

# Dividends

GREATER  
PORTSMOUTH  
CHAMBER OF COMMERCE  
GET CONNECTED

SEPTEMBER 2008



GREATER PORTSMOUTH CHAMBER OF COMMERCE



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Photos by Jeremy Heflin, Jeremy Heflin Photography

Annual award winners were all smiles at this year's Chamber Annual Dinner held Aug. 14 at Harbour Place in Portsmouth. Pictured, left to right, are Citizen of the Year Winner Dr. Richard Candee, Portsmouth Historical Society; Business of the Year Winner Bill Hurley, Infinite Imaging; Community Service Award Winner Robin McIntosh, Focus Photography Project; and Volunteer of the Year Bill Maloney, Strategic Talent Management.

## Chamber Honors Annual Award Winners at Island-Style Affair

*Candee, Infinite Imaging, McIntosh, Maloney Lauded for Contributions*

Warm temps and tropical breezes (provided via floor fans) added to the atmosphere of this year's annual dinner held Aug. 14 on the top floor of **Two International Group's** Harbour Place.

In keeping with the island theme, members came dressed for the occasion and stayed cool on a steady flow of tropical drinks and other refreshments while the Chamber leadership recognized this year's award winners, volunteers and incoming board officers.

### Citizen of the Year

**Dr. Richard Candee, Portsmouth Historical Society** was named 2008 Citizen of the Year for his leadership in establishing the Discover Portsmouth Center, and his work in getting recognition for the city as one of the National Trust for Historic Preservation's 2008 Dozen Distinctive Destinations. Candee was also recognized for his active involvement with the city's historical community and for bringing organizations together to accomplish more than they could on their own. In accepting the award, Candee encouraged local businesses to support those dedicated to preserving the area's history which he believes is the foundation of the area's cultural and economic success.

### Business of the Year

**Infinite Imaging**, a fast-growing graphic arts business with two locations in Portsmouth and offices in Exeter, Dover and York, received honors as Business of the Year. Hurley and his staff were honored for their core philosophy which is to exceed customer expectations in speed and quality, but more importantly, to make a difference in the communities where employees live and work. To that end, Infinite Imaging has assisted a number of

community organizations providing pro bono products and services as well as "elbow grease." Hurley himself serves on the board of several Seacoast organizations including the Chamber board.

### Volunteer of the Year

Bill Maloney, principal of **Strategic Talent Management** and former chairman of the Chamber's Ambassador Committee, won Volunteer of the Year honors for more than a decade of service. Maloney has served on nearly all the Chamber committees at one time or another and has provided professional staff assessment and development services for Chamber staff retreats. As chair of the Ambassador committee he was recognized for his leadership in building one of the most effective teams in the group's history.

### Community Service Award

The Chamber introduced a new award this year to recognize special contributions to the community. This new award went to Robin McIntosh, local businesswoman and organizer of the FOCUS Photography project. The project involved training and guiding 8th grade students in a visual exploration of their communities through photography. The program resulted in several gallery shows and a published book of the students' work.

The Chamber thanks marquee sponsor, **Citizens Bank**, and all the other supporting and in-kind sponsors who helped to make this year's annual dinner possible. For more on the event and a preview of photographs, visit the Chamber library at [www.portsmouthchamber.org/library.cfm](http://www.portsmouthchamber.org/library.cfm). ★

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## CHAMBER STATS

JULY/AUGUST 2008

**Web Hits:** 2,023 million

**Walk-ins:** 9,654  
*(Chamber Visitor Center & Downtown Kiosk)*

**Inquiries:** 10,569

**Mailings:** 922

# [ 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**

It has been both a challenging and exciting first year. The challenge of getting involved, initiating changes and building a team are probably something you all have experienced. They are a part of the job we both love and hate. The results however have been exhilarating. We ended our fiscal year with a fabulously successful island-themed annual dinner "On the Dock" (well, above the dock as it turned out). And on, Aug. 25, Salina McIntire became our membership manager. I am proud to say our Chamber is now fully staffed.

Although we should take a few moments to relish our successes, there is no time to dwell on them. We have another busy year coming up. Our Government Affairs Committee has been busy, and as you read this, they have already met with Carol Shea Porter and are planning an event that will hopefully allow all to meet with John Sununu and Jean Shaheen. If you are interested in becoming involved, please call us at (603) 610-5510 and we'll connect you with the committee leadership.

The Business Development Committee has also been very busy this summer developing a radio program for **WSCA 106.1 FM**. Seacoast Business Connection,

Chamber Radio airs on Mondays from noon to 1 p.m. You may have not have heard it as it has been in "beta" testing mode all summer. Now is the time to tune it in. Another exciting change: the Mid-Day Meet will soon be offered downtown at **The Page** restaurant (see article). We hope this will allow business owners who have limited time to be able to participate. And of course there is the Business Education Collaborative that will hold its first meeting at 8 a.m., Sept. 17 at Portsmouth High School. Call me at (603) 610-5516 if you are interested.

