, LLC | Robert. A. Lucas & Associates, Inc. |
| Dale Carnegie Training | Seacoast Community Values |
| Emersontel, LLC | Secure Planning, Inc. |
| Ethan Allen | SOMNIA Artistry for Bed & Bath |
| First Church-Christ Scientist | South East England Development Agency |
| Flora Ventures | St. Thomas Aquinas High School |
| Fred C. Church Insurance | Star Island Corporation |
| Friends of Portsmouth Harbor Light | Taste of the Seacoast Magazine |
| Girl Scouts of Swift Water Council | Taylor & Yiokarinis |
| Good Leads | The Krempels Brain Injury Foundation |
| HarborPointe 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 Elizabeth Chicknavorian | |
| Maplewood Ave. Associates | |

Seacoast Chambers Schmooze Logs Record Attendance

More than 350 Chamber Members 'Connect' at Joint Event



Above, Guests at this year's Seacoast Chambers Schmooze get acquainted Oct. 23 in the ballroom of the Frank Jones Center in Portsmouth. Below left, Krystle Conte, Erica Levesque and Dave Gibson from the BayRing booth pause for a picture at the Schmooze. Below right Laurie Lynch and Liz Wilson from the Lollipop Tree schmooze with prospective customers.

More than 350 members and guests from Seacoast region Chambers of Commerce converged on Portsmouth Oct. 23 for the Third Annual Seacoast Chambers Schmooze.

Throughout the evening attendees got the chance to check out 32 exhibitors, enter raffles and make new contacts with businesses outside their regular scope of experience.

According to Chamber staff members involved in organizing the event, the Schmooze was the largest yet with more than 220 preregistrations and exhibitor space that was sold out weeks in advance.

Exhibitors and schmoozers alike were thrilled with the turnout and most said it was a great opportunity to make business-to-

business contacts and give new prospective customers "a taste" of their products and services—particularly in the case of **Lindt Chocolate, Stonewall Kitchen, Orchard Street Chop Shop, the Lollipop Tree** and **Black Olive Catering Company** who satisfied dozens of appetites at the event.

The Schmooze, a joint effort of the Greater Dover, Exeter, Portsmouth and Rochester Chambers of Commerce, was underwritten by **Public Service of NH**. Supporting sponsors included **Comcast Business Class, Federal Savings Bank, Daystar Computer Services, Laconia Savings Bank, Gentle Giant Moving & Storage, Unitil** and **Profile Bank**. ★



Get Connected by Keeping Company Info Current

Members Encouraged to Go Online and Update Profiles

The Chamber has the perfect resource to share member information with the world, however, the world can't "connect" with member businesses if that information isn't up to date. Up-to-date member profiles are particularly important at this time of the year as the Chamber has started production of the 2009 *Guide to the Seacoast of New Hampshire and Southern Maine*—the Seacoast's most comprehensive visitors guide. Content for the Guide is generated directly from the Chamber's main database, so members should insure their company information is accurate and complete.

Member information is managed and maintained online through the Chamber's website using software created by **ChamberWorks** of Ogunquit, Maine. While the staff regularly makes entries to the database, members also have the ability to view and change nearly every aspect of their information from contact names, addresses phone numbers and email, to extended sections that cover detailed participation preferences, and company products and services.

"Web browsers log more than a million hits a month during our busy tourism season and many view the online business directory and visitor pages," said Tom Cocchiario, the Chamber's communications manager. "Keeping your information current ensures that people know what products and services you provide, and who to contact should they want to do business with you. The Chamber's web site is a tremendous benefit for members so it should become a regular habit to update information when you experience changes in your business."

Members should have received a username and password when they joined the Chamber. To access company or update company information, click on Member Login on the Chamber's web site home page and enter that information. The next page will display links to the various profiles that may be updated.

Those that don't have a password or username may call the Chamber at (603) 610-5510 for that information.

Instructions on how to login and edit information are available online at www.portsmouthchamber.org/uploads/webguide.pdf. ★

Business NH Magazine has named **Favorite Foods** as the 12th fastest growing privately owned company in New Hampshire. Each company was ranked based on its three-year average sales growth. Favorite Foods reported a 23.21-percent growth over that time period. The publication also ranked the top 100 privately owned companies in New Hampshire based on annual gross sales. Favorite Foods was one of 14 companies to make their debut on the list, coming in at number 73 with over \$30 million in sales. For more on the company, visit www.favoritefoods.com.

