

Dividends

GREATER
PORTSMOUTH
CHAMBER OF COMMERCE
GET CONNECTED

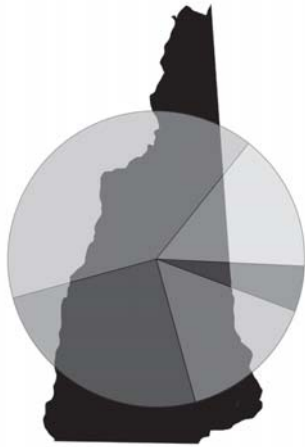
JUNE 2009



GREATER PORTSMOUTH CHAMBER OF COMMERCE



WWW.PORTSMOUTHCHAMBER.ORG



State of the Economy Focus of June 17 Breakfast Forum

Policy and Economic Analysts to Present Recession Implications

How the current recession is affecting New Hampshire, and how economic decisions in Concord will affect the Seacoast, are some of the hot topics that will be covered in the upcoming State of the Economy Breakfast Forum set for 7:30 a.m., June 17 at the **Sheraton Harborside Portsmouth Hotel**.

Steve Norton, executive director of the New Hampshire Center for Public Policy Studies; and Brian Gottlob, principal of PolCon Research will be guest speakers at the event which is part of the **Bank of America Speaker Series**.

Gottlob and Norton will focus their discussion on the 'Great Recession' and the implications for the state. Presentations will include an analysis of the economic situation, its implications for the state and a review of state budget decisions including an analysis of budget drivers, legislative decisions to date and their implication for NH's future.

Cost of the event is \$20 for members and \$27 for nonmembers. For more background, or to RSVP online, visit www.portsmouthchamber.org/economybreakfast.cfm or contact the Chamber at (603) 610-5510. ★

Cast Your Vote for This Year's Annual Awards

Nominations for Citizen and Biz of the Year Due June 30

Although this year's annual dinner is still several months away, the Chamber board urges members to forward nominations for citizen and business of the year. Deadline for submissions is June 30. Winners will be announced at the annual dinner set for Aug. 13 on the dock at One Harbour Place in Portsmouth.

Nomination guidelines are included as an insert in this issue of *Dividends* and online at www.portsmouthchamber.org/uploads/annualawards2009.pdf.

Citizen of the year nominees must be adult residents of the Seacoast areas of New Hampshire and Maine with activities centered in those areas. Business of the year awards are given to Chamber member businesses deemed most deserving of recognition for community service and involvement. Criteria includes leadership within the community, generosity relative to community relations, corporate giving and business ethics.

For more details, see the annual awards insert, or contact Tom Cocchiario, the Chamber's communications manager, at (603) 610-5520 or tcocchiario@portsmouthchamber.org. ★



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eCruise 2009

Chamber Revives Popular Tech Networking Event

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State of the City

Portsmouth City Officials Talk About Economic Challenges and an Optimistic Future

CHAMBER STATS

May 2009

Web Hits:
677,492

Walk-ins:
2,503
(Chamber Visitor Center & Kiosk)

Mailings:
256

[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

I was pondering the value of things recently while standing in the Chamber's Information Kiosk in Market Square, and it occurred to me that while this has become a valued and appreciated part of Market Square's landscape, I didn't have the faintest idea how it came about. I had seen older pictures of the square, but they didn't show a kiosk, so I thought it was time to find out where and why it came to be.

The first stop was Elizabeth Barcomb, the Chamber's longtime visitor information center assistant and quick reference to everything Portsmouth. I was not disappointed. Elizabeth gathered all the materials I needed for my knowledge quest, including an article from the October 2003 *Portsmouth Magazine* by Karen Lyons showing the intersection of Daniel and Pleasant Street where Freddy's Lunch sat next to Eberle's Stationary (where **Breaking New Grounds** is today). The photos showed cars parked nose in, but no kiosk. The article also showed the construction of the "new" Market Square in 1977, in

which an accompanying photo showed the kiosk as we see it today.