You may have noticed our new invoices. The new invoices are part of our new *Quickbooks* accounting system. Angie Stasz, our business manager, has spent numerous hours transferring data and simplifying how we manage our finances. We have great expectations that the new system will better integrate with our website and business operations moving forward.

Over the next several months you'll notice some major changes to the Chamber website. The staff has been working closely with Board Member Diane Devine to restructure the site, adding more functionality and content designed to meet the needs of our membership and the community. Watch for it this fall, and please feel free to let us know what you think.

Our partnership with the **City of Portsmouth** and the State of New Hampshire to promote our city and region as a tourism destination - both nationally and internationally - will continue, after a spectacular year under the direction of Nicki Noble, our tourism manager. Although the summer began with economic uncertainty, we are proud to report that visitor inquiries were up consistently over last year, and many of our member hotels, restaurants and shops reported a surprisingly good summer. Looking ahead, we hope to engage some experts to help us expand our promotion of the Seacoast.

In the area of Chamber events, there will only be four major fundraisers in the coming year: the holiday wine tasting, which will feature the closing of a silent online auction and a limited holiday live-auction component; the annual golf tournament, which has become one of the most popular tournaments on the Seacoast; our Harbour Trail Road Race; and our annual dinner. Each of these events welcomes volunteers. The work is fun and our events expert, Laurie Mantegari, will add the proper dose of organization to ensure they are all successful. Not to be left out, we will continue all the other outstanding monthly events you have come to expect including breakfast forums, business after hours (first available date is Jan. 22, 2009) and membership orientations.

One event which is not an official event of the Chamber--yet one we are supporting--is the commissioning of the *USS New Hampshire* submarine set for Oct. 25 at the Portsmouth Naval Shipyard. It's logical that the Navy's gold standard "New Hampshire" shipyard have the honor to celebrate the commissioning of the newest Virginia Class submarine in the fleet - and the 5th ship to bear the "New Hampshire" name. The commissioning ceremony is a high-profile, tradition-laden event for the Navy and one that will attract senior Navy officers, Congressional representatives, the Governor of New Hampshire, special invited guests and an estimated 8,000 to 10,000 visitors including the crew's families. As the official hosts for the crew during the commissioning week, and for events leading up to that celebration, the entire community is preparing to make the *USS New Hampshire* welcome. As your president, I volunteered to serve as vice chair of the commissioning committee along with other Chamber members, the Navy League, Two International Group, Datarisk and others. We invite you to join us by sponsoring, donating or volunteering to make this an event to remember.

I appreciate the opportunity to serve as your president. I could not do it, however, without a great board of directors. The board chair for this year is Jay Levy from **Merrill Lynch**. He will be supported by Vice Chair Grant Sanborn, **Portsmouth Regional Hospital**; Treasurer Tim Hepburn, **Baker, Newman & Noyes**; Past Chair Lisa DeStefano, **DeStefano Architects**; and all the other board members listed in the column to your right.

Welcome back from summer, let's have another great year! ★

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 ]

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## [ NEWSLETTER ]

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



SEACOAST BUSINESS CONNECTION  
CHAMBER RADIO

## BDC 'Perfects' Chamber Radio with WSCA FM

### Chamber's 'Seacoast Business Connection' Takes to the Air

A pilot business radio program created by the Chamber's Business Development Committee is now "prime-time" airing at noontime every Monday on **Portsmouth Community Radio**, WSCA FM 106.1.

The program, *Seacoast Business Connection*, explores the issues, challenges and opportunities facing area businesses. The mission of the program is to serve the community by promoting and inspiring business vitality.

Organizations and people that have been featured on the program include **Seacoast Local**, Favorite Independent Restaurant Association, Deer Street Merchants Association, **Portsmouth Regional Hospital**, Pease Greeters, the **Tenants Association at Pease, Kirk Communications**, NH Small Business Development Center, the Chamber, and Ross Gittell, economist with the **UNH Whittemore School of Business**.

The show is anchored by Paul McAskill, **Compass Points Coaching**, and features a rolling dual-host format. Four sets of hosts alternate weekly, each bringing their own unique insight on the vibrant seacoast business community. Those hosts are Anne Brown, **Daystar Computer**, and Steve Chaisson, **Allegra Print & Imaging** (first Monday); Zac Gregg, **IOS Business Suites**, and George Venci, **Venci Law, PLLC** (second Monday); Sean Clancy, **Leverage**, and Mark Sullivan, **Seacoast Asset Management** (third Monday); and Nancy Notis and Grant Sanborn, **Portsmouth Regional Hospital** (4th Monday). Other volunteers are Cheryl Lee Bozak, a BDC member; and Bjorn Turnquist and Rick Dirck, Portsmouth Community Radio.

The Chamber Radio team encourages members to get involved with *Seacoast Business Connection* radio series by suggesting potential speakers, topics and issues that hosts can explore on the air. Those who have suggestions may submit them to [sbc@wscafm.org](mailto:sbc@wscafm.org).