Kirk Communications, a leading provider of integrated marketing solutions, recently reached a corporate milestone marking the end of its third year in business with the signing of 100 clients. A significant portion of this growth is due to Kirk's expansion into Search Engine Optimization (SEO) campaign management, Pay Per Click (PPC) account management and keyword and phrase analysis, all of which give its clients the power to improve the volume and quality of traffic to their web sites via keyword coding and industry-specific vertical search engines. With offices in Portsmouth, N.H. and New Delhi, India, Kirk Communications is a global provider of integrated marketing solutions that include public relations, graphic design, bulk and interactive services including advanced 2D and 3D animation, website development and email marketing campaigns. For more information, visit www.kirkcommunications.com.

Cabot House Furniture on Vaughan Mall in Portsmouth recently welcomed **Sandy Downs** as an associate to its design sales team. Downs, who has lived and worked on the East and West Coasts, as well as the "heartland," is experienced in space planning as well as specifications for interiors. Cabot House operates eight stores with locations in Massachusetts, New Hampshire, Rhode Island, Maine and Florida. For more on the local furniture store, visit www.cabotouse.com.

The 2008-2009 Portsmouth - Dover - Rochester Area **Talking Phone Book** is currently being distributed free to homes and businesses and includes a redesigned community information section featuring local information like sports & recreation, things to see & do, tide charts and practical items such as a new resident's guide, recycling information and a detailed map section. For more on the new publication, which includes an online electronic version of the directory, visit talkingphonebook.com.

Smuttynose Brewery's Shoals Pale Ale recently made the Men's Journal Best Beers in America List. The October 2008 issue of the magazine features their picks of top American beers including one of Portsmouth's local favorites. Men's Journal describes Shoals Pale as "a gentler pale ale that has plenty in common with its English cousins. A milder dose of hops makes it less aggressively bitter than other American varieties you're used to, but it still full and flavorful." For more information, visit www.smuttynose.com.

McDougall & Duval Advertising added another award to its trophy case in September when the agency was awarded first place in the "humor" category at the American Bankers Association's 2008 Financial Marketing Awards. McDougall & Duval was the only agency from Massachusetts to win a first place award, which was presented Sept. 15 in Denver, Colo. The television commercial, created for NewportFed, was also the only advertisement from a New England bank

to finish first at the national awards. The commercial, which was produced by Van Ness Creative Group of Beverly, Mass., can be viewed online at mcdougallduval.com. McDougall & Duval Advertising is an independent advertising, marketing and public relations agency that serves as a strategic business partner to help clients gain market share. For more information, visit www.mcdougallduval.com.

The employees of **Calypso Communications**, a full-service marketing, public relations, and design firm located in downtown Portsmouth, participated in the **United Way of the Greater Seacoast's** annual Fall Day of Caring recently assisting **Strawbery Banke Museum** in assembling Thanksgiving corn dolls and educational kits for area children. The Calypso crew assembled approximately 1,500 Thanksgiving corn doll kits for children who will visit the Museum during school field trips later this fall. "We look forward to working with our neighbors and giving back to the community," remarked **Angela Carter**, vice president at Calypso Communications. "The added bonus is the intriguing information we learn about New Hampshire's oldest neighborhood, the South End historic district of Portsmouth." For more on the agency, visit www.calypsocom.com.

The **Stage Neck Inn** in York, Maine has opened its new full-service day spa, The Spa at Stage Neck, to York residents and area visitors. As an added bonus, spa patrons may use the inn's indoor pool, Jacuzzi, sauna and locker rooms before or after their spa treatment. The Spa at Stage Neck is a joint venture between Stage Neck Inn and Carla Bashaw of Genesis Day Spa, in Ogunquit, Maine. Spa services range from nail treatments to innovative body wraps and thermal therapies. Products used at The Spa are by Dermalogica, Keyano, Creative Nail Design and Essie and are made from high-quality natural ingredients. Complete spa services menus are available at the Inn or online at www.TheSpaAtStageNeck.com.

Presidential Mortgage of Greenland, N.H., owned and operated by **Joe Hunkins**, has recently joined the Seacoast Board of Realtors as an affiliate member. The affiliation is a continuation of the company's planned expansion, according to Hunkins who said the current market conditions offer a unique opportunity for his company to grow at a time when others are downsizing. For more on the real estate company, visit www.PresMortgage.com.

BayRing Communications invites Chamber members to help them support struggling families in the Seacoast region by participating in the Salvation Army Christmas Star Tree program. BayRing has 50 stars bearing the Christmas wishes of local children. Those interested in helping may

contact Krystle Conte at (603) 766-1733 for details. Those who pick up a star will be expected to fulfill the wish and return it to BayRing "unwrapped." BayRing is a business-grade provider of voice, data, and private networking and collocation services to businesses and organizations throughout Northern New England. For more on the company, visit www.bayring.com.

