

Dividends

GREATER
PORTSMOUTH
CHAMBER OF COMMERCE
GET CONNECTED

JULY/AUGUST 2009



GREATER PORTSMOUTH CHAMBER OF COMMERCE



WWW.PORTSMOUTHCHAMBER.ORG



The Chamber will officially confirm a new slate of officers at the annual meeting set for 8:15 a.m., Aug. 13 at Southern New Hampshire University which is located at the Pease International Tradeport. Pictured left to right are Grant Sanborn, Portsmouth Regional Hospital, incoming chair; Rich Middleton, Mt. Washington Assurance Corp., vice chair; and Tim Hepburn, Baker, Newman & Noyes, LLC, who will be returning as treasurer.

Chamber to Introduce Incoming Officers at Annual Meeting

Members Invited to Attend Meeting Set for Aug. 13 at SNHU

Chamber members are invited to meet the new group of directors and officers, and learn more about the Chamber's operations, finances and plans, at this year's annual meeting set for 8:15 a.m., Aug. 13 at **Southern New Hampshire University** which is located at the Pease International Tradeport.

Incoming officers include Grant Sanborn, director of marketing and public relations for **Portsmouth Regional Hospital**, chair; and Rich Middleton, vice chair, from **Mt. Washington Assurance Corp.** Tim Hepburn, a principal with **Baker Newman & Noyes'** tax division, returns as treasurer. Current Board Chair Jay Levy will step down to serve as immediate past chair.

Sanborn joined the Chamber in 2007 and has been active in a number of areas including the Business Development Committee. Hepburn has served as treasurer for a year now and is active with the **United Way of the Greater Seacoast** as a volunteer. Middleton currently serves on the Chamber's government affairs committee and is working to ensure Chamber members are represented in Concord on issues of critical importance to business.

New board members who joined the Chamber in

2009 include Shari Donnermeyer, **Kirk Communications**; and Michael Daigle, **Data Risk**. Outgoing board members include Lisa DeStefano, **DeStefano Architects**, Nicole Gregg, **NH Film Festival**; Jim Jalbert, **C&J**; and George Soderberg, formerly with the **Sheraton Harborside Portsmouth Hotel**.

Other directors are currently serving on the board are: Howard Altschiller, Julie Burns, Lynne Cote-Joyce, Mike Daigle, Diane Devine, Larry Gormley, Lisa Gainty, Tim Hepburn, Mary Leddy, Jay Levy, John Lyons, Kathleen Lewis, Jay McSharry, Renee' Plummer, Ken Smith (City Liaison) and William Young.

New and outgoing board members, and the new officers, will be recognized formally at this year's annual dinner which is set for Aug. 13 at Harbour Place in Portsmouth.

The Chamber will also recognize the citizen, business and volunteer of the year at the dinner which will follow the business meeting from 5:30 to 9:30 p.m. on the same day. Tickets may be purchased online at www.portsmouthchamber.org/annualdinner2009.cfm. Cost is \$85 per person and \$750 for a table of 10. ★

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Road Race, Golf Tournament and eCruise Dominate July's Event Schedule

CHAMBER STATS

June 2009

Web Hits:

898,591

Walk-ins:

6,176

(Chamber Visitor Center & Kiosk)

Mailings:

228

[PRESIDENT'S MESSAGE]

GREATER PORTSMOUTH CHAMBER OF COMMERCE



Doug Bates, President

Finally, the sun has made its first prolonged summer appearance. Those who took refuge inside will now flood (oops bad choice of words) the region's outdoor venues and attractions. And those who stayed at home because of the dull and dreary days are hopefully more energized to visit the Seacoast and spend a little more of their hard earned money. I, for one, am ready to join with them and enjoy one of the best parts of living on the Seacoast:—Summer.

While the weather has turned bright and sunny—I can't feel the same about the current economic climate. While many are relieved that the New Hampshire budget has been signed, I already see dark clouds gathering on the horizon. While I can't tell you if the current financial plan is a good thing or a bad thing (and I'm not sure that it matters) what really frightens me is the budget we'll be facing in just two years.

We can't address the challenges of the coming budget in the same way the current one was approached—by adding taxes, cutting jobs, and passing other nonmonetary legislation of varying consequence (which generated a lot of attention) but in the end, will impact most of us very little. While I do not hold our 424 legislators in contempt for not getting down to the real business at hand, I do see that if they don't in the next biennium, we may not live free or die quite as well as we have in the past.

It's no secret that the state, hindered by a deep recession, is facing a devastating revenue shortfall in the next biennium. Those who attended the Chamber's June breakfast forum with economists Steve Norton and Brian Gottlob already know the conservative bad news. Projections for the next two years show that stimulus funds will eventually run out, tax revenues will continue to lag and mandated fixed costs (particularly those related to pay and benefits) will continue to rapidly escalate leaving us with an almost insurmountable gap to fill. Steady growth and a healthy business climate have lulled us into complacency in dealing with our growing financial problems. But we can't keep doing things the same way and expect a different result, we have to start thinking now about the hard choices we'll be forced to make soon.