Now I knew when, but why? Bob Thoresen, principal of The Thoreson Group, was a great help for this part. "Market Square used to be a vast sea of asphalt," said Thoresen in the article. "There were no trees, no landscaping. The area had been given up to cars." I wanted to know more, so I called Bob. He told me that the project was developed with help from a Community Development Block Grant, and that Carol Johnson Associates, landscape designers, were in charge of the project - much of which was designed by Craig Halverson. Bob also pointed out that the Market Square transformation was the subject of much controversy due to the \$400,000 cost (which would probably be well over a \$1 million in today's dollars). In the end, the city council approved the project as a good investment for the community—and a good investment it has certainly proved to be.

Market Square is central to our vibrant city life, much like the kiosk is central to the downtown visitors who stop by for advice on how best to spend their time (and money) in the city. Like the transformation of Market Square, the kiosk continues to prove its value as a guidepost to the best that Portsmouth has to offer.

Like Thoreson, Johnson and Halverson, we all have the capacity to make an investment in our city - which is not to be confused with what we expect when we pay our taxes. Taxes for the most part pay for services like snow removal, water, sewer and garbage pickup. Investments are different. When you invest in your city, you expect a return on that investment. And as you can see from our constantly improving quality of life and growing list of amenities and awards, we have all benefited from the investments of others who have put their time, money and energy into Portsmouth over the years. Look around—businesses and residents are very proud to be in a city that is safe, friendly, manageable, culturally rich and fun. The seemingly never-ending stream of accolades keeps us on the region's and the nation's radar screen. Portsmouth continues to be a destination of choice for many individuals and businesses who want to partake in our many successes. What is the return on that investment?—a community that is resilient and able to weather economic downturns much better than surrounding communities in and out of New Hampshire; a community where property values are stable and business activity remains very good; and a community that offers a wonderful environment for bringing up children, retiring, doing business, learning, or just having fun.

At the Chamber, we appreciate the need to constantly invest in the community and are fortunate to have members who support the Chamber's mission - which is to create programs that support the Seacoast business community and contribute to the region's quality of life. At the May breakfast forum, Portsmouth City Manager John Bohenko recognized that contribution when he said the work of the Greater Portsmouth Chamber was largely responsible for the city being named by *Business Week* as the best place to start a company in New Hampshire. You can feel proud that your annual dues investment supports an organization that is dedicated to supporting your business as well as the community at large. While you may not always be able to participate in Chamber activities and programs, you can be sure we will use your investment wisely, and that your hard-earned dollars are not just paying for the traditional Chamber benefits—they are truly an investment in the future of the community. ★

G R E A T E R
PORTSMOUTH
CHAMBER OF COMMERCE
GET CONNECTED

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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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Members of the eCoast Technology Roundtable and guests enjoy an evening aboard the Isles of Shoals Steamship Company's M.V. Thomas Loughton at a past eCruise. This year's event will take place July 16. See the accompanying article below for more details.

Chamber Revives Summer eCruise Networking Event

Popular Tech-Centered Cruise Set for July 16

eCoast Technology Roundtable members and sponsors invite the region's high-tech community to join them for the Annual eCruise set for 5:30-8:30 p.m., July 16 aboard the **Isles of Shoals Steamship Company's** M/V Thomas Loughton. This year's cruise is underwritten by the **South East England Economic Development Agency** and supported by early bird sponsors **Good Leads** and **Savvy Software**.

Boarding will start around 5 p.m., so come early. Parking is available at the dock until 8:30 p.m. for \$3. This year an invitation has gone out to many of New Hampshire's high-tech associations including the Software Association of New Hampshire, the NH High Tech Council, the NH Biotechnology Council and others, so there'll be new faces and contacts.

The cruise is a special event of the monthly eBrew, hosted by the Roundtable, which brings the region's technology community together for networking in a social setting each month. This year's cruise will feature onboard entertainment by Ron Reed, some of the Seacoast's finest cuisine served up by **Galley Hatch Catering**, cool tech-related raffle prizes and a cash bar.

Cost to cruise is \$25 per person. For more information, or to sign up online, visit www.portsmouthchamber.org/ecruise2009.cfm. Those interested in sponsoring the event or providing door prizes may contact Tom Cocchiaro the Chamber's communications manager, at (603) 610-5520 or tcocchiaro@portsmouthchamber.org. ★

Chamber Announces Date, Place for Annual Dinner

Sponsorship Open for One of the Top Events of the Year

Mark your calendar today for this year's Annual Dinner and Community Awards set for 5:30 to 9 p.m., Aug. 13 on the dock at One Harbour Place in Portsmouth, N.H.

