

Dividends

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CHAMBER OF COMMERCE
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FEBRUARY 2009



GREATER PORTSMOUTH CHAMBER OF COMMERCE



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Restaurant Week 2009 Set for March 22-29

Nearly 30 Seacoast Restaurants Already Signed Up to Participate

Portsmouth area restaurant owners have teamed up again for Restaurant Week Portsmouth 2009, set for March 22-29. The week-long culinary event, sponsored by the Chamber, **Seacoast Media Group**, **Favorite Foods, Inc.**, **Taste of the Seacoast**, **PortsmouthNH.com** and **101.5 WXGR**, will highlight the Portsmouth area's draw as a culinary destination. Paired with a vibrant arts and culture scene, Restaurant Week Portsmouth is designed to 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: **Acorns at the New England Center**, **Anneke Jans**, **Black Trumpet Bistro**, **Blue Mermaid Island Grill**, **Brazo**, **Café Mediterraneo**, **Cava Tapas & Wine Bar**, **The Carriage House**, **The Dolphin Striker**, **The Dunaway Restaurant at Strawberry Banke**, **Epoch Restaurant & Bar at The Exeter Inn**; **The Green Monkey**, **Harbor's Edge at the Sheraton Harborside**, **Jumpin' Jay's Fish Café**, **The Library Restaurant – A Steak House**, **McMenemy's Restaurant & Pub**, **The Oar House**, **Pesce Blue**, **Poco's Bow Street Cantina**, **Portsmouth Brewery**, **Portsmouth Gas Light Co.**, **Radici**, **Ristorante Massimo**, **Rudi's Portsmouth**, **Stage Neck Inn**, **The Wellington Room**, **Three Chimneys Inn**; and **York Harbor Inn**.

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).

The kickoff party for the event is set for March 21 at the **Portsmouth Gaslight Company**, details will be available shortly.

For more details and a complete list of participating restaurants and links, visit www.restaurantweekportsmouth.com ★

GAC Studying List of Bills Group Plans to Monitor

This Year's Legislative Reception to Feature Issue Focus Groups

The Chamber's Government Affairs Committee has finished up a review of upcoming bills and tagged a number of pieces of legislation to monitor, support or oppose. That information will be made available to members at the upcoming annual Legislative Reception set for 5-7 p.m., Feb. 19 at the **Sheraton Harborside Portsmouth Hotel**. The event, underwritten by **Ocean Bank** and **Portsmouth Regional Hospital**, is free and open to the public.

"We plan to do something a little different this year to facilitate the interaction between members, guests and visiting legislators," said Patrick Closson, GAC cochair. "Rather than having representatives talk to the audience, we plan to set up areas where guests and legislators can discuss specific issues like healthcare, infrastructure improvements, the budget and taxes, and others." He added that the GAC hopes the new format will give members a chance to contribute to discussions on subjects that are most important to them.

Members of the committee are looking forward to a good turnout and lots of spirited discussion on the challenges facing the Seacoast.

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

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CHAMBER STATS

JANUARY 2009

Web Hits:
552,525

Walk-ins:
593

(Chamber Visitor Center)

[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

We are half way through the winter season, and although Punxsutawney Phil let us down again, we can take heart that we need only endure the snow and ice for six more weeks.

Unfortunately, we do not know how many more weeks the economic crisis will go on, but your Chamber staff has been working hard on some interesting member benefits that may help get some of you through. Many of you may have seen the Business Development Community Interest Survey that was recently sent out asking your opinion on what kind of educational programs you would like the Chamber to produce. Well, your response was fabulous, so the BDC now has the information they need to create the kinds of programs you requested—please regularly check the Chamber website, the eNotes email newsletter and upcoming issues of *Dividends* for details as they become available.

Marketing your business is always a challenge, and we have some new solutions that may help you. The Chamber recently partnered with Constant Contact to offer members a big discount on their email marketing through the web company's Chamber program! Even existing Constant Contact users can receive exclusive prepay discounts of up to 25 percent just for being a Chamber member. To sign up for a new account, visit: www.constantcontact.com/index.jsp?pn=portsmouthchamber. Existing users just need to email businesspartner@constantcontact.com, provide your Constant Contact username and request to be associated with the Portsmouth Chamber program—the Constant Contact team will take care of the rest! We are also in the early stages of partnering with **FedEx** in an affinity program which will offer discounted shipping for Chamber members.