Many have acknowledged the problems, but no one—the legislators, the business community or the citizens of New Hampshire—have stepped up to adequately solve them. Now we have no choice. Money to fill that looming budget shortfall is not going to come from existing sources and we're not going to be able to save the difference by cutting what we already have. We are going to be forced to make systemic changes and some extremely tough choices. As a result, government may not look the same—and state resources we have come to depend on, may not be there in the near future. We, as citizens, must take more responsibility for those choices. Our collective future is too important to leave to a body made up of just three hundredths of one percent of the population and then complain later, because later will be too late. It is not fair to them, or to us. We need to step up—and now.

I believe the state's business community is up to the task. As Chamber members (you, me, we) all need to be involved in making the meaningful and systemic changes that will help us maintain the New Hampshire advantage. Within the Chamber alone, there's a wide range of expertise and experience. What we need to do now is engage that talent to work with state government to straighten out the healthcare mess, put the retirement system back on its feet, settle the education funding issue and close the book on a myriad of other issues. Will there be difficult choices? Absolutely! Will there be those who say it cannot be done? Sure! Do we have a choice? No! In a state of 1.3 million residents we ought to be nimble enough to make it work. If you're interested in being part of the effort, please let me know—my contact information is below. At least give it some thought while you enjoy the summer.

Yes, I'm back to summer—maybe because I'm feeling a little guilty about the heavy dialogue while I'm out of the office for two weeks on vacation. Everyone should take some time for a break to rest up for the hard work ahead—and pause for a moment to appreciate what it is that you love about our state and our community. Hopefully, those thoughts will help set your resolve to be involved in preserving all those things that make our home special. See you in September. ★

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GREATER
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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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Howard Altschiller, Julie Burns,
Lynne Cote-Joyce, Mike Daigle, Diane Devine,
Shari Donnermeyer, Larry Gornley,
Lisa Gainty, Tim Hepburn,
Mary Leddy, Jay Levy, John Lyons,
Kathleen Lewis, Jay McSharry, Rich Middleton,
Renee' Plummer, Grant Sanborn, Ken Smith (City
Liasion) and William Young

[OFFICERS]

Jay Levy
Chairperson
Grant Sanborn
Vice Chair
Tim Hepburn
Treasurer
Lisa DeStefano
Immediate Past Chair

[STAFF]

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Laurie Mantegari
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Joan Chawziuk
Tour Coordinator
Susanne Falzone
Visitor Assistant
Bea Ann Kendall
Visitor Assistant

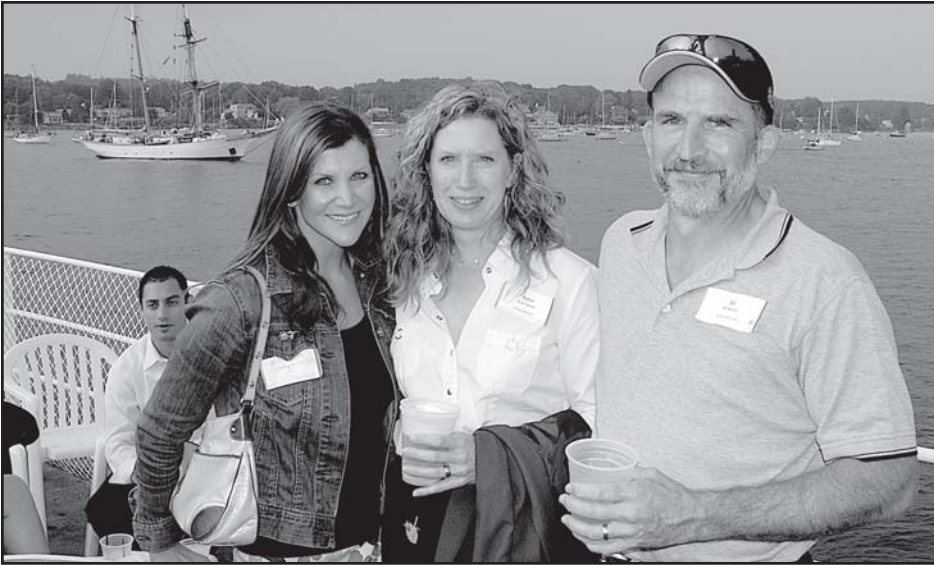
[NEWSLETTER]

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Brown & Co. Graphic Design

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Kelly Samson, Robin Savoie and Bill Savoie, of Savvy Software, relax on the M/V Thomas Laighton's top deck during the eCoast Technology Roundtable eCruise held July 16. They joined 220 other tech travelers who turned out for the annual networking cruise to the Isles of Shoals.