The evening will mirror last year's informal, island-style summer lobsterbake except this time activities will really take place riverside under canvas on the Harbour Place docks.

Make plans to join fellow members and guests for an evening of camaraderie, fun and the opportunity to honor the Citizen, Business, and Volunteer of the Year and recognize the Chamber's corps of volunteers. "This signature event celebrates the connections between business people in the region which form the core of our active and engaged community," said Chamber President Doug Bates. "Bring your co-workers and friends for what will be a great community summertime party on the water and the opportunity or make new connections."

Those who would like to nominate a Chamber or community member for one of the annual awards may download a nomination form by clicking visit www.portsmouthchamber.org/uploads/annualawardsnominationform2009.pdf. Submission deadline is June 30.

Sponsorship opportunities are currently available for this year's annual dinner and awards ceremony. To download a copy of sponsor levels, visit www.portsmouthchamber.org/uploads/annualdinnerponsorform2009.pdf. Deadline for commitment is July 17. For more information on sponsorship opportunities, contact Doug Bates at dbates@portsmouthchamber.org or (603) 610-5516. ★

Chamber Staff Grows to Serve Summer Visitors

Extended Hours, Guided Tours Up and Running

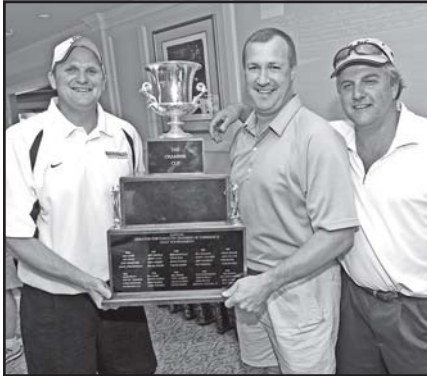
As the busy summer season approaches, the Chamber staff will swell from nine full- and part-time, year-round staff members to 25 which includes volunteers, visitor assistants and tour guides.

To handle the increase in visitors, the Chamber has opened the Market Square visitor information kiosk which serves visitors seven-days-a-week from 10 a.m.-5 p.m. The main Chamber visitor information center has also started expanded hours operating late on Friday nights to 7 p.m. and from 10-5 p.m. Saturdays and Sundays.

Interest in Portsmouth continues to increase thanks to an aggressive schedule of destination marketing activities including sponsorship of this year's Boston Globe Travel Show, and other PR efforts. Some of those efforts include an ongoing biannual Restaurant Week Portsmouth and travel writer support. "In this economy, the Chamber is working harder than ever to drive tourism to the Seacoast," said Nicki Noble, the Chamber's tourism manager. "With our increased staff and volunteers, we'll be working hard to refer all our member businesses and steer customers to their doors."

Tours of the Portsmouth Harbour Trail are also underway. Those interested may find details at www.portsmouthchamber.org/visitorinfo.cfm. ★

Calendar of Events



Members of the Flagship Press team show off their trophy from last year's tournament.

26th Annual Greater Portsmouth Chamber Golf Tournament

8:30 a.m. Shotgun Start, Friday, June 12

ABENAQUI COUNTRY CLUB
[731 CENTRAL RD., RYE, NH]

The Chamber will kick off the golf season in style June 12 with the 26th Annual Chamber Golf Tournament. This year's competition will be held at the par-72 **Abeniqui Country Club** in Rye, N.H. The challenge is on to win the coveted trophy from last year's winners, **Flagship Press**, so players will have to bring their best game. Underwriting sponsors are **Sperry Tents** and the Abeniqui Country Club.

This "bramble-style" tourney is known for the fabulous prizes and contests like beat the pro, hole-in-one, longest drive, closest to the pin and the putting contest, as well as overall placing prizes for the top three teams.

There are still some team slots open for this year's tournament, however, those interested in playing should contact Laurie Mantegari, the Chamber's event coordinator, as soon as possible at (603) 610-5527 or events@portsmouthchamber.org.

Registration forms are available online at www.portsmouthchamber.org/golf/tournament2009.cfm.