*Seacoast Business Connection* is a program of the Chamber's BDC committee presented to educate, inform, serve and promote the local business community. ★

## Mid-Day Meet Downtown to Start Oct. 3 at The Page

### Popular Program Great Way to Grow Biz Opportunities

In response to member requests, the Chamber has organized a second Mid-Day Meet to make it easier for downtown businesses to participate in this popular networking forum. The first Mid-Day Downtown will run from 11:30-12:30 p.m., Oct. 3 and continue the first Friday of every month at **The Page** in Portsmouth.

According to Don Sweet, owner of **Inner Circle** and a member of the Chamber's Business Development Committee and a facilitator for the program, "many business people have said that networking events are one of the keys to building and sustaining a healthy business. In addition to the numerous business benefits and connections you make, it can also be fun and a good way to meet other like-minded people from the business community. If you're in the market to build your business, then join us for an innovative lunchtime forum that encourages interaction between members."

Those interested in attending should bring business cards and be willing to share a success story, and a little about their business and role. For those who are anxious about networking in a group setting, facilitators will be on hand to help attendees through the process and to develop an "elevator" introduction to their businesses.

To help facilitate follow-on networking, The Page is offering all attendees a \$4.99 lunch special on their 8-inch pizza right through the end of 2008.

For more information on the program, contact Salina McIntire, the Chamber's membership manager, at (603) 610-5514 or [membership@portsmouthchamber.org](mailto:membership@portsmouthchamber.org). ★



Salina McIntire, new Chamber membership manager.

## Chamber Welcomes New Membership Manager

### Former Chamber Ambassador Steps Up to Full-Time Role

Chamber members now have an exclusive advocate in Salina McIntire who was recently hired as the new membership manager. McIntire plans to spend her first weeks contacting members, new and old, to open a dialogue, hear concerns and answer any questions they might have about membership benefits. "Having met many members as a Chamber Ambassador, I'm excited about the opportunity to serve in a different role and to connect members to the many resources we have to offer," she said. She believes the ultimate goal of the membership manager position is to get connected with members and advocate for their needs.

Before signing on to the Chamber staff, McIntire served as a business development manager for **Staffing Sense** in Stratham, N.H. where she grew the company's client base by providing a steady stream of vetted and qualified new clients. She also worked a number of years in the banking industry serving in a number of capacities including portfolio manager for top bank clients, customer service and sales.

Originally from Nottingham, N.H., McIntire currently resides in Exeter, N.H. She has been active in her community where she has held volunteer leadership positions on local school boards and town committees. ★

# Calendar of Events

## Mid-Day Meet Pease

Connect and Network  
at the Mid-Day Meet

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

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. ★



## China Trip

Registration Deadline Moved to Oct. 1,  
Information Session Set for Sept. 15

Registration Deadline Extended to Oct. 1

Don't miss this once-in-a-lifetime opportunity to join with others from the Seacoast business community for a travel adventure to China. The trip is a joint program of your Chamber and the Exeter Area Chamber of Commerce. Two departure dates are available in March 2009. To find out more about the trip, attend the information session set for 6-7 p.m., Sept. 15 at 155 Borthwick Ave. in Portsmouth, N.H.

Cost of the trip is \$1,899 and includes: transportation to and from JFK Airport in New York, round-trip international and domestic airfare and taxes, five-star and four-star hotels, three full meals each day, English-speaking tour guides and admission to all the scheduled tourist attractions.

According to organizers the China trip will provide a unique opportunity to meet with other business leaders in China and learn about their economy. Travelers will also get a chance to see many of China's key landmarks and attractions including the Great Wall of China, Tian An Men Square, Ming Tombs, Palace Museum, the Summer Palace, Kunming Lake and side visits to Shanghai & Suzhou.

A \$200 per person non-refundable fee is due at time of registration and is included in the total price. Passports must be valid through September 2009. All travelers must have a Chinese Visa. Visa applications are available at an additional cost of \$150 per person.

BANK IN FORMATION  
**GreatWaters**  
Bank & Trust

## Business After Hours

5-7 p.m., Thursday, Oct. 2

GREAT WATERS BANK & TRUST  
[40 CONGRESS ST., PORTSMOUTH, NH]

Mark your calendar to join us for a visit to the newest bank in town, Great Waters Bank & Trust. The staff at the Portsmouth branch on 40 Congress Street is excited about showing off their new space in what was the long-time showroom of Pars Oriental Carpet, and to meet members of the Portsmouth business community.

The bank prides itself on offering a responsive staff, a warm inviting atmosphere with comfortable furniture, fresh coffee, fresh flowers and free wireless internet access for those who'd just like to relax after finishing up their banking business.