Your membership is important to us and we want you to be proud to be a member. The new 2009 window decals are being printed and will be sent out shortly. Please display yours prominently. This year we will also be including a membership card and a "member-to-member" discount counter tent card. We understand that many of you offer member-to-member discounts, but few know who is offering them or what is available out there. So we're putting together a counter tent card that will help you put that message right out in front where your fellow members can see it. The tent card will identify you as a participating M2M member and give you the opportunity to offer whatever the going discount is—the card will simply say, "Ask Us About Our Chamber Member Discounts," so you can change the special or discount whenever you wish. You may also want to include your M2M discount program in your other promotions. As a participant, you will be strengthening our local economy by supporting one another and the community.

While we've passed the holidays, I wanted to say a big thank you to all our members, sponsors, contributors and bidders who participated in the "new format" holiday auction. We raised more than \$12,000 through the program and will be handing over a check for \$1,500 to **Rockingham County Action** at the upcoming legislative reception—RCA was the member nonprofit beneficiary for this year's auction. We also contributed \$1,800 from the proceeds of last Fall's first Restaurant Week Portsmouth to **Seacoast Local**. The check was presented to the group Feb. 5 at the (H)EAT Restaurant Night. I have met with Seacoast Local and we are exploring how we can work together to benefit our community. I see many opportunities.

Speaking of Restaurant Week Portsmouth, I hope you all mark your calendars for the second installment coming up March 22-29. We have added 10 more restaurants for a total of 28 who will be serving unique specialties as part of their prix fixe menu—and participants may be found outside of Portsmouth in communities from Rye, Exeter and Durham to Kittery and York, Maine. We are excited to announce that we will be having a kick off event March 21 at the **Portsmouth Gaslight Company**. We hope you'll make plans to join us for a menu preview graciously provided by participating Restaurant Week eateries. Stay tuned to the Chamber website and the eNotes email newsletter for details.

Building these collaborative relationships is not limited to just our Chamber. I have been meeting with the Hampton and Exeter Chambers to see how we can work more effectively together to support our members and respective communities, and I will be meeting with the new Dover Chamber director when that person comes on board. Working together will make a difference. If you have ideas that will help us to survive these tough times, call me. I am constantly looking for new ways to create connections that benefit us all. ★

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
G E T C O N N E C T E D

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Leading the



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Members of the Chamber's Business Development Committee and a volunteer interview BID2WIN's David Todaro as part of the Seacoast Business Connections Radio program aired every Monday by Portsmouth Community Radio WSCA LP FM 106.1. Pictured are interviewers Anne Brown, DayStar Computer Services; and Dana Lariviere, Chameleon Group. Seated at right is Todaro, and in the background at the mixing board is Paul McAskill, The Compass Points. SBC programs are aired weekly from noon to 1 p.m.

110 Members Respond to BDC Interest Survey

Results to Guide Future Chamber Educational Forums

One hundred and ten Chamber members responded to the Business Development Committee Interest Survey sent out via email Jan. 16. The purpose of the survey was to get member feedback on a number of questions regarding potential educational forums and seminars.

Questions covered preferences for program subject matter from "Greening Your Business" and "Surviving in a Difficult Market" to "Doing More With Less" and "Outsourcing Locally." The survey also asked about preferences on program times, frequency, locations and cost.

Results showed that there is great interest among the membership for practical business education particularly in the areas of "Effectively Using Social Media in the Online Age," "Surviving in a Difficult Market," and "Doing More with Less."

Respondents represented a wide range of

Chamber businesses and experience, however the services sector fielded the most participants.

Other details that rose to the top in the survey were that members preferred having a networking session as a part of any forum or seminar, that there wasn't a clear preference for best time of day, and that monthly seminars no longer than two hours appear to be the favorite format.

Full results of the survey are available to members by visiting www.portsmouthchamber.org/BDCsurveyresults.cfm.

Winners of the Chambers survey respondent drawing were: Wendy McCool, **Breast Cancer Stories**; Beth Wheland, **Strawbery Banke Museum**; and Diane Field at **Berwick Academy**. Winners have their choice of a Dividends Newsletter insert or a member email blast.