The Chamber thanks the following major sponsors for supporting this year's tournament: **New England Center, Portsmouth Regional Hospital, Seacoast Business Machines, Access Sports Medicine & Orthopaedics, Sea-3** and **Piscataqua Landscaping**. ★

State of the Economy Breakfast

7:30-9 a.m., Wednesday, June 17

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

Join us to hear how the current recession is affecting New Hampshire and how economic decisions in Concord will affect the Seacoast. Steve Norton, executive director of the New Hampshire Center for Public Policy Studies; and Brian Gotlobb, principal of PolCon Research will cover the economic challenges facing the state. The breakfast is part of the **Bank of America Speaker Series**.

Gottlob and Norton will be talking about the 'Great Recession' and the implications for the state. Presentations will include an analysis of the economic situation, its implications for the state and a review of state budget decisions including an analysis of budget drivers, legislative decisions to date and their implication for NH's future.

Cost of the event is \$20 for members and \$27 for nonmembers. For more information, visit www.portsmouthchamber.org/economybreakfast.cfm or contact the Chamber at (603) 610-5510. ★

Bank of America 

Mid-Day Meet Pease

Connect and Network
at the Mid-Day Meet

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

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. ★



OPTIMA
BANK & TRUST

Business After Hours

5-7 p.m., Thursday, June 25

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

Join us for a business after hours at **Optima Bank and Trust**, one of the area's newest banks. Established in last year, the bank has already racked up an impressive record according to SNL Financial's De Nova List which recently ranked Optima second in asset growth among the nation's banks opening in 2008. The bank is also looking forward to opening a new branch in Hampton in the Fall.

The bank staff has an entertaining evening planned including entertainment by Tony and Nancy Tenaglia, classically trained musicians, a table of delectable cuisine served up by **Muddy River Marketplace and Chili Catering**.

Guests at the event can expect the opportunity to meet with the bank staff, take a tour and win a number of valuable door prizes. Parking is available in the City of Portsmouth parking lot adjacent to Connie Bean Center, and Bow and Daniel Streets. Get in free with a business card. ★

Mid-Day Meet Downtown

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

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. ★

vents

Sponsored By
Sir Speedy
JUNE ★ 2009



PORTSMOUTH HARBOUR TRAIL

14th Annual Harbour Trail 5K Road Race & Kid's Fun Run

9 a.m., Saturday, July 11

PORTSMOUTH MIDDLE SCHOOL
[PARROTT AVE., PORTSMOUTH, N.H.]

Signups are underway for the 2009 Portsmouth Harbour Trail 5K Road Race and Kid's Fun Run. This popular Seacoast race, now in its 14th year, typically draws nearly 1,000 runners from throughout New England and the Country.

This year the Chamber has partnered with several other local organizations to form the Portsmouth Community Road Race Series which kicks off with the Portsmouth Harbour Trail 5K Road Race July 11. Other organizations participating in the PCRRS include **BreastCancerStories, org, United Way of the Greater Seacoast, Sunset Rotary** and the **Seacoast YMCA**. Runners who complete three of the five races will receive a series running jacket.

The race was originally started to support the Portsmouth Harbour Trail and introduce visitors from outside the area to "historic Portsmouth." In fact, the race course weaves its way through the downtown and around the South End which is home to a number of historic sites including **Strawbery Banke Museum** and **Prescott Park**.

The overall top man and woman, the top three men and women in each age group, the oldest and youngest Portsmouth finishers, the top three teams and the wheel chair winner all receive prizes. All children in the fun run get a medal and gift bag. Racing divisions apply to men and women, and are: Overall, 12 and under, 13-15, 16-19, Open 20-29, 30-39, Master 40-49, Special Master 50-59, 60-69, 70 & up, wheel chair, and teams.

Cost to register online is \$15 until July 1. Mail-in, walk-in and race-day registrations are \$20. Cost for children registered in the kid's fun run is \$5. Online registration and race registrations are available at www.portsmouthchamber.org/roadrace.cfm. ★

WHAT'S AHEAD

[JUNE]

12th

26th Annual Portsmouth Chamber Golf Tournament

17th

State of the Economy Breakfast Forum
Sheraton Harborside
Portsmouth Hotel

19th

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

25th

Business After Hours at
Optima Bank & Trust

[JULY]

3rd

Mid-Day Meet Downtown
The Page

11th

Portsmouth Harbour Trail
5K Road Race
Portsmouth Middle School

16th

Annual eCruise
Isles of Shoals
Steamship Company

17th

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

30th

Business After Hours at
RiverWoods at Exeter

RENEWING MEMBERS

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

Annabelle's Ice Cream

Bentley by the Sea

Blue Water Mortgage Corp

Bud Gallagher

Cabot House Furniture

Cafe Espresso of
Portsmouth

Center for Occupational &
Employee Health

CEO Tactics

CGI Employee
Benefits Group

Child Advocacy Center of
Rockingham County

Coldwell Banker Walsh
Real Estate

Community Child Care
Center

Crotched Mountain
Community Care

Custom Pools, Inc.