Bank officers say GreatWaters will be founded on the principal that a community bank is integral to a

successful and prosperous region and that a bank should give back to the area by supporting its local charities, arts, and culture. Cost of admission is just a business card. ★



technology roundtable

## The eCoast—What's Next

5-7 p.m., Thursday, Oct. 2

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

Join us for the monthly eBrew at **The Press Room** on Daniel St. in Portsmouth to start discussions on the future of the eCoast. 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 Tom Cocchiari, the Chamber's communications manager, at (603) 610-5520 or tcocchiari@portsmouthchamber.org. For more on Roundtable activities, visit [www.ecoast.org](http://www.ecoast.org). ★

## New Mid-Day Meet Downtown

Chamber Inaugurates New Mid-Day Meet  
for Downtown Businesses

11:30 a.m.-12:30 p.m., Friday, Oct. 3

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

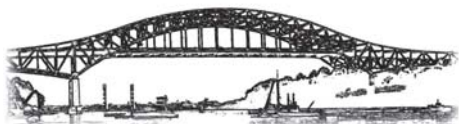
Downtown businesses now have a facilitated networking venue in the Chamber's new Mid-Day Meet Downtown. The monthly programs will be hosted by **The Page Restaurant**. The meet will follow the same format as the popular Pease program which is held the third Friday of every month. Conversation is facilitated 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/middymeet.cfm](http://www.portsmouthchamber.org/middymeet.cfm).

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

# vents

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**Sir Speedy**

SEPTEMBER ★ 2008



SEACOAST CHAMBERS' SCHMOOZE

## Join Us for One of the Biggest Networking Events of the Year

**4-7 p.m., Thursday, Oct. 23**

**FRANK JONES CENTER**  
[400 RTE 1 BYPASS, PORTSMOUTH, NH]

Those looking for an opportunity to broaden their networking horizons should plan on attending this year's Seacoast Chambers' Schmooze set for 4-7 p.m., Thursday, Oct. 23 at the **Frank Jones Center** in Portsmouth. The program, underwritten by **Public Service of New Hampshire**, is presented by the Greater Dover, Exeter, Portsmouth and Rochester Chambers of Commerce.

The first event of its kind, held in 2006, brought rave reviews from attendees especially for the facilitated networking portion of the program. Organizers received comments like "Awesome, make sure you do it again," "Bravo! That was one of the best networking sessions I have ever attended," and "It was such a great event. I really enjoyed myself and got a lot of good business from the speed networking portion."

The evening event will feature three hours of "schmoozing" opportunities, including free-form and facilitated networking sessions. The Schmooze program will also feature 32 exhibitors, a buffet of hors d'oeuvres provided by local restaurants and a cash bar.

Admission to the Schmooze is \$10 for Chamber members and \$15 for nonmembers. The Seacoast Chambers thank the following sponsors for helping to make this year's event possible: **Daystar Computer Services, Federal Savings Bank, Laconia Savings Bank, Comcast, Profile Bank** and Unifit in partnership with 1270 AM WTSN and **98.7 The Bay, Gentle Giant Movers, Seacoast Media Group**.

To sign up for the event or register as an exhibitor, visit [www.seacoastschmooze.com](http://www.seacoastschmooze.com). The site features both online and downloadable registration. ★

### WHAT'S AHEAD

[ SEPTEMBER ]

**15th**

China Trip  
Informational Session  
6-7 p.m., at  
155 Borthwick Ave.  
Portsmouth, N.H.

**19th**

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

[ OCTOBER ]

**2nd**

Business After Hours  
at Great Waters  
Bank & Trust

**2nd**

eBrew  
The Press Room

**3rd**

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

**17th**

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

**23rd**

Seacoast Chambers  
Schmooze  
Frank Jones Center  
Portsmouth, N.H.

