

Dividends

GREATER
PORTSMOUTH
CHAMBER OF COMMERCE
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MARCH 2009



GREATER PORTSMOUTH CHAMBER OF COMMERCE



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New Hampshire Gov. John Lynch

Gov. Lynch to Visit Seacoast for State of the State April 8

Addressing Issues that Affect Business Top Agenda Items

NH Gov. John Lynch will travel to the Seacoast April 8 to share his State of the State message with Chamber members and guests. The special breakfast, part of the **Bank of America Speaker Series**, is set for 7:30 to 9 a.m. at the **Wentworth by the Sea--A Marriott Hotel & Spa**.

Gov. Lynch is expected to cover a number of business-related topics including challenges to the state as a result of the current recession and budget shortfalls, the proposed \$3 billion biennial budget, how federal stimulus money will be spent and state spending priorities. Some of those priorities, according to the Governor, are "protecting public safety; helping our most vulnerable citizens; educating the next generation; and preserving our quality of life."

For more on the breakfast, or to register online, visit www.portsmouthchamber.org/stateofstate2009.cfm. Cost of the breakfast is \$25 for members and their guests, and \$30 for nonmembers.

To RSVP offline, or for more information, contact the Chamber (603) 610-5510 or info@portsmouthchamber.org. ★

Chamber Chooses Abenaki Golf Club for Annual Contest

Signups for the 26th Annual Golf Tournament Underway

The Chamber's Golf Tournament Committee recently announced that the **Abenaki Country Club** in Rye, N.H. will host this year's 26th annual tournament set for June 12. Player spots and sponsorship opportunities are currently available. To see a list, check out the tournament flyer in this issue of *Dividends*.

The popular tournament is usually a sell-out event, so those interested should contact the Chamber as soon as possible to sign up. The Abenaki Country Club is known as one of the most scenic courses in the state. The registration/ sponsorship form is available online at www.portsmouthchamber.org/golf_tournament.cfm.

This year's tournament format will be a "bramble" which starts like a scramble where players tee off and continue from the point of the best drive. However, from that point, players play their own ball stroke-play-style until each player has "holed out" producing four individual scores.

The cost to play is \$780 per team or \$195 per player which includes green and cart fees, breakfast, and lunch prepared by the culinary staff at Abenaki. The tournament will also feature the traditional beat the pro, hole-in-one, longest drive and closest to the pin competitions.

The Chamber thanks members of the Golf Committee for their efforts in planning this year's event. They are: Cochairs Lisa Gainty, **Citizens Bank**; and Dan Witham, **Sheraton Harborside Portsmouth Hotel**; Laurie Mantegari, Chamber events coordinator; Deborah Rourke, **Avery Insurance**; Jessica McGondel, **Tournament Headquarters**; Shannon Drew, Sheraton; Melissa Lesniak, **Keller Williams Coastal Realty**; and Tim Dabrieo, **Waddell & Reed, Inc.**

For more information on the golf tournament or sponsorship, contact Laurie Mantegari, the Chamber's event coordinator, at (603) 610-5527 or laurie@everydaydetails.com. ★

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Coming Biz Seminars

Business Development Committee Planning Education Seminars for May

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Legislative Reception

More than 100 Chamber Members and Guests Join with Local Legislators to Discuss the Issues

CHAMBER STATS

JANUARY 2009

Web Hits:
674,804

Walk-ins:
774

(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

I am worried that Spring doesn't seem to be coming. In fact, I was chilled, then buried with snow, upon my return from a warm vacation in the tropics. Chilled by more than just the weather: The economy too, much to my disappointment, looks like it's a long way from starting back up as I had hoped—while I was away for seven days, the Dow Jones dropped 700 points. For now I guess I'll follow President Obama's lead and remain patient and optimistic about my personal investments and finances. But you should know, that while everyone seems to be waiting for the upturn, your chamber is working hard to kickstart the process in a number of ways..

Before I get to those initiatives, I just wanted to thank the more than 100 of you who came to our Legislative Reception Feb. 19, our event underwriters Portsmouth Regional Hospital and Ocean Bank, and our host, the Sheraton Harborside. We would especially like to thank Executive Council Bev Hollingworth, Senators Martha Fuller Clark and Maggie Hassan, Speaker Terie Norelli, Rep. Jackie Cali-Pitts, Rep. Rich DiPentima, Rep.