More Than 220 Techies Turn Out for eCruise

Reps from Four States Enjoy Networking on the Sea

More than 220 techies from New Hampshire, Maine, Massachusetts and Vermont traveled to the Seacoast July 16 for the annual eCoast Technology Roundtable eCruise. The evening of networking on the high seas was underwritten by the **South East England Development Agency**.

The "three-hour cruise" featured a tasty menu of Seacoast cuisine served up by **Galley Hatch Catering**, DJ entertainment, raffle prizes contributed by Chamber members, and an up-close visit to the Isles of Shoals made even more atmospheric by a spectacular sunset. For many attendees, including locals, it was the first time they had ever been out to the historic islands.

Don Marshall, of Marshall Associates, defied all odds in the raffle drawing by winning three times including the grand prize of an Asus Netbook. Other lucky winners left the evening with dinners for four, a web cam, computer sound system, and gift certificates for Edible Arrangements, a sunset kayak paddle for four and an email newsletter template with Constant Contact.

The Chamber thanks the following sponsors for supporting the eCruise: **PixelMEDIA**, *Admiral Sponsor*; **Mass High Tech**, *Media Sponsor*; **Good Leads**, **Kirk**

Communications, **NH Bio Medical Council** and **FairPoint Communications**, *Captain Sponsors*; **Savvy Software**, **Alexander Technology Group**, **Daystar Computer Services**, **Diverse Networks** and **Mesmer & Deleault, PLLC**, *First-Mate Sponsors*; and **Best Buy for Business**, **Exeter Inn**, **Edible Arrangements**, **Margaritas Mexican Restaurant**, **Portsmouth Kayak Adventures**, **Portsmouth Computer Group** and **Vital Design**, *In-Kind Sponsors*. ★

Seacoast Chambers' Schmooze Set for Oct. 22

Limited Exhibitor Space Available at Popular Event

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. 22 at the **Frank Jones Center** on Route 1B in Portsmouth. The program, underwritten by **Public Service of New Hampshire**, is presented by the Greater Dover, Exeter Area, Portsmouth and Rochester Chambers of Commerce. Supporting sponsors include **Daystar Computer Services**, **Fairpoint**, **Laconia Savings Bank**, **Profile Bank** and **Unitol**.

The joint event, held since 2006, has brought rave reviews from attendees. Organizers received comments like "Awesome, make sure you do it again,"

"Bravo! That was one of the best networking sessions I have ever attended."

The evening event will feature "schmoozing" opportunities, 32 exhibitors, a buffet of hors d'oeuvres provided by local restaurants and a cash bar.

Admission to the Schmooze is \$10 for preregistered Chamber members and \$15 for nonmembers and payment at the door.

A limited number of exhibitor spaces are still available for the event.

To sign up for the event, or register as an exhibitor, visit www.seacoastschmooze.com. The site features both online and downloadable registration forms. ★

Chamber Gets Initial Approval for State Grant

Grant to Fund a Host of Tourism Marketing Initiatives

The New Hampshire Division of Travel & Tourism Development's Joint Promotional Program (JPP) grant-screening committee has awarded the Chamber a \$47,017 matching grant for Fiscal Year 2010 pending Governor and Executive Council approval. Nicki Noble, the Chamber's tourism manager, authored the grant and presented it before the committee July 14. The Chamber will receive \$21,208 in state funding, but must raise a matching \$25,809 in order to leverage the total funding for 2009/2010.

The JPP grant covers various destination marketing projects, including brochure distribution throughout the Seacoast, Greater Boston and Canada; seasonal events rack cards & eNewsletters; advertising; and attendance at the American Bus Association Marketplace, Boston Globe Travel Show, and the Discover New England International Summit. Discover New England recently moved from Vermont to a new location at the Pease International Tradeport thanks to the work of Two International Group and state tourism groups. To show support of this international tourism marketing organization, the Chamber recently became a New England Partner for 2010.

The grant is the first of two applications Noble will submit and present for Fiscal Year 2010. The second-round application, due in August, will include projects like Restaurant Week Portsmouth, and the Chamber's website overhaul.

Those interested in supporting the 2010 initiatives may contact Noble at (603) 610-5517 or tourism@portsmouthchamber.org. ★

Calendar of Events

RiverWoods AT EXETER



Experience
Something Special

Business After Hours

5-7 p.m., Thursday, July 30

RIVERWOODS AT EXETER
[7 RIVERWOODS DRIVE, EXETER, NH]

Mark your calendar for a joint mid-Summer business after hours at **RiverWoods at Exeter**. Portsmouth and Exeter Chamber members will be on hand at the event as well as guests from businesses throughout the region. One of the Seacoast's premier "Life Care" communities, RiverWoods staff is excited about showing guests around and have a fun evening planned for attendees. The event will feature tours, inter-Chamber networking, door prizes and a special buffet served up by RiverWoods' own culinary staff.