**25th**

USS New Hampshire  
Commissioning  
Portsmouth Naval Shipyard

### RENEWING MEMBERS

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

- |   |   |
|---|---|
| A Safe Place                            | LDI Corporation                         |
| Abercrombie & Finch                     | Le Parisian, LLC                        |
| ALL WIRELESS                            | Lollipop Tree                           |
| Ashley & Victoria                       | Manchester Airport                      |
| Atlantic Laser Clinic                   | MAndT Cleaning Services                 |
| Back Bay Networks NH                    | McIntosh College                        |
| Ballet New England                      | McLane, Graf, Raulerson & Middleton, PA |
| Bernstein Shur                          | McMaster Agency                         |
| Bigelow & Company, CPA's                | Morning Glory Inn                       |
| Brazo Restaurant                        | Mr. Tux                                 |
| Breathe New Hampshire                   | NH Glass Corporation                    |
| British Consulate General               | NH March of Dimes                       |
| Carriage House Restaurant               | Nickerson-Remick                        |
| Centrix Bank & Trust                    | Norton Financial Services               |
| Cheney Companies, The                   | Oaks Golf Links, The                    |
| Citadel Broadcasting-WOKQ/<br>The Shark | Oar House                               |
| Crown Trophy                            | Ocean Properties                        |
| CTC Communications                      | ONE HUNDRED CLUB                        |
| Cuzin Richard Entertainment             | Popovers On The Square                  |
| D. F. Richard Energy                    | Portsmouth Gas Light Co.                |
| Dolco Printing                          | Portsmouth Harbor Cruises               |
| Drew Mortgage Associates                | Portsmouth Housing Authority            |
| Employment Times                        | Portsmouth<br>Symphony Orchestra        |
| eWomen Network                          | Preti Flaherty Beliveau Pachio          |
| Exeter Fine Crafts                      | Pro Portsmouth, Inc.                    |
| FASTSIGNS                               | Prudential Financial                    |
| Graceful Awakenings, LLC                | Seacare Health Services                 |
| Great Bay Stewards                      | Securitas Security Service              |
| Green Monkey, The                       | Sexual Assault<br>Support Services      |
| Grubb & Ellis/Coldstream<br>Real Estate | Sheraton Portsmouth Hotel               |
| Hanna Somatics<br>by Noreen Owens       | Stolen Menu Cafe, LLC                   |
| Hub International<br>New England        | Tech Net New England                    |
| Hutter Construction Company             | Trends Marketing Group                  |
| Kelley Seacoast Realty, Inc.            | Vintners Cellar Winery                  |
| La Femme Intimates                      | Vital Design, LLC                       |
|   | Waste Management of NH                  |

## Harbour Trail Road Race Marks 13th Year July 12

Nearly 400 Runners from Across Region Compete in Event



Runners in this year's Portsmouth Harbour Trail 5K Road Race & Kid's Fun run fire off the starting line July 12. Overall winners were Mark Gosztyla from Dover for the men's division and Johanna Fickenschner from Durham for the women.

The Portsmouth Harbour Trail 5K Road Race took to the historic streets of Portsmouth July 12 with nearly 400 runners vying for top spots in the 13th annual event.

The race benefits the "trail" which pulls together all Portsmouth's historical properties under one umbrella and supports Chamber members by attracting visitors into the downtown business district.

Mark Gosztyla, 26, from Dover, N.H., finished the 3.1-mile course in 16 minutes, 15 seconds to take the men's overall first-place title. He was followed by Jeff Goupil from Keene, N.H. in second with 16:20 and Mike O'Brien, from Durham, N.H. in third with a 16:27. Johanna Fickenschner, 23, from Durham, N.H., won the women's overall competition with a time of 18:29. She was followed by Simonetta Piergentili, 43, of Wilmington, Mass. in second with 18:38 and Abby Iselborn, 19, from Portland, Maine, in third with a time of 20:10. Team winner in this year's race was the Coastal Athletics Associatoin (made up of Brian Betournay, Joe Barrett, Stephen Piatti, David Ritchie) in first place with a total time of 1:00:08. They were followed by the Soles of Glory in second with 1:10:19 and the Rochester Runners in third with a 1:11:42. The oldest Portsmouth runner was Mike

Marich, 71, with a time of 30:44 and the youngest, Sam Beane, 6-years-old, with a time of 36:01. The Chamber thanks the following for helping to make this year's race possible Marquee sponsor, **FairPoint Communications**; lead sponsor, **Portsmouth Herald**; major sponsors, **Fox Run Mall, Blue Water Mortgage** and **Fitness Together**; supporting sponsors **Fuze Communications, Gentle Giant Moving and Storage, PromoCentric, CTX Mortgage, Heritage Title, Kane Insurance, Port City Web** and **Voyager Insurance**, and a host of exhibitors and in-kind sponsors. The Chamber also thanks members of the race committee: Julie Burns, **CTX Mortgage**, chair; Lynne Cote-Joyce, **Tate & Foss Real Estate**; Larry Gormley, **Hoefle, Phoenix & Gormley, P.A.**; Laurie Mantegari, **Everyday Details**; Lisa Gainty, **Citizens Bank**; Haley Traeger, Chamber intern; Heather Malila, **Voyager Insurance**; and Chris Rose. ★

## Exeter Inn Unveils New Decor, Restaurant at BAH

Guests Take in Fine Food and Tours at July 25 Event

Despite a barrage of severe thunderstorms more than 150 guests and Seacoast-area Chamber members traveled to Exeter July 25 to check out the newly refurbished **Exeter Inn** with its new Epoch Restaurant. Throughout the evening guests took tours of the inn and sampled a smorgasbord of fine food prepared by Epoch's culinary team.