"We want to thank all those members who participated in the survey," said Bill Simpson, president of Azimuth Financial Planning and a member of the BDC. "Your input will guide what we hope will be a very timely and practical educational series." ★

Chamber Hits the Road to Promote Region at Shows

Member Volunteers Needed to Help at 'Globe' Travel Show

The Chamber's Tourism Manager Nicki Noble, in cooperation with the New Hampshire Division of Travel & Tourism Development, recently attended the American Bus Association Marketplace. Noble and Michele Cota, marketing specialist for the NH DTTD, met with a combined group of more than 85 tour operators to promote the Seacoast area and New Hampshire as a group-friendly destination. Noble and Cota also touted the Seacoast's diverse range of attractions to operators who requested a broad range of information, from shopping, culinary tourism, festivals and theatre, to group-friendly restaurants and lodging properties.

Next up, the Chamber will represent the Greater Seacoast region to the consumer travel market at the Boston Globe Travel Show, set for February 20-22 at the Seaport World Trade Center in South Boston. Last year, the show attracted over 18,000 Boston-area travelers, many of whom visited the Portsmouth Chamber booth for information. This year, in addition to exhibiting, the Chamber is also a sponsor of the show, giving the organization and its members added exposure on Boston.com, the "Travel," section of the *Sunday Globe*, on travel show banners, giveaways and in the travel show directory.

Those interested in volunteering at the booth, donating giveaways, or contributing "buy in" funds to support the travel show, may contact Noble.

"Both travel shows, as well as the upcoming Toronto Golf & Travel Show in March, the Discover New England International Summit in April, and other tourism promotion initiatives, are funded by member contributions matched by the state's Joint Promotional Program grants," said Noble. "We encourage Chamber members to 'buy in' to these leveraged, cooperative destination marketing efforts as they provide a significant 'bang for the marketing buck.' In exchange, members will receive a copy of leads from select travel shows, visibility, and the satisfaction of knowing that a 'high tide raises all boats' – bringing more travelers to Greater Portsmouth will benefit all tourism and hospitality-related businesses."

For details on cooperative destination marketing efforts, and the matching grant program, contact Noble at (603)610-5517 or tourism@portsmouthchamber.org. ★

Calendar of Events



Legislative Reception

5-7 p.m., Thursday, Feb. 19

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

The Chamber's Government Affairs Committee invites members to this year's legislative reception set for Feb. 19 at the **Sheraton Harborside Portsmouth Hotel**. The event, underwritten by **Ocean Bank** and **Portsmouth Regional Hospital**, is free and open to the general public.

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

Many representatives of the Seacoast delegation are expected to attend the reception and members are encouraged to start thinking now about questions for the legislators. Some of the hot topics on the agenda are the state budget and projected cuts to programs and services to overcome the \$100 million deficit, new revenue and tax proposals, and creating jobs by supporting businesses related to emerging technologies.

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

Mid-Day Meet Pease

*Connect and Network
at the Mid-Day Meet*

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

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

Mark your calendar to network at the February 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. ★



Business After Hours

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

REDHOOK ALE BREWERY
[35 CORPORATE DR., PEASE INT'L
TRADEPORT]

Mark your calendar to join us Feb. 26 for a visit to **Redhook Ale Brewery**, one of the Seacoast's favorite brew spots. The Redhook crew has a fun evening planned including tours of the facility and tasty samples from their wide range of craft brews and pub menu. The brewery, in operation since 1996, recently joined the ranks of the Craft Brewers Alliance which houses other well known brands like Widmer Brothers, Kona and Goose Island. Don't miss this opportunity to shake off the winter blues and reconnect with colleagues from the Seacoast business community including many that make up the family of businesses at the Pease International Tradeport. Admission is just a business card. ★



technology roundtable

eBrew

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

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

Join us for the monthly eBrew at **The Press Room** on Daniel St. in Portsmouth. The event is open to the employees and guests of all local high-tech businesses and the local business community. Admission to the eBrew is free.

Sponsorship opportunities for the popular networking forum are always available. To find out more, please contact Tom Cocchiario, the Chamber's communications manager, at (603) 610-5520 or tcocchiario@portsmouthchamber.org. For more on Roundtable activities, visit www.ecoast.org. ★

Mid-Day Meet Downtown

11:30 a.m.-12:30 p.m., Friday, March 6

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 meet follows the same format as the popular Pease program and is held 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. For more details, visit www.portsmouthchamber.org/middaymeet.cfm.