Some items on the extensive menu for the evening include Rumaki – bacon wrapped around a slice of water chestnut and bite-size piece of marinated chicken liver; lamb lollipop with mustard sauce, marinated shrimp wrapped with prosciutto, Portuguese stuffed clams, Crostini with olive tapenade, mini crab cakes, smoked salmon canapés, stuffed mushrooms, spanikopita, assorted cheeses, vegetable crudite and beef teriyaki skewers.

Door prizes include tickets to **The Music Hall**, a limo ride and a \$150 Longchamp bag.

Those attending should park at the Ridge Campus which is located at 10 White Oak Drive—just off the main road leading into the RiverWoods campus.

Get in free with a business card. ★

Mid-Day Meet Downtown

11:30 a.m.-12:30 p.m., Friday, Aug. 7

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

Downtown businesses now have a facilitated networking venue in the Chamber's Mid-Day Meet Downtown. The monthly programs are hosted by **The Page Restaurant**, the first 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. RSVPs are requested to insure adequate seating. Those with questions may contact Salina McIntire the Chamber's membership manager, at (603) 610-5514. ★



Join Us to Celebrate Our Successes and Recognize Annual Award Winners

5:30-9:30 p.m., Thursday, Aug. 13

HARBOUR PLACE
[BOW ST., PORTSMOUTH, NH]

Join us for an atmospheric evening under the canvas on the banks of the Piscataqua River at this year's annual dinner and awards ceremony. This year the event will return to One Harbour Place with a casual, laid-back, island-style clambake, entertainment and the opportunity to recognize this year's citizen, business and volunteer of the year.

This year's annual dinner is underwritten by Platinum Sponsor **Citizens Bank**; and supported

by **Public Service of NH** and **FairPoint Communications**, **Gold Sponsors**; **Portsmouth Regional Hospital**, **Bid2 Win**, **Pike Industries** and **Unitil**, **Silver Sponsors**; **C&J**, **Heofle Gormley & Phoenix**, **Lyons Law Offices**, **DeStefano Architects**, **Optima Bank & Trust**, **Brown & Co. Graphic Design** and **CP Management**, **Bronze Sponsors**; and **Seacoast Asset Management**, **Daystar Computer Services**, **Stewart Title Baker**, **Newman & Noyes**, **First Colebrook Bank**, and the **UNH Whittemore School of Business**, **Granite Sponsors**.

The event will feature the same informal "Island" theme setting of last year. Attendees are welcomed to track down their island wardrobe and dress comfortably for the evening. Look for invitations in the mail over the next several days and plan to register early for this popular event.

Cost of the event is \$85 per person or \$750 for a table of 10 through Aug. 7. Those interested in attending this year's dinner may RSVP online at www.portsmouthchamber.org/annualdinner2009.cfm or by contacting the Chamber at (603) 610-5510 or info@portsmouthchamber.org. ★

Citizens Bank

Mid-Day Meet Pease

Connect and Network
at the Mid-Day Meet

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

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

Mark your calendar to network at the May Mid-day Meet hosted by **Two International Group**. The conversation is facilitated by volunteers to make it easy and fun to learn about other participants and those with whom they do business. Attendees will also get a chance to share their business stories and who they'd like to do business with. The networking forum usually draws more than 30 people, so come early to get a seat. For details, contact Salina McIntire at (603) 610-5514 or membership@portsmouthchamber.org. ★

vents

Sponsored By
Sir Speedy
JULY/AUGUST ★ 2009



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

4-7 p.m., Thursday, Oct. 22

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. 22 at the **Frank Jones Center** on Route 1B in Portsmouth. The program, underwritten by **Public Service of New Hampshire**, is presented by the Greater Dover, Exeter Area, Portsmouth and Rochester Chambers of Commerce. Supporting sponsors include **Daystar Computer Services, Fairpoint, Laconia Savings Bank, Profile Bank** and **Unitil**.

The first event of its kind, held in 2006, brought rave reviews from attendees. 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."

The evening event will feature three hours of "schmoozing" opportunities, 32 exhibitors, a buffet of hors d'oeuvres provided by local restaurants and a cash bar.

Admission to the Schmooze is \$10 for pre-registered Chamber members and \$15 for nonmembers and door admission. The event will feature plenty of opportunities to network, some of the best Seacoast-area cuisine served up by variety of local restaurants and a cash bar.

Exhibitor spaces are still available for the event although the number is limited to 32 Spots. Cost is \$300 for an 8 x 6-foot space which may include electricity and Internet access for an extra fee.

To sign up for the event, or register as an exhibitor, visit www.seacoastschmooze.com. The site features both online and downloadable registration. ★



**Public Service
of New Hampshire**

The Northeast Utilities System

WHAT'S AHEAD

[JULY]

30th

Business After Hours at
RiverWoods at Exeter

[AUGUST]

7th

Mid-Day Meet Downtown
The Page

13th

Greater Portsmouth
Chamber Annual Meeting
8:15 a.m.