Doorprize winners at the event were **Julie-lynn Belon, Kittery Trading Post**, who won an overnight for two and breakfast at the inn; **Daniel Dumont, Ocean Properties**, picked up a gift certificate for dinner for two at the Epoch Restaurant; **Shannon Drew, Sheraton Harborside Portsmouth Hotel**, drew a meeting for eight and lunch at the inn; **John Mueller, Norwood Group**, won four passes to **Water Country**; and Maureen Sullivan, **Child Advocacy Center of Rockingham County**, won a \$20 gift certificate for a bouquet of exotic flowers courtesy of Cymbidium Floral of Exeter. Salina McIntire, now the Chamber's membership manager, won member of the month honors for her former employer, **Staffing Sense**. To find out more about this local Seacoast company that offers staffing services for office administration, accounting, bookkeeping, clerical, customer service, medical billing, sales and other positions, visit [www.portsmouthchamber.org/memberofthemoth.cfm](http://www.portsmouthchamber.org/memberofthemoth.cfm). ★



Guests at the Exeter Inn Business After Hours sample some of the fine food served up by the ends team of chefs. The inn management just finished months of renovation work and used the event to unveil their new decor and upscale restaurant—Epoch.

**Breathe New Hampshire**, a statewide nonprofit health organization, recently appointed **Sarah B. Knowlton, Esq.** and **Vincent Kanhai-Singh** to its board of directors. Knowlton, a member of the New Hampshire Bar Association, is currently an attorney at McLane, Graf, Raulerson & Middleton Professional Association. Kanhai-Singh, who is living with a chronic lung disease that damages the lungs and make it very difficult to breathe, brings the patient's perspective to the organization. Breathe New Hampshire is a statewide organization that focuses on all matters that affect breathing, such as asthma, COPD, nicotine dependence, and clean indoor and outdoor air. To volunteer, donate or find more information about Breathe New Hampshire, visit [www.breathenh.org](http://www.breathenh.org).

The principal group of **Baker Newman Noyes** has named **Charlie Hahn** as managing principal of the firm. Hahn will continue in his role as a member of the management committee. Ellie Baker, managing principal since 2003, will return to a full-time position serving her tax clients and nurturing future leaders of BNN. Hahn has been with BNN since the firm was founded in 1995 and specializes in advising publicly held and international companies, multi-state businesses, closely held corporations and shareholders. For more on the firm, visit [www.bnnpcpa.com](http://www.bnnpcpa.com).

**Bresette + Company** recently took home three awards from The Lamplighter Awards held May 19 in Providence, R.I. Bresette won for their work in website design, a publication for the **Wentworth Douglass Hospital Health Foundation**, and for the total marketing campaign for Women's Health Services. The Lamplighter Awards recognizes excellence in marketing, public relations, and communications including publications, audio-visual presentations, writing, marketing and advertising. All entrants are judged by a panel of recognized professionals and projects are evaluated based upon their quality of achievement and results. To learn more about the agency, visit [www.bresette.com](http://www.bresette.com).

**Calypso Communications** recently participated in a clean up of Rye Harbor State Park under the supervision of the local non-profit **Blue Ocean Society**. The Calypso team removed 27 pounds of trash from the beach in just one hour. "We're grateful for Calypso's help and are happy to educate others who volunteer their time to help clean up our coastline," remarked Jen Kennedy, director of the Blue Ocean Society. "We encourage other groups to follow this example and join in our efforts in upcoming months." For more about Calypso, visit [www.calypsocom.com](http://www.calypsocom.com).

**Cross Roads House** recently received \$25,000 from the **Portsmouth Rotary Club**. The funds will help rebuild the organization's shelter facility. Cross Roads House expects to begin site work and construction this summer which includes the replacement of three older buildings with one at the current location, and renovation of one remaining building. Cross Roads House has provided emergency and transitional shelter to homeless individuals and families from Rockingham, Strafford, and southern York, Maine counties for more than 20 years. For more information on the Campaign for Cross Roads House, visit [www.crossroadshouse.org](http://www.crossroadshouse.org).

Award winning web and eMarketing firm, **CrystalVision**, of Newington, N.H., recently announced the launch of their most recent client web site. The "Teach A Man To Fish" site provides workforce housing solutions information and resources for the Greater Seacoast area. In addition to the initial design and development, CrystalVision will provide hosting and ongoing maintenance and support for the site, [www.teachamantofish.biz](http://www.teachamantofish.biz). CrystalVision's expertise is in fully integrated, customized solutions which include web design, web application development, e-commerce & security, content management systems & maintenance, search engine optimization & marketing as well as technically specialized web & e-marketing services. For more on the firm, visit [www.crystalvision.org](http://www.crystalvision.org).

The **du •da spa**, a full service day spa and salon in downtown Portsmouth, N.H., has hired **Jessica Heeney** as a fulltime professional nail technician. Heeney specializes in the artificial gel nail system, an alternative approach to a traditional acrylic nail. With the addition of Heeney, the du •da spa is the first and only place in downtown Portsmouth that offer the gel nail system. To find out more, visit [www.thedudaspacom.com](http://www.thedudaspacom.com).