While the program is open to everyone, RSVPs are requested to insure adequate seating.

Those with questions may contact Salina McIntire the Chamber's membership manager, at (603) 610-5514 or membership@portsmouthchamber.org. ★

vents

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Photo Courtesy of Bank of America

Dr. Lynn Reaser,
 Bank of America

Breakfast with Bank of America's Chief Economist Dr. Lynn Reaser

7:30-9 a.m., Wednesday, March 18

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

Dr. Lynn Reaser, chief economist and managing director for the Investment Strategies Group at **Bank of America**, will be the guest speaker at the next Bank of America Speaker Series Breakfast Forum set for March 18 at the **Sheraton Harborside Portsmouth Hotel**.

In her current role, Dr. Reaser is responsible for tracking and forecasting economic trends and evaluating their effects on financial markets. She follows international, national and regional developments and plays a key role in shaping the bank's investment strategy. She is an advisor to both the Private Bank, which offers a full range of financial services to high-net-worth individuals and families, and to other units of Global Wealth Investment Management, which furnishes investment and brokerage services throughout the country.

Dr. Reaser conducts about 300 interviews a year with newspapers, magazines and radio and television stations located in the United States and other parts of the world. She currently serves on the Board of Directors of the National Association for Business Economics. She also has served in a number of government advisory positions and chaired the American Bankers Association's Economic Advisory Council.

Dr. Reaser, who was born in Los Angeles, holds a doctorate, a master's and a bachelor's degree in economics from the University of California at Los Angeles. ★



WHAT'S AHEAD

[FEBRUARY]

19th

Legislative Reception
 Sheraton Harborside
 Portsmouth Hotel
 5-7 p.m.

20th

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

26th

Business After Hours at
 Redhook Ale Brewery
 Pease Int'l Tradeport
 5-7 p.m.

[MARCH]

5th

Monthly eBrew at
 The Press Room

6th

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

18th

Breakfast Forum with
 Lynn Reaser, Bank
 of America Chief Economist
 Sheraton Harborside
 Portsmouth Hotel