Southern NH University
231 Corporate Dr.
Pease Int'l Tradeport

13th

Greater Portsmouth
Chamber Annual Dinner
and Awards Celebration

21st

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

[SEPTEMBER]

4th

Mid-Day Meet Downtown
The Page

[OCTOBER]

22nd

Seacoast Chambers'
Schmooze
Frank Jones Center
Portsmouth, NH

RENEWING MEMBERS

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

Access Sports
Medicine & Orthopedics

Acorn's at the
New England Center

Ad-Cetera Graphics

AIDS Response - Seacoast

American Red Cross
Blood Services

Ameriprise Financial

Anchorage Motor Inn

Artist's Collaborative
Theatre of New England

Association for
Consulting Expertise

Azimuth
Financial Planning, LLC

Bank of America

Best Western Wynwood Hotel

Boynton, Waldron, Doleac

C & J

Celtic Crossing

Citizens Bank

Coastal Economic
Development Corp.

Cod Rock Media Productions

Comcast Cable

Data Risk, LLC

Dinnerhorn Restaurant

Ed Weissman Antiques

Engraving, Awards & Gifts

Extended Family

Farmstead Bed & Breakfast

General Linen Service, Co.

Golf & Ski Warehouse

Granite State College

Gundalow Co.

Hanscom's Truck Stop

Hesser College

Home Instead Senior Care

Hoyt's Office Products

Isles of Shoals Steamship Co.

Izzy's Premium Frozen Yogurt

Jackson Lewis, LLP

Jardinere Florist

Joe Gorman's Home
Improvements

Johnston, Reid & Mitchell

Kiwanis Club of the Seacoast

Leddy Group

LifeWise Community Projects

Burger King

Micronics

Morgan Stanley Dean Witter

NeoKraft Signs

New Generation, Inc.

Northeast Creations, Inc.

Office Interiors

Oppenheimer & Company

Paul McInnis, Inc.

Pebble Cove Motel

Piscataqua Savings Bank

Port Professional Staffing, LLC

Portsmouth Anthenaeum

Portsmouth Center for Yoga

Portsmouth Ford

Portsmouth Pro Musica

Regal Limousine Service

RMC Research

Runner's Alley

Sagamore Golf Center

Sagamore-Hampton Golf Club

Seacoast Area Bicycle Routes

Seacoast Growers' Association

Shel-Al Campground

Snap Surveys

Society for Protection
of NH Forests

Staffing Sense, LLC

Stonehill Environmental

Susan J. Conway Real Estate

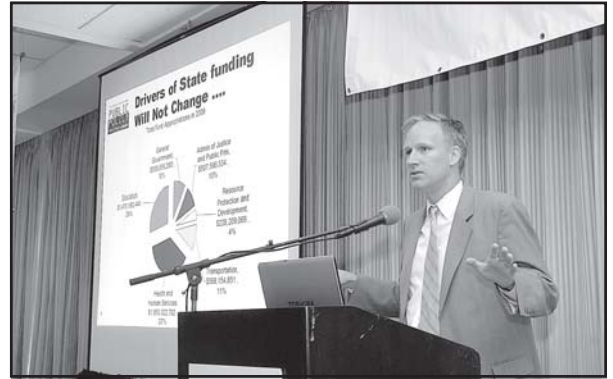
Talking Phone Book

UniFirst Corporation

Verizon Wireless

Wentworth-Coolidge
Commission, Inc.

STATE OF THE ECONOMY BREAKFAST—Budget deliberations and projections for the state’s future fiscal welfare were the topics of discussion at the Chamber’s **Bank of America Speaker Series Breakfast Forum** held June 17 at the **Sheraton Harborside Portsmouth Hotel**. During the presentation Steve Norton, executive director of the New Hampshire Center for Public Policy Studies; and Brian Gottlob, principal of PolCon Research covered the economic challenges facing the state and how those challenges may affect the Seacoast business community. Norton focussed not so much on the current budget, which was largely completed at the time of the breakfast, but on the next budget where funding would fall far short of the legislature’s ability to compensate through more spending reductions and new revenue sources. While the state was able to balance the budget this year with the help of a one-time \$500 million stimulus-funding windfall, Norton said he doubts that legislators will be able to fill that gap especially given the escalating costs in the areas of health and human services, aid to communities and education. He added that not dealing with the root issue of the budget problem (inability to reduce spending) will only delay the hard choices and increase “the pain” in the next budget cycle. For more on the breakfast, visit www.portsmouthchamber.org/library.cfm. ★