Catapult, the Seacoast's young professionals networking group, recently welcomed three new board members: **Jamila Taylor**, **Calypso Communications**; **Phil Cohen**, **Ocean Bank**; and **Phil Lewis**, **Liberty Mutual**. The new directors will contribute to communications, internal organization and special projects as the group wraps up this year and prepares to launch into 2009. Other current Catapult Board members include Chairperson **Helen Donington**, of LincolnVale; Events Chair **Becky Barbour**, **UNH Whittemore School of Business**; Secretary **Lexi Manus**, Planet Fitness; Director of Internships **Lisa Landry**, Print Savvy; and Member Communications, **Jared Lemos**, Pannaway Networks. **Amy Morris**, also of Pannaway Networks, is a Catapult Seacoast Ambassador who will work on community relations. For more on the organization, visit www.catapultseacoast.org.

The **Provident Bank** contributed \$2,000 to support the recent Eighth Annual **New Hampshire Film Festival (NHFF)**, held Oct. 16-19 in downtown Portsmouth, NH. The Film Festival presents the best in recent independent cinema from throughout the United States and around the world to New Hampshire and New England audiences. **Nicole Gregg**, executive director of the Film Festival, accepted the Provident Community Foundation's gift from **Anne Lapointe**, manager of the Portsmouth branch of the Provident Bank. **Steve Scott**, vice president commercial lending, joined in the presentation. The Provident Bank is an independent, mutually owned community bank based in Amesbury, Massachusetts. For more on The Provident Bank, visit www.the Providentbank.com.

Michael Simchik recently pledged \$250,000 to **Cross Roads House**. This contribution, pledged earlier in the campaign, helped the organization reach its current total of just over \$4 million dollars that has been raised for the Campaign for Cross Roads House to rebuild the shelter facility. According to **Chris Sterndale**, Cross Roads House executive director, the donor, has been a generous supporter of the shelter for several years. He has sponsored and attended Cross Roads House events and over the past few years he has taken the time to learn about the shelter's long term goals. Fundraising efforts continue as the shelter works to reach its goal. Gifts at all levels are needed and appreciated. To learn more, visit www.crossroadshouse.org.

Federal Savings Bank recently provided \$3,000 to **Portsmouth Middle School** to allow 85 students to attend the **Exchange City** Program in Portsmouth. Exchange City is a worldwide hands-on education program for Middle and High School students. The program is designed to teach students the value and importance of classroom curriculum in application to real world experiences. For more information on Federal Savings Bank, visit fsbdoover.com. For more information on Exchange City, surf over to www.exchangecity.org. ★

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[WELCOME NEW MEMBERS]

The Chamber Welcomes New Members

The Greater Portsmouth Chamber of Commerce welcomes the following new members

Abenaqui Country Club

Event & festival planning, golf
731 Central Rd Po Box 254
Rye, NH 03871
Contact: Maria Douglas
Phone: 603-964-5563
Email: info@abenaquicc.com
Web: www.abenaquicc.com

Boyd Auctions, Antiques & Appraisals

Antique & estate jewelers, appraisers, antiques & estates
Po Box 294
Eliot, ME 03903
Contact: John Boyd
Phone: 207-439-6641
Email: johnboyd5@comcast.net
Web: www.boydauctions.com

Fed Ex GSCS

Transportation
63 Cavil Mill Rd.
Fremont, NH 03044
Contact: Webster Guidoboni
Phone: 603-895-8704
Email: webster.guidoboni@fedex.com
Web: www.fedex.com/cil

IPG Employee Benefits

Employee benefits, insurance
Po Box 653
North Hampton, NH 03862
Contact: Kearstin mcNamara
Phone: 603-418-8709,
Email: kmcnamara@ipgbenefits.com
Web: www.ipgbenefits.com

Mead Lawson

Individuals
205 Eagles Glen Ct.
Franklin, TN 37067
Contact: Mead Lawson
Phone: 615-686-6889
Email: meadlawson@comcast.net

Navy League of the United States - Portsmouth Council

Nonprofit organizations
P.O. Box 833
Portsmouth, NH 03801
Contact: Bruce Clark
Phone: 617-515-0000
Email: bruceclark@verizon.net

New Hampshire Association for the Blind

Nonprofit organizations
127 Parrot Ave
Portsmouth, NH 03801
Contact: Stephanie Hurd
Phone: 603-545-4345
Email: shurd@sightcenter.com
Web: www.sightcenter.org

Stolz & Ehre, LLC

Contractors, building & general
22 Cortland Rd
Lee, NH 03861
Contact: Frederick Schultz
Phone: 978-750-1029
Email: fschultz@comcast.net
Web: www.stolzandehre.com

The Center for Wealth Creation Preservation, Inc.

Educational institutions
703 Ocean Blvd. Ste 400
Hampton, NH 03842
Contact: Donald Cote
Phone: 603-553-4545
Email: drcote@cwpc.net
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