20th

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

22-29th

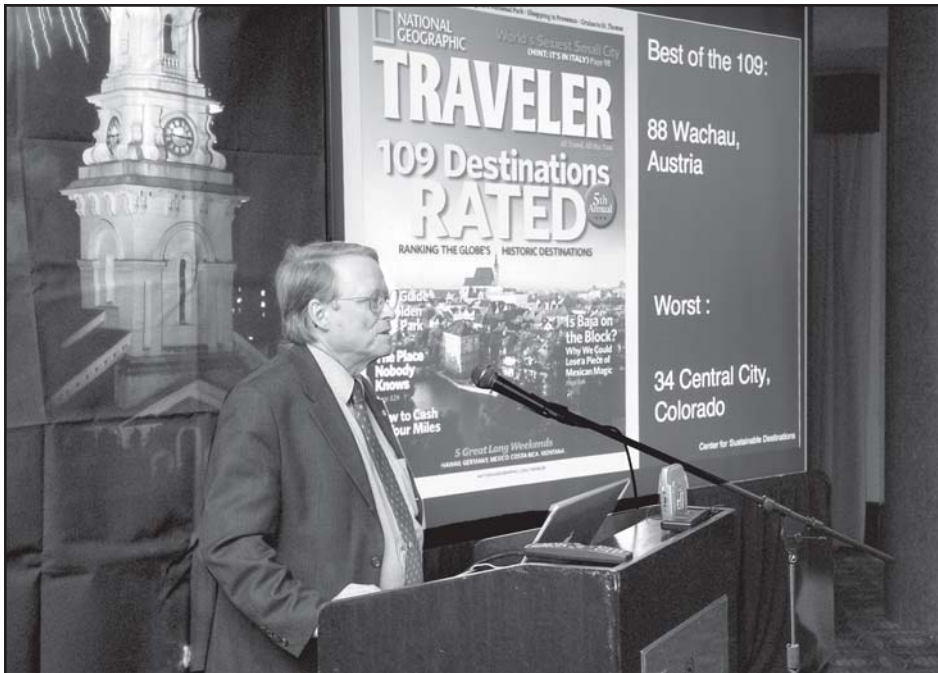
Restaurant Week
 Portsmouth 2009

RENEWING MEMBERS

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

- | | |
|--------------------------------------|--|
| Ambrosia Gardens | Myriad Management |
| American Alarm
Communications | National Multiple
Sclerosis Society |
| Area HomeCare & Family
Services | New Hampshire Magazine |
| Baying Communications | Occupational Health Services |
| Bear Paw Custom Designs | Piscataqua Maritime
Commission |
| BID2WIN Software | Port City Chiropractic, PLLC |
| Black Trumpet | Port City Nissan |
| Bowl-A-Rama | Portsmouth Public Library |
| Brown & Company
Graphic Design | PromoCentric |
| Buyer's Brokers of Seacoast | Putnam's Ski & Sports |
| Country Curtains | Ricci Construction |
| Cousins Home Lending | Ristorante Massimo |
| Federal Savings Bank | Sanders & Karcher, PA |
| Foundation for
Seacoast Health | Seabrook Greyhound Park |
| Frank Booma Post #6 | Seacoast American
Cultural Center |
| G Willikers | Seacoast Esthetic Dentistry |
| Good Leads | Service Credit Union |
| Harbor Pointe
Financial Resources | Sir Speedy Printing |
| Historic New England | Tanger Outlets |
| Inner Circle of Northern NE | The Dolphin Striker |
| Integrated
Outsourcing Services | The Golden Egg |
| J. Clifton Avery Insurance | The Hampton Inn
at Portsmouth |
| Key Partners | The Oaks Golf Links |
| King Real Estate | The Port Inn |
| Kittery Outlet Association | Timberland |
| Liberty Mutual | Toscano & Arditto, P.C. |
| Lifestyles Collections | Town & Country Janitorial |
| Luxury Chauffered Services | Univeristy of New Hampshire |
| Mt. Washington
Assurance Corp. | Wiberg Law Office |
| | Wiggin & Nourie, PA |

National Geographic Editor Keynote at Breakfast Forum City Commits to Implementing 'Geotourism Charter'



Above, National Geographic Traveler's Jonathan Tourtellot talks to a packed house at January's Bank of America Speaker Series Breakfast Forum. Tourtellot said Portsmouth rated at the top of its class and presented some suggestions on how the city could really shine.

Jonathan B. Tourtellot, one of the major players in the *National Geographic* survey of the world's significant historical places, spoke to a packed house Jan. 14 about the benefits of including the tenants of his "geotourism charter" into a community's development plans, and how the top places were rated. Portsmouth was ranked number 6 in the country and 26th in the world. The breakfast, held at the **Sheraton Harborside Portsmouth Hotel**, was part of the **Bank of America Speaker Series**.

Tourtellot, the director of the National Geographic Center for Sustainable Destinations and its geotourism editor, entertained the attentive audience with a visual travelogue featuring the great, the good, the bad and the downright ugly of places scored by judges. He said it was obvious from the top-rated places that community involvement was a critical key to success and lauded Portsmouth as a "pretty sophisticated community that argues about the right things."

While he said some judges took issue with weak waterfront development efforts and gentrification, he said at the score of 73, Portsmouth was at the top of the "doing well" category. He added, "One of the judge's comments, kind of typical from those we saw

regarding your city, characterized Portsmouth as 'one of my favorite small cities in the country. ...attractive, walkable, lively downtown full of well-preserved buildings in a variety of styles,' and 'Strawbery Banke, is one of the best museum villages anywhere.'"

Introducing Tourtellot, Portsmouth City Manager John Bohenko confirmed that he had been tasked by the city council to "apply to be recognized as a geotourism community and to implement the tenants of the geotourism charter." The commitment involves the formation of a geotourism council that will bring all community stakeholders together to discuss ways to balance tourism, development and infrastructure plans in a way that compliments the city's character of place and the needs of local citizens.

For news coverage on the event, visit the Chamber library at www.portsmouthchamber.org/library.cfm ★

McMenemy's Hosts Jan. Business After Hours

Warm Fire, Celtic Music, Great Food Lures Guests

A warm fire, savory food and Celtic music courtesy of óran mór created the perfect atmosphere for January's business after hours at **McMenemy's Restaurant & Pub**. More than 150 Chamber members and guests packed into one of Portsmouth's newest eateries to check out the new decor and sample the menu.

Owners Traci and Robert Schaake spent the evening showing guests and old friends around while the wait staff weaved their way through the packed dining rooms with trays of meat loaf, crab cakes and other delicacies.