**Favorite Foods, Inc.** recently announced the hire of **Todd MacLeod** and **Clark Clary** to its sales team. MacLeod and Clary will be calling on both new and existing accounts in the seacoast area. MacLeod has worked in the food service industry for the past 20 years, most recently as a broker and sales representative for Benchmark Sales and Marketing in Norwood, Mass. MacLeod is a very active member of the American Culinary Federation, and is currently serving as treasurer of the Piscataqua Chapter. Incorporated in 1987, Favorite Foods is New Hampshire's only independently owned, statewide food and paper distributor. For more on the company, visit [www.favoritefoods.com](http://www.favoritefoods.com).

**Federal Savings Bank** recently pledged \$2.5 million for student loan financing to support the New Hampshire Higher Education Loan Corporation (NHHELCO). Together with other NH banks, FSB is now providing funds directly to NHHELCO and anticipates that their pledge will directly benefit 1,000 New Hampshire college students. Federal Savings Bank is providing resources directly to NHHELCO. The bank is not accepting or approving applications for student loans at any of their offices. Students looking for more information about applying for student loans should contact NHHELCO directly at (800)525-2577 or visit [www.nhhelco.org](http://www.nhhelco.org). For more on FSB, visit [www.fsbdoover.com](http://www.fsbdoover.com).

**Leddy Group**, a Dover-based staffing firm which specializes in administrative, accounting and light industrial staffing and business consulting services, recently received a citation from NH Gov. John Lynch honoring the firm's 25th anniversary and their dedication to the communities they serve. "We're proud to be celebrating our anniversary and we're confident that our longevity is a result of our client service, account teams and our unwavering commitment to our customers," said **Mary Leddy**, principal owner of Leddy Group. "To be publicly recognized by Gov. Lynch is a tremendous honor and a testament to our great work over the years." Leddy Group has offices in New Hampshire, Vermont and Maine, and works with more than 300 clients. For information visit [www.LeddyGroup.com](http://www.LeddyGroup.com).

For the 8th year, **Bruce Mast & Associates, Inc.** will be organizing and facilitating the onsite visits to the finalist organizations in *Business NH Magazine's* Best Companies To Work For in NH competition. The assessment teams are comprised of senior leaders experienced in organizational development in the areas of operations, finance and human resources. BMA is looking for volunteers interested in serving the assessment teams. Those interested may contact Leslie Mast at (603)772.4488 or [lkmast@BMAleadership.com](mailto:lkmast@BMAleadership.com).

**McDougall & Duval Advertising**, an award-winning advertising, marketing and public relations firm located in Amesbury, recently added two new clients. St. Mary's Credit Union, a community credit union serving residents of Middlesex and Worcester counties, has retained McDougall & Duval to create and implement fresh advertising and marketing campaigns for the institution's existing services, as well as the launch of new financial products. Extreme Adhesives, Inc., a leading manufacturer and distributor of high-performance adhesives based in Seabrook, N.H., has hired McDougall & Duval to brand and market the company's new retail adhesive product. For more information on the firm, visit [www.mcdougallduval.com](http://www.mcdougallduval.com).

**The Music Hall** recently received a \$2,000 grant made on behalf of the volunteer efforts of **Morgan Stanley** employee Doug Nelson. The grant will be used to support the Music Hall's School Days Series. The Music Hall's School Days Series

is a program of 18 curriculum-based performances by award-winning theatre groups presented to children throughout the school year is part of Education@The Music Hall programming. Students from more than 80 schools, 30 home school groups and families from throughout southeastern New Hampshire and southern Maine will participate in the series. For a copy of the detailed series study guide or more on The Music Hall, visit [www.themusichall.org](http://www.themusichall.org).

More than 150 current and prospective members of **Seacoast Buy Local** attended a sunset cruise on Aug. 19 to celebrate the organization's first anniversary. The cruise was donated by one of its members, **Seacoast Asset Management**. The Isles of Shoals Steamship Company donated the cruise to the Portsmouth Chamber Annual Auction, where it was then purchased by **Mark Sullivan**, president of Seacoast Asset Management and a proud Seacoast Local board member. "As local business owners, we have an opportunity to work together to strengthen our local economy. With Seacoast Asset Management's new and rapidly-expanding network, we welcome the opportunity to combine our resources in support of a thriving, sustainable community." Seacoast Local, Inc. is a grassroots, not-for-profit organization dedicated to promoting community involvement in local businesses, agriculture, arts and culture, the environment, and civic life in the New Hampshire and Maine seacoast area. For more on both organizations, visit [www.SeacoastLocal.org](http://www.SeacoastLocal.org) or [www.seacoastassetmgmt.com](http://www.seacoastassetmgmt.com).

The **New Hampshire Film Festival** invites members to its 8th annual festival scheduled for Oct. 16-19. The festival sold over 6,000 tickets, logged 500 submissions last year and showed films previously screened at Sundance, Tribeca, Nantucket, IFF, Berlin, Cannes and South by Southwest during last year's event. Organizers say they've broken the previous submission record in 2008 with more than 600 and anticipate more local work to be showcased at the event. The group is also looking for volunteers to help in a number of areas. Volunteers generally work in four-hour shifts, receive a ticket to a movie or workshop for every four hour shift, a t-shirt and the staff's undying gratitude. Volunteers will also have an opportunity to watch a few selected short films before the public unveiling at the festival. For more information on the festival, visit [www.nhfilmfestival.com](http://www.nhfilmfestival.com).