Daniel Webster Council,
Boy Scouts of America

Diverse Networks, LLC

Donahue, Tucker & Ciandella

Duke Family Chiropractic

Enchanted Nights

Exeter Trust Company

Fa La Lo

Fairpoint Communications

Fidelity Investments

First Colebrook Bank

Foster's Downeast Clambake

George Venci Law, PLLC

Great North Property
Maintenance

Hampton Beach
Casino Ballroom

Homewood Suites by Hilton

La Femme Intimates

Ledges Golf Club

Lo Seafood & Oriental Market

Marshall Rental Center, Inc.

NouveauDerm Spa

OpRock Portsmouth
International TRS, LLC

Paradiza

Piscataqua Landscaping

Portsmouth Brewery

Portsmouth Fire Dept.

Provident Bank

Rand Lumber Company, Inc.

Rockingham County
Service Link

Rusty Hammer

Saturn of Portsmouth

Seacoast Concierge, LLC

Seacoast Local

Seafari Charters

Select Wood

Singularity
Electronic Systems

Solari Salon

Sounds of the Seacoast

Stewart Title of
Northern New England

Tenants' Association at Pease

Wachovia Securities

Warner's Card & Gift Shop

Whaleback Systems

York's Wild Kingdom

STATE OF THE CITY BREAKFAST –Portsmouth City Manager John Bohenko said he was cautiously optimistic about the state of the city and believes it remains relatively strong thanks to the careful planning and dedicated efforts of many people who believe in the city and its future. That was the “bottom line” nearly 100 members and guests heard at the **Bank of America Speaker Series Breakfast Forum** held May 6 at the **Sheraton Harborside Portsmouth Hotel**. During the one-hour forum, Bohenko, along with Superintendent of Schools Dr. Bob Lister, Fire Chief Chris LeClaire and Police Chief Michael Magnant presented highlights from their various departments including challenges and upcoming projects. Number one on the list of challenges for the city was holding the line on budget increases which Bohenko said was made more difficult by the effects of the current economic recession. He said that despite the efforts of the city council and department heads to flatline spending, “forces out of his control” were conspiring to steal what had been expected revenue in the last budget raising the tax rate more than 20 cents. Some of the revenue shortfalls included a loss of \$250,000 attributed to reduced car and truck registrations, a more than \$200,000 increase in taxes due to Rockingham County, and an anticipated two-year suspension of the money the state would normally return to the city from room and meals taxes which Bohenko put at \$981,000. During his comments, Bohenko credited the Chamber with helping to set the stage for a number of recent accolades enjoyed by the city including *Business Week’s* recognition of Portsmouth as the best place in New Hampshire to start a business. For more background on the breakfast, visit www.portsmouthchamber.org/library.cfm. ★



EDUCATION FORUM SERIES—More than 100 Chamber members turned out in May to take advantage of the Chamber’s two part Education Forum Series. The series, developed by the Chamber’s Business Development Committee and underwritten by **Ocean Bank**, was created to connect members with business resources and new social media marketing opportunities that could be used to help support and grow their businesses during this time of recession. The forum series kicked off May 6 with *The 2009 Recovery Act: Fast Facts for Small Business-What you Need to Know and Where to Find Information*. During the session, representatives from the New Hampshire Small Business Development Center and the NH Department of Resources and Economic Development covered financial and counseling resources available to businesses and answered questions regarding employee benefits, training and employer responsibilities. Guest speakers for the session included Mary E. Collins, state director of the NHBSCC; Warren Daniel, Seacoast regional director for the Small Business Development Center and Dave Pease, program manager of the NH Procurement Technical Assistance Program. Session two, entitled *The Online Frontier: Economical Tactics for Your Business-Search Engine Optimization and Marketing & Social Media*, focussed on introducing members to the marketing benefits of new social media like “Facebook” and “Twitter.” Guest speakers for the segment included Nate Tennant, founder of **Kirk Communications**; Mike Conery, senior “Pay-Per-Click” Specialist for Ottaway Newspapers, Inc.; and Zac Gregg, managing partner of **Vital Design**. Both programs, which were followed by networking, hors d’oeuvres and refreshments, were hosted by the **Regatta Banquet and Conference Center** in Eliot, Maine. ★