Some of those who stopped into the business after hours picked up more than a "taste" for some Irish menu favorites thanks to generous doorprizes contributed by Chamber members. **Patricia Shepard, Ashworth by the Sea**, won a \$50 gift certificate for McMenemy's; **Greg & Susan Rydza, Kittery Estates**, picked up a Guinness gift pack; **Bill Simpson, Azimuth Financial Planning, LLC**, drew a gift certificate to **Celtic Crossing**; and **Bruce McEldowney, Beech Commercial Capital**; won a \$100 Best Buy gift certificate.

Keith Lemerise, publisher of *Taste of the Seacoast* magazine won Member of the Month honors and will be featured on the Chamber's website in March. ★



Keith Lemerise, left, *Taste of the Seacoast* magazine publisher, won Member of the Month honors at the February Business After Hours. Also pictured is friend and coworker JoAnn Actis Grande.

Water Country Water Park, located in Portsmouth, recently promoted **Andy Nitschelm** to the position of general manager. Nitschelm had been serving as marketing and communications manager for the park which is the largest in New England. For more about Water Country, visit www.watercountry.com.

Over the holidays, **Seacoast Asset Management**, in cooperation with **Ellen Bullard** of **CP Property Management**, collected more than 5,000 pounds of nonperishable foodstuffs donated by businesses and individuals located on the Pease International Airport and beyond as part of the Pease 'n Carrots Food Drive. The collected food was distributed through Seacoast Local's (H)EAT Campaign, and the Portsmouth Rotary Club's Harvest for Hunger. "We are thankful for the generosity of many businesses and individuals who contributed," said **Mark Sullivan**, president and CEO of Seacoast Asset Management and a board member of Seacoast Local. For more on SAM, visit www.seacoastassetmgt.com.

Baker Newman Noyes, CPAs and Business Consultants has announced several promotions and additions to the firm: **Janet Hodgdon**, CPA has been promoted to director of healthcare development in the healthcare consulting division of the firm; and **Steven Palleschi**, to audit senior. New employees are: **Merrill Barter**, CPA, tax senior manager; **Lisa Varela**, executive assistant; **Matt Fernandez**, audit staff member; and **Charchelle Lestage**, administrative assistant. Baker Newman Noyes is a regional professional services firm offering comprehensive accounting, tax, audit and consulting services to businesses and individuals in the Northeastern United States. For more on the firm, visit www.bnncpa.com.

Calypso Communications, a full-service marketing, public relations, and graphic design firm recently appointed **Cathleen Williamson** to the newly created position of public relations director. Williamson will be responsible for driving public relations strategy, development, and implementation, and will play a key role in helping to meet the firm's growing client demand for multi-national and environmental expertise. Williamson is an award-winning senior marketing and communications professional with over 19 years experience. For more on the firm, visit www.calypsocom.com.

Strawbery Banke Museum's board of trustees has cleared the way for the sale of the Lord House. The Georgian Style house, originally known as the North Church Parsonage, was built by the North Church of Portsmouth to serve as the residence of the Rev. Dr. Joseph Buckminster. **Jeffrey D. Gilbert**, chairman of Strawbery Banke's board of trustees, explains the board's decision to deaccession the house: "...As stewards of historic buildings, at times it is better to seek outside resources for restoration and maintenance. This is an excellent opportunity to take a building that is not part of the Museum's campus and find a unique way to ensure its preservation." The house will be auctioned 11 a.m., Feb. 19 by Murphy Auction & Realty. For more information on the museum, visit www.strawberyanke.org.

Jack Cameron, owner of **FASTSIGNS of Rye**, recently attended the 2009 Annual Convention for FASTSIGNS recently held in Orlando, Fla. The annual convention attracted over 250 center owners from all over the world and emphasized creative marketing plans, and new products and services designed to enhance the sign and graphics solutions available at FASTSIGNS. FASTSIGNS is located at 139 Lafayette Road in Rye, N.H. For more details, visit www.fastsigns.com/522.

Bill Howell, MBA, CPA/ABV/CFEAM, CVA, of **William E. Howell, LLC**, was recently certified in Financial Forensics by the American Institute of Certified Public Accountants. Howell provides professional services in the areas of business valuation, litigation support, and management consulting. For more on his services, visit www.williamehowell-llc.com.