**Ocean Bank** recently welcomed **Timothy E. Woolston** as vice president, portfolio manager. Woolston will work out of the bank's 325 State Street, Portsmouth, N.H. location managing investment portfolios for clients of Ocean Bank's rapidly growing wealth management division. An accomplished financial service professional, Woolston has over 21 years of experience researching equity and fixed-income investments, and managing institutional and private client accounts. Ocean Bank is a locally managed commercial banking company with over \$2.0 billion in assets and 42 branches in New Hampshire and Southern Maine. For more information about the bank and its services, visit [www.Ocean.com](http://www.Ocean.com).

**Piscataqua Savings Bank** recently honored four local high school seniors with \$1,500 college scholarships. Students were selected based on their commitment to community service and demonstrated qualities of high character during their high school tenure. Recipients were Daniel McGreevy and Kristin Scott of Portsmouth High School; Scott Leland of Robert W. Traip Academy in Kittery; and Hannalea Howell of Marshwood High School in Eliot. Piscataqua Savings Bank officials say they are dedicated to serving local individuals and families and has been a cornerstone of the Portsmouth community since 1877. For more information, visit [www.piscataqua.com](http://www.piscataqua.com).

The **Portsmouth Regional Hospital Center** for Rehabilitation and Wellness is now open at 155 Borthwick Ave. Down the street from the hospital's main campus, the center occupies 17,000-square feet in a new tower bringing together services previously housed in multiple locations. Along with its sports medicine, cardiac rehabilitation and day rehabilitation programs, it houses PRH's vestibular/dizziness, nutrition, massage therapy and pediatric rehabilitation services. Extensive conference room space is also available for educational and support group activities. For more information about the center, call (603)433-4015 or visit [www.portsmouthhospital.com](http://www.portsmouthhospital.com). ★

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[ WELCOME NEW MEMBERS ]

## The Chamber Welcomes New Members

*The Greater Portsmouth Chamber of Commerce welcomes the following new members*

### **Caren's Caravan**

*Limousine services,  
transportation*  
PO Box 832  
Exeter, NH 03833  
Contact: Greg Chlapowski  
Phone: 603-772-7959  
Email: info@carens.com  
Web: www.carens.com

### **Dare Mighty Things**

*Consultants, management, event  
design, training*  
1000 Market St Building  
One, Suite 102  
Portsmouth, NH 03801  
Contact: Karen Morton-  
Clark  
Phone: 603-431-4331  
Email: kmc@daremighty  
things.com  
Web: www.daremightythings.com

### **DeBlois Electric, Inc.**

*Electrical contractors*  
234 Lafayette Road #245  
Hampton, NH 03842  
Contact: Gary Garneau  
Phone: 603-601-1255  
Email: ggarneau@deblois  
electric.com  
Web: www.debloiselectric.com

### **Deborah Ann Whale Watching**

*Whale watch cruises*  
18 Algonquin Dr.  
Cape Neddick, ME 03902  
Contact: Deborah Merritt  
Phone: 207-361-9501  
Web: www.deborahann  
whalewatch.com

### **HRN Northern New England**

*Insurance*  
175 Canal Street  
Manchester, NH 03101  
Contact: Marty Barrett  
Phone: 603-627-9583,  
Email: martin.barrett@  
hrh.com  
Web: www.hrhne.com

### **Interior Prescriptions**

*Interior design*  
652 Central Avenue  
Dover, NH 03820  
Contact: Lynn Watts  
Phone: 603-953-0034  
Email: lwatts@agchc.org  
Web: www.interiorprescriptions.com

### **The Regatta Banquet & Conference Center**

*Function rooms, weddings*  
28 Levesque Dr.  
Eliot, ME 03903  
Contact: Laurie Andrews  
Phone: 207-351-4623  
Fax: 207-439-0602  
Email: info@regattaroom.com  
Web: www.regattaroom.com

### **Seacoast Local**

*Nonprofit organizations*  
PO Box 1459  
Portsmouth, NH 03802  
Contact: Karen Marzlof  
Phone: 603-766-1775  
Email:  
seacoastbuylocal@gmail.com  
Web: www.seacoastlocal.org

### **Tweeter**

*Electronics, sound systems, video  
equipment sales & service*  
2001 Woodbury Avenue  
Newington, NH 03801  
Contact: Mike Lomonte  
Phone: (603) 436-3339  
Email: gsm0126@twtr.com  
Web: www.tweeter.com

### **William F. Howell, LLC**

*Accountants, consultants,  
Business; consultants,  
management*  
1 Marybank Drive  
Stratham, NH 03885  
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Web: www.williamehowell-  
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### **The Yarn Basket**

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