BUSINESSAFTER HOURS AT DUKE CHIROPRACTIC—Wet and windy weather couldn’t deter the more than 70 Chamber members and guests who traveled to **Duke Chiropractic** May 14 for a Margaritaville–Style party complete with Jimmy Buffett-style cuisine served up by Mizuna Caterers. Throughout the evening, guests, some decked out in Hawaiian shirts, shorts and sandals, sampled Parrot-Head favorites like “Cheeseburgers in Paradise,” coconut shrimp and crab cakes, and regularly dipped their glasses in the regularly refreshed margarita fountain. Some guests left the event with more than a hankering to book a quick trip to the islands: **Pauline Maloney, Stoney Knoll Realty**, won a flower arrangement courtesy of the **Flower Kiosk**; **Mead Lawson** picked up a Lia Sophia necklace; **Julie Ostopchuch, American Alarm**, drew a Jimmy Buffett CD; **Kristin Miller, AAA of Portsmouth**, **Pam Ziadeh, Stewart Title**, and Jim Malenewski, all won Duke Chiropractic T-shirts; **Denise Brown, Adcetera Graphics**, picked up an Arbonne International foot spa kit; **Diane Ploth**, also of AAA, drew a Mizuna T-Shirt; **Nikol Deyab, Ace Your Image, LLC**, went home with a **Margaritas** gift basket; **Deb Rourke, Avery Insurance**, and **Brandy Irish, Maple Suites Retirement Community**, both won a selection of **Lindt Chocolates**; **Bill Simpson, Azimuth Financial Planning**, drew an Arbonne travel kit; and **John O’Sullivan, Adcetera Graphics**, won the grand prize—two tickets to a Jimmy Buffett concert. Rourke, who won a door prize, also won member of the month honors for her company which will be featured on the Chamber’s web site in June. The Chamber thanks the Duke Chiropractic staff for its generous hospitality and members who added to the evening’s festivities through door prize contributions. ★



Photo by Nicki Noble

Top, Portsmouth city officials pose for a picture at the May breakfast forum. Pictured are: John Bohenko, city manager; Fire Chief Chris LeClaire, Mayor Tom Ferrini, Dr. Bob Lister, schools superintendent; and Police Chief Michael Magnant. Middle, Dave Pease, NHDRED, talks about government procurement practices at the May 6 education forum. Above, guests at the Duke Chiropractic Business After Hours take a dip in the margarita fountain.

The **Blue Ocean Society for Marine Conservation** invites Chamber members to get involved with the group's New Hampshire Coastal Cleanup scheduled for Saturday, Sept. 19. This year will be the fifth cleanup in a row for the BOS which is partnering with the International Coastal Cleanup for what is the largest one-day volunteer effort in the world—more than 100 countries and 45 states in the US participate in the cleanup. In 2007, the effort drew more than 1,000 volunteers who helped clean up the state's beaches and waterways. For more information about the cleanup, or to sign up, contact the BOS at coastalcleanup@blueoceansociety.org or phone (603) 431-0260. For more about the society's activities, visit www.blueoceansociety.org.

Baker Newman Noyes, a CPA, with offices in Maine and New Hampshire, has been named the 2009 New Hampshire Business of the Year in the Financial Services/Insurance category by *Business NH Magazine*. The award is based on, among other things, community involvement and contribution to the accounting profession. A screening committee pared down the field of applicants to three semifinalists—a panel of Excellence, comprised of executives from the 2008 winning companies selected the winners. The award was presented to the firm at a luncheon held May 19, at the Radisson Hotel at the Center of N.H. in Manchester. For more on the firm, visit www.bnncpa.com.