BUSINESS AFTER HOURS AT OPTIMA BANK & TRUST—More than 100 Chamber members and guests traveled to the south bank of the Piscataqua River June 25 for a visit to one of Portsmouth’s newest financial institutions—**Optima Bank & Trust**. Rather than stay inside on one of the rare recent sunny days, the event moved outdoors under the cover of **Sperry Tents** on the deck of One Harbour Place. During the evening, attendees sampled hors d’oeuvres from the menu of Muddy River Marketplace and Chili Catering, gathered around folk singers Tony and Nancy Teraglia to take in some classic tunes and got an introduction to Optima from bank President Dan Morrison, bank directors and staff. Some lucky door prize winners walked away from the evening with some sweets and some of the bank’s treasure including **Christine Davis, Women’s Business Center**; and **Barry McArdle, DMD**, who both won \$100 VISA gift certificates courtesy of Optima. **Mary Driscoll, Commercial Title Services of the Seacoast** drew a gift box of **Lindt Chocolates**. ★



PORTSMOUTH HARBOUR TRAIL 5K ROAD RACE—The Portsmouth Harbour Trail 5K Road Race took to the historic streets of Portsmouth July 11 with nearly 400 runners vying for top spots in the 14th annual event. The race benefits the “trail” which pulls together all Portsmouth’s historical properties under one umbrella and supports the business community by attracting visitors into the downtown business district. The Portsmouth Harbour Trail is an initiative of the Greater Portsmouth Chamber of Commerce Foundation. Ethan Hemphill, 36, from Freeport, Maine, finished the 3.1-mile course in 15 minutes, 52 seconds to take the men’s overall first-place title. He was followed by Jim Johnson, 32, from Salem, N.H. in second with 15:55 and Bob Wiles, 31, from Kittery, Maine in third with a 16:07. Beth Lindquist, 42, from Kittery, Maine, won the women’s overall competition with a time of 20:45. She was followed by Sarah Gnirk, 30, of Berwick, Maine in second with 20:47 and Eliza Tibbets, 20, from Old Town, Maine, in third with a time of 20:55. Team winner in this year’s race was the Coastal Athletics Association (made up of Todd Gerrish, Beth Lindquist, David Ritchie, Brian Greene, Kate Beland, Michael Richards and Angelique Murry) in first place with a total time of 1:01:29. They were followed by the Rochester Runners in second with 1:01:49 and the Pacer Pikes Team 2 with a 1:05:55. The oldest runner competing was Jack Firan, 76, from Bow, N.H. with a time of 39:15 and the youngest, Davis Quinn, 6-years-old, from Exeter, N.H. with a time of 32:41. The Chamber thanks the following for helping to make this year’s race possible: **Fox Run Mall, Sanders & Karcher CPAs, Gentle Giant, PromoCentric, the Meat house, Anthem BlueCross BlueShield, Fairfield Inn, Federal Savings Bank, Heritage Title, Kane Insurance, Redhook Ale Brewery** and a host of exhibitors and in-kind sponsors. ★



26TH ANNUAL GOLF TOURNAMENT—Clear blue skies and a perfectly manicured course greeted nearly 130 competitors who turned out July 13 for the Chamber’s 26th annual golf tournament hosted by the Abenaki Country Club in Rye, N.H. Conditions were a far cry from the first try at a tournament on June 12 where monsoon rains forced the course pro to postpone the competition. The **South East England Development Agency** team of Chris King, Chris Smith, David Bell and James O’Hare won top honors in the tournament with a 9-under score of 63. Coming in second were Dave Simpson, Phil Psareas, Vignesh Ranganathan and Greg Park from **Global Technical Talent** with a 64. And in third place were Tom Malafrente, Rich Lambert, Jr., Rich Lambert, Sr. and Scott Davio from **Manchester-Boston Regional Airport** with a 68. Individual competition winners were: Laura Cannon, **Abenaki Country Club**, for women’s long drive on hole 3; Chris Smith, **Mass High Tech**, for men’s long drive on hole 5; and Chris Sutton for men’s closest to the pin on hole 11. The Chamber thanks the following major and supporting sponsors for helping to make the tournament possible: **Undenwriting Sponsors, Abenaki Country Club and Sperry Tents; Cart Sponsor, Portsmouth Regional Hospital; Driving Range Sponsor, Seacoast Business Machines; Putting Green Sponsor, Sea-3, Inc.; Breakfast Sponsor, New England Center; Lunch Sponsor, Access Sports Medicine & Orthopaedics; Golf Club Cleaning, New England Club Cleaners; Beverage Cart Sponsor, Two International Group; Photography Sponsor, Duke Family Chiropractic; Photographer, Jeremy Heflin**; and all the tournament tee and green sponsors. ★



Photo by Jeremy Heflin, Jeremy Heflin Photography

Top, Economist Steve Norton at the June Breakfast Forum. Second from top, Chamber Board Member Mike Daigle and Optima Bank President Dan Morrison at the Optima Bank & Trust Business After Hours. Third from top, the top three runners from the Harbour Trail Road Race--Wiles, Hemphill and Johnson. Bottom, Chamber golf tournament winners from SEEDA, O’Hare, Smith, King and Bell.