NAI Norwood Group recently announced the sale of the Rt. 155 Wash-All Car Wash, located at 217 Knox Marsh Road, Dover, NH. Representing the seller, 155 Wash-All, LLC in the transaction was **Brian O'Brien**, RPA managing broker of NAI Norwood Group's Portsmouth office at 100 Market Street, Portsmouth, N.H. The car wash was purchased by Cali-Wash, LLC for \$810,000 according to the registry of deeds information. O'Brien specializes in commercial investments. For more information, visit www.nainorwoodgroup.com.

Kirk Communications recently announced the launch of a new web site it designed for Gourmet Specialty Foods at www.g-s-foods.com. The site showcases the company's hand-made, high-quality specialty prepared beef, poultry and pork products, and highlights the company's unique, specially formulated marinades and sauces and a vast array of stuffed and skewered entrees. Kirk Communications is a global provider of integrated marketing solutions that include public relations, graphic design and interactive services including advanced 2D and 3D animation, website development and e-marketing. For more on the agency, visit www.kirkcommunications.com.

Crown Design, now of Portsmouth, N.H., recently earned three top awards — including best of show — at the New Hampshire Creative Club's 20th annual juried exhibit of work by New England designers, photographers, videographers and copywriters. **Michal Smiglowski**, owner of Crown Design, received first place in graphic design with a 16-page brochure for the McAuliffe-Shepard Discovery Center capital campaign. His fine-detailed pencil portrait took top honors in the illustration

category and also captured "best-in-show." All awards were presented at an opening reception in the McIninch Art Gallery of Southern New Hampshire University in Manchester. For more information visit www.crowndesign.com.

New England Printing recently moved to the **Bowl-O-Rama** Plaza, Route One, Lafayette Road, Portsmouth. The new retail location is the former site of the Scoreboard Sports Bar and Restaurant. According to owner, **Alan Higginbotham**, the new location will afford better accessibility and higher visibility to its clients. New England Printing and its knowledgeable staff have been providing quality printing to the greater seacoast area since 1979. For more information on the company, visit newenglandprinting.com.

Donald R. Hatt, Federal Savings Bank president and CEO, recently announced a number of promotions: **Susan Brown**, a 31-year veteran of FSB was promoted to assistant vice president & internal audit/compliance coordinator; **Carol Young**, was promoted to vice president & loan administration officer; **Kelly Glennon** was promoted to vice president & director of marketing; **Brad Barbin**, was promoted vice president & information technology officer; **Judy Lovely**, a 23-year veteran of FSB was promoted to senior vice president & human resources director; and **Jim Brannen**, was promoted to senior vice president & CFO. Since 1890, Federal Savings Bank has operated as a true community commercial bank, a "mutual" bank. The bank has offices in Dover, Barrington, Durham, Portsmouth and Rochester. For more information, visit www.fsbdoover.com.

R. M. Davis, Inc. was recently named one of America's Top 100 Registered Investment Advisors by Trusts & Estates magazine. R. M. Davis, Inc. is a private, employee-owned wealth management firm providing investment advisory services to clients throughout Maine, New Hampshire and beyond. Today, R. M. Davis, Inc. manages approximately \$1.8 billion in client assets for high net worth individuals, families and not-for-profit organizations. The firm is staffed by highly educated professionals, including Seacoast resident **Michael J. Hanlon**, CFA. For more information, visit www.rmdavis.com.

Portsmouth Community Radio, WSCA-LP 106.1 FM, recently announced the addition of four new members to its board of directors: **Darci Knowles**, of DARCI CREATIVE, a 20-year veteran of the advertising and marketing field; **Ann C. Bliss**, MA, LCMHC, the executive director of the Center for Trauma Intervention, who has been a mental health counselor for 25 years; **Eliza Hobson**, director of marketing and public relations for One Sky Community Services in Portsmouth, who has spent 20 years as a broadcast journalist; and **Alan Brady**, who has been in information technology for 11 years, including the past six with the city. WSCA-LP 106.1 FM is a listener-supported, volunteer-run, nonprofit, and noncommercial radio station dedicated to providing diverse and engaging programming to the Seacoast area. Portsmouth Community Radio is on the air 24 hours a day, 7 days a week and streams on the web at www.portsmouthcommunityradio.org. ★

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The Chamber Welcomes New Members

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