Calypso Communications, an issues-driven marketing, graphic design, and public relations agency, has been hired by **Ristorante Massimo** to conceptualize, develop, and design a complete print and interactive marketing campaign for world-class restaurant located in downtown Portsmouth, N.H. The campaign will be designed to communicate the restaurant's world-class cuisine, European ambiance, and superior hospitality to the 25 to 35-year-old demographic. This will be accomplished through an electronic newsletter, a print advertising campaign and assistance with media buying and placement, and strategic marketing efforts. For more information on Calypso, visit www.calypsocom.com.

The **Children's Museum of New Hampshire** recently welcomed two new directors to its board: **Erik Barstow** of Portsmouth and **Pam Kocher** of Barrington. Barstow is the chair of the business law group at **Wiggin & Nourie, P.A.** where his practice focuses on mergers and acquisitions, debt and equity financing, commercial contracts and technology licensing, and development agreements. As managing partner of Kocher & Company, Kocher connects fast-growing, small and medium-size businesses to high-level contacts in business, education and government. For more on the museum, phone (603) 742-2002 or visit www.childrens-museum.org.

The **Comfort Inn Portsmouth** and **MacLeod Enterprises, Inc.** recently welcomed **Christopher Skovron** as the property's new sales manager. Skovron will coordinate corporate and group lodgings for the hotel located near the former site of Yoken's Restaurant. Skovron's previous marketing and sales experience, and his knowledge of the Seacoast area, will help to benefit local businesses

with their lodging needs, according to Craig Lowery, the inn's general manager. The Comfort Inn Portsmouth offers 121 nicely decorated guest rooms with upscale furnishings, pillowtop mattresses, massaging showerheads and complimentary wireless Internet access, among other amenities. For more details, visit www.comfortinnportsmouth.com.

Cross Roads House has received a \$300,000 Facilities Capital Challenge Grant from the Kresge Foundation to build a replacement shelter. Cross Roads House successfully raised \$622,000 that was required to secure the \$300,000 grant before the July 1 deadline. Fundraising efforts continue as the shelter works to achieve its long term goals which include paying for the remainder of the construction costs of the main shelter facility, renovating the existing family shelter building, and starting an endowment. A total of \$900,000 is still needed to complete these campaign goals. For 27 years, Cross Roads House has provided emergency and transitional shelter to homeless individuals and families from Rockingham, Strafford, and southern York, Maine counties. For more details, visit www.crossroadshouse.org.

Cryo Industries of America, Inc. has selected the award winning web development firm **CrystalVision**, of Newington, N.H. to redesign and redevelop its web site, www.cryoindustries.com. Cryo Industries of America (CIA) is a leading supplier of cryogenic systems. CrystalVision will provide a complete redesign and redevelopment of the site including the addition of a content management system which will allow CIA to quickly and easily edit and add content to their new site. The will also incorporate a special functionality to allow visitors to find and explore CIA's specialized products through various search methods. For more information about CrystalVision, contact them at 603-433-9559 or visit their web site at www.crystalvision.org.

DeStefano Architects recently celebrated the completion of a design project for Salient Surgical which is located at the Pease International Tradeport. DA designed the new offices, production and warehouse building that will house the Salient Surgical headquarters. The 56,000 square-foot building contains two floors of Class A office space, shipping warehouse, and the clean room facilities for medical equipment production. The brick masonry facade is evocative of the mill building in Dover, N.H. that previously housed Salient Surgical. For more on DeStefano Architects, Commercial Design, visit www.destefanoarchitects.com.

The **Gundalow Company's** 2009 "Celebrate Our Rivers" Season got underway near Henry Law Park in Dover May 23 with a celebration of the Coheco River on board the replica Piscataqua Gundalow Captain Edward H. Adams. The Gundalow Company invites Chamber members to take part in the celebration which will continue through October in Portsmouth, Durham and Greenland. Schools, community groups, and summer campers are welcome to book onboard educational programs while the Gundalow is visiting a nearby town. For more details on upcoming Gundalow Company events, visit www.gundalow.org.

Gail Licciardello, owner of **Paradiza**, recently attended the National Stationery Show in New York City. As a selected delegate to the show, Licciardello attended roundtable discussions and seminars on issues that impact the industry and viewed the more than 1,000 booths with the latest products in the greeting card and stationery world. New greeting card lines and messages of hope that she discovered while at the show will be available shortly in Paradiza which is located at 63 Penhallow Street in Portsmouth, N.H.