The **TD Charitable Foundation** has continued its four-year track record of supporting the **Families First** Dental Center with a \$10,000 grant. The grant will help the Seacoast's community health center continue integrating oral health care, education and screenings into its other services: primary and prenatal health care, mobile health care for the homeless, and parenting and family programs. The Foundation's recent grant brings its total support for the Families First Dental Center to \$35,000 over the past four years. For more on TD Banknorth, visit www.tdbanknorth.com.

Wiggin & Nourie, P.A. recently welcomed **Alison S. F. Lambert, Esq.**, to the firm's business, and real estate, land use & development groups. Lambert joined the firm after relocating to New Hampshire from Baltimore, Maryland. Lambert's practice focuses on the representation of developers, lenders and contractors in commercial real estate transactions as well as business and corporate transactions. She also advises business owners and nonprofit institutions in entity formation, organizational and governance matters. Additionally, Lambert helps businesses with strategies and techniques for debt collection. For more on the law firm, visit www.wiggin-nourie.com.

The **Blue Ocean Society for Marine Conservation**, located at the **Isles of Shoals Steamship Company** dock on Market Street, opened its touch tank for the season June 20. The touch tank is home to some of the many organisms found in the intertidal communities of the Gulf of Maine. The Blue Ocean Society is a Portsmouth-based nonprofit organization whose goal is to inspire people to make good choices on behalf of the marine environment by organizing local beach cleanups, studying whales, and offering hands-on educational programs. For more information about Blue Ocean Society, or the touch tank, visit www.blueoceansociety.org.

Anne Jamieson was recently named as chief executive officer of **Portsmouth Regional Hospital** and will officially take over the post Aug. 1. She replaces **Bill Schuler** who recently retired after more than 25 years of service to the Portsmouth community. Jamieson has served as CEO of HCA's Parkland Medical Center in Derry, NH since January of 2005. Prior to that, she was the chief operating officer and general counsel of Anna Jacques Hospital in Newburyport, MA; held several positions at Cerner Corporation in Kansas City, MO; and worked at Burbank Hospital, Worcester Memorial Hospital, Marlboro Hospital and Clinton Hospital—all in Massachusetts—as well as Florida Hospital in Orlando. For more, visit www.portsmouthhospital.com.

BreastCancerStories.Org, a local nonprofit organization that provides breast cancer patients with an online networking environment to keep family updated and connect with other Survivors and care givers, recently received \$1,000 from **Martin's Point Health Care**. Funds received from Martin's Point will help the organization raise awareness through a variety of upcoming fundraising events including a CELEBRATE PINK Bowl-A-Thon in August and a CELEBRATEPINK 5k Race and Walk in September. For more information on the

organization or its fundraising activities, visit www.breastcancerstories.org or call Executive Director Wendy McCoole, at (603) 759-5640.

The **Portsmouth Museum of Fine Art** officially opened its doors June 27 at One Harbour Place, in downtown Portsmouth. More than 300 people attended the grand opening event viewing the work of local and internationally known artists and craftspeople. The museum is managed by Founder and Curator **Ruthie Tredwell**, Executive Director At-Large **Erika Pagel** and Executive Director of Finance **Sandra Pagel**. For more on Portsmouth's newest art gallery, visit www.portsmouthmfa.org.

Lincoln Appraisal and Settlement Services recently conducted a national search for an integrated strategic marketing and public relations firm. After a comprehensive review process, **Bresette + Company** won the account "far exceeding the other firms' strategic capabilities," according to George Panichas, president and partner of Lincoln Appraisal. Bresette will create a new state-of-the-art website, enhance the existing brand identity and brand strategy, and execute a national search engine marketing program for Lincoln. To learn more about Bresette services, visit www.bresette.com.

Bruce Mast & Associates, Inc., a human resource consulting firm focusing on organizational and leadership development, has relocated its offices from Exeter to 63 Puddle Lane on the campus of the Strawberry Banke Museum in Portsmouth, N.H. The firm also offers outplacement services, strategic search and career coaching. BMA also recently celebrated its 12th anniversary providing human resources services to for profit and nonprofit organizations throughout New England. For additional information, visit www.BMAleadership.com.

Calypso Communications, a full-service marketing, public relations, and graphic design firm based in Portsmouth, was recently retained by Ocean Renewable Power Company, LLC of Portland, Maine to create, design, and produce a trade show display and media relations plan for the Energy Ocean 2009 conference held June 16-18 in Rockland, Maine. ORPC developed and designed a full-scale commercial tidal power system currently operating in the Northeastern United States and the eastern maritime provinces of Canada. The company also maintains those systems. For more information on how Calypso and its environmental communications services, visit www.calypsocom.com.

The **Child Advocacy Center of Rockingham County** recently celebrated 10 years of service to the community with *Diamonds & Denim* fundraising party. The event helped to raise \$32,000 which will be used to update camera and audio recording equipment and enhance the organization's child forensic interview room. The CACRC is a non-profit organization which provides children ages 3 to 18 with a friendly, safe environment for the evaluation of alleged physical and sexual child abuse. For more information about the Child Advocacy of Rockingham County, visit www.cacnh.org.