Staffing Sense recently introduced a new assistance and outplacement program to help those who have lost jobs find new positions. The program includes a series of comprehensive workshops that are tailored to specific individuals and industries. Topics include job search strategies, internet navigation tips, effective resume writing, interview preparation skills, where and how to network and more. For more information on Staffing Sense's outplacement services or Job Search 101 workshops, visit www.staffingsense.com or contact **Roy Aboody** or **Steve Davis** at (603) 772-1700.

Strawbery Banke Museum in Portsmouth N.H. has been honored by the New Hampshire Preservation Alliance with a 2009 Preservation Achievement Award for outstanding restoration of the (Thomas Bailey) Aldrich Garden. Thirteen projects across the Granite State were recognized by the New Hampshire Preservation Alliance for outstanding achievement in preservation at its annual announcement ceremony in Concord on May 12. The 2009 awards recognize individuals, organizations and corporations for work or projects in the categories of restoration and stewardship, rehabilitation and adaptive use, compatible new construction and advocacy. For more information on the museum and its programs, visit www.strawberybanke.org.

Tugboat Alley recently added a new party venue to Portsmouth's Ceres St. deck scene aboard its mini-tugboat, TUG ALLEY TOO. Owners **Bob** and **Natalie Hassold** invite Chamber members to reserve the tug for an evening dockside with family and friends. The tugboat, which will stay tied up at the dock, is available from 6-8 p.m. evenings and can accommodate parties of up to 10 adults. Patrons are welcome to bring their own beverages and snacks. TUG ALLEY TOO is also available to cruise the harbor daily through October. For more details on deckside parties and cruises, visit www.tugboatalley.com or phone (603) 430-9556. ★

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[WELCOME NEW MEMBERS]

The Chamber Welcomes New Members

The Greater Portsmouth Chamber of Commerce welcomes the following new members

Coppal House Farm

*Corn maze, recreation, sleigh
rides, tour operators/planners/
guides*
118 North River Road
Lee, NH 03861
Contact: Lisa Tutinas
Phone: 603-659-3572
Email: lisa@nhcorn
maze.com
Web: www.nhcornmaze.com

J. Edgar Group, PLLC

*Accountants; consultants,
business, financial services*
1361 Elm Street, Ste 104
Manchester, NH 03101
Contact: Peter Pike
Phone: 603-606-5124
Email: ppike@jedgarcpa.com
Web: www.jedgarcpa.com

Jack Thorsen

Individuals
136 Cabot St
Portsmouth, NH 03801
Contact: Jack Thorsen
Phone: 603-501-0148
Email:
jack@jackthorsen.com
Web: www.jackthorsen.org

Just Ducky Insurance, LLC

Insurance
19 Clark Road
Eliot, ME 03903
Contact: Paul Bibaud
Phone: 603-929-9670
Email: paul_bibaud@
us.aflac.com
Web: www.aflac.com

Market Square Technology Group, LLC

*Computer security; consultants,
business & technology;
consultants, computers*
P.O. Box 354
Greenland, NH 03840
Contact: Brian Midura
Phone: 603-436-9412
Email: brian@mktsq
tech.com
Web: www.mktsqtech.com

Portsmouth Lobster Company

Lobster, shellfish & seafood
P.O. Box 22
New Castle, NH 03854
Contact: Damon Frampton, II
Phone: 603-988-2526
Email: tframpton@com
cast.net
Web: www.portsmouthlobster.com

Riverhouse

Restaurants
5 Pioneer Road
Rye, NH 03801
Contact: Peter Labrie
Phone: 603-431-2600
Email: peterlabrie@
yahoo.com
Web: www.riverhouse53bow.com

Unitil

Utilities
325 West Road
Portsmouth, NH 03801
Contact: Dave Beaulieu
Phone: 603-294-5144,
Email: beaulieu@unitil.com
Web: www.unitil.com

Waste Chauffeur, LLC

Waste removal
45 Lafayette Rd PMB 153
North Hampton, NH 03862
Contact: Pete Chamberlin
Phone: 603-944-5109
Email: service@whiteglove
waste.com
Web: www.whiteglovewaste.com