Dean Outhouse, owner of **Crescent Snow & Ice Management Services**, recently won an Excellence in Business Award from the Snow & Ice Management Association (SIMA). The award was presented June 25 at the association banquet in Louisville, Kentucky. The award recognizes recipients for demonstrated in business practices, customer satisfaction, community relations, and accountability. For more on the company, visit www.crescentplowing.com.

Fa La Lo recently moved to a new location at 51 Ceres Street in Portsmouth and is offering a series of classes to help "local craftspeople use their imagination and to educate people about the benefits of fair trade." Some of the classes on tap including beading with Jill D'Angelo; and a recycled jewelry workshop and "Fairy Gardening" class taught by artist Roxie Zwicker. Fa La Lo also offers a game night challenging visitors in chess and teaching people the national game of Nepal, Goats and Tigers. Some of the programs involve a small fee, and enrollment is limited. The mission of Fa La Lo is to bring more fair trade and local options to the seacoast. For more information, call (603) 431-0420 or stop by the shop at 51 Ceres Street.

The **Foundation for Seacoast Health** recently awarded a \$45,000 grant to **Community Child Care Center of Portsmouth** for its 2009-2010 fiscal year. The grant will fund teacher and administrative salaries, help to fulfill the center's strategic plan, and ensure continued high quality programming for children and families. The Center provides child care, early education, and before and after school programming to over 280 children ages 8 weeks through 12 years. For more information on the center, visit www.communitychildcarenh.org. For more details on the Foundation, visit www.ffsh.org.

Dana Lynch, chairman of the board of directors at **Federal Savings Bank**, recently announced the appointment of **James J. O'Neill, Jr.** to president and chief executive officer. O'Neill brings 30 years of banking experience to the new post, 15 of which have been with Federal Savings Bank. Since joining the bank in 1994, O'Neill has been responsible for the bank's significant growth over the last decade, spearheading the implementation of several new products and services. He has also committed "countless hours" to community groups including the Dover High School Vocational Trust, the Dover Chamber of Commerce, Big Brothers Big Sisters and NH HOPE. For more information on the Dover-based bank, visit www.fsbdoover.com. ★

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[WELCOME NEW MEMBERS]

The Chamber Welcomes New Members

The Greater Portsmouth Chamber of Commerce welcomes the following new members

**Anello's
Gluten Free Cafe, Inc.**
Bakeries, breakfast, restaurants
41 Congress Street
Portsmouth, NH 03801
Contact: Traci Anello
Phone: 603-319-8122
Email: tanello@maine.rr.com
Web: www.anelloscafe.com

**Atlantic
Parking Services**
Valet parking & parking management
125 Grove Street
Dover, NH 03820
Contact: Caleb Allen
Phone: 207-450-1900
Email: caleb@atlanticparkingservices.com
Web: www.atlanticparkingservices.com

**Cornucopia Wine &
Cheese Market**
Wine & cheese, wine events
72 Portsmouth Ave
Stratham, NH 03885
Contact: Kathleen Campbell
Phone: 603-772-4447
Email: kathleen@cwinecheese.com
Web: www.cwinecheese.com

**Green Air
Solutions, LLC**
Environmental services
P.O. Box 4602
Portsmouth, NH 03802
Contact: Charlie Shultz
Phone: 603-799-1940,
Email: cshultz12@yahoo.com

Gus' Bike Shop
Bicycles
55 Lafayette Rd
North Hampton, NH 03862
Contact: Jeff Latimer
Phone: 603-964-5445
Email: jeff@gusbike.com
Web: www.gusbike.com

Harborside Catering
Caterers
19 Inn Street
Newburyport, MA 01950
Contact: Maura McCarthy
Phone: 978-463-3301
Email: maura.mccarthy@harborsidecatering.com
Web: www.harborsidecatering.com

**MPJ Environmental d.b.a
Affordable Weatherization
Solutions**
Consultants, environmental, environmental services
P.O. Box 1720
Dover, NH 03821
Contact: Mike Greco
Phone: 603-343-4477
Email: mikegreco@affordableweatherizationsolutions.com
Web: www.affordableweatherizationsolutions.com

NH Highland Games
Festivals, non-profit organizations
P.O. Box 4197
Concord, NH 03302-4197
Contact: Lois Meredith
Phone: 603-229-1975
Email: lois@nhscot.org
Web: www.nhscot.org

PainCare
Health services, healthcare, physicians
255 Route 108
Somersworth, NH 03878
Contact: Heidi Hanson
Phone: 603-692-3166,
Email: heidi.hanson@painmd.com
Web: www.painmd.com

Shopaholics Boutique
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Portsmouth, NH 03801
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Phone: 603-740-0011
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Web: www.shopaholicsboutique.net

**Sullivan Tire and
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Auto parts & service, auto service, tires, sales & service
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**Troiano Waste
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