David Borden, Rep. Nancy Stiles, Rep. Trinkka Russell, Rep. Joseph Russell, Portsmouth Mayor Tom Ferrini, Councilor Chris Dwyer and Police Commissioner John Golumb for joining us. The discussions were lively and informative. The program wouldn't have been possible without the efforts of our Government Affairs Committee Cochairs Howard Altschiller, Seacoast Media Group; and Pat Closson from the McLane Law Firm. If you see them around, please thank them for their commitment to the community. If you missed it, we are sorry, but not to worry, there will be more opportunities in the future thanks to the work of the GAC.

For those of you who signed up early, we have a change of speaker for our upcoming Bank of America Speaker Series breakfast. Dr. Lynn Reaser, former chief economic advisor for Bank of America, was originally scheduled to speak, however, B of A has provided us with an equally experienced financial expert in Marie Schofield. For more on Marie, see Pages 4 & 5 of this issue of Dividends.

In an effort to support the needs of members we'll be holding two business education seminars in May. Thank you for the fantastic response to the survey our Business Development Committee sent out in January—the seminars were chosen on the basis of your input and desires. You told us what you wanted and we have assembled some folks to address your concerns. Stay tuned for more details as plans take shape for these practical sessions.

NH Gov. John Lynch will be joining us April 8 for a Bank of America Speaker Series breakfast at the Wentworth Hotel. He'll be in the Seacoast to present his annual State of the State address. I am sure there will be no shortage of issues for him to discuss. It's an event that is always fully attended so reserve your space early. A few short weeks later we'll be talking about issues more close to home as Portsmouth City Manager John Bohenko and other officials join us for the annual State of the City breakfast in May. So there is no reason for you to be uninformed or not engaged. I hope you all get connected and get involved. It is your city, state and nation.

One other issue seems to be troubling me a lot lately—the Memorial Bridge. The bridge has a limited life, and if we fail to act responsibly, it will be raised and effectively closed. This is a complex political issue by all accounts, but I see it differently. This is a community issue. The bridge is a connector to other parts of our Seacoast community. Remove it, and we'll suffer dire consequences. Consequences not just relating to the expense of getting from here to there, which are quite real, but consequences that come from the disconnection of important elements of our community like Kittery, Eliot and Southern Maine. As the "Most Walkable City in NH," the 6th "Most Significant Historical Destination in the US" (National Geographic Traveler), and one of the National Trust for Historic Preservation's Dozen Distinctive Destinations[®], shouldn't we think more realistically about why we received those honors and not give in to solutions that detract from these honors. Letting the bridge go will necessarily increase drive times for a lot of Seacoast citizens adding significantly to our carbon footprint. As a community striving to be a "green" and to follow the geotourism charter (which says development should compliment the character of a place), I am left wondering why we would not put much more weight on these issues, from both sides of the Piscataqua River. The Greater Portsmouth Chamber, in partnership with Seacoast Local, invite you to join with us in pushing for the best outcome on this issue. Please stay tuned to learn more about this issue and others—and get involved. ★

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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Nicki Noble, the Chamber's tourism manager, poses with the Chamber's new travel show display at the Boston Globe Travel Show held Feb. 20-22 at the Seaport World Trade Center in Boston. Nearly 20,000 potential travelers and media attended the two-day public event spotlighting worldwide opportunities. As a major sponsor of this year's show, the Chamber was able to place Portsmouth information in each of 10,000 visitor "giveaway bags."

Chamber Signs Up for Constant Contact Program

Members Using Service May Qualify for Big Discounts

Chamber members can now save money on their email marketing through a new partnership with Constant Contact. The online email marketing service allows customers to send, manage, track and analyze email campaigns to target audiences.

Even existing Constant Contact users can receive exclusive prepay discounts of up to 25 percent just for being a Chamber member.

Existing users can take advantage of this offer by sending an email to businesspartner@constantcontact.com. Just provide a Constant Contact username, and request to be associated with the Portsmouth Chamber program. The Constant Contact team will take care of the rest.

"With the current recession deepening every day, the Chamber staff has been looking for ways to support our members," said Salina McIntire, the Chamber's membership manager. "The Chamber had just started using Constant Contact for targeted tourism

marketing when Nicki Noble, our tourism manager, noticed they had a Chamber partner program. We knew that many members use the service (and more would like to join) and that Chamber members get a significant discount, so we signed up for the partnership right away."

To create a **new** account under the Portsmouth Chamber program, surf on over to www.portsmouthchamber.org/constantcontact.cfm. Members should also feel free to share this opportunity with fellow members who may benefit from the program.

Constant Contact also offers an online survey service in addition to its primary email management service.

Those with questions may contact McIntire, the Chamber's membership manager, at (603) 610-5514 or membership@portsmouthchamber.org or Constant Contact at (800) 221-2793. ★



Chamber Plans Series of Biz Education Seminars

Programs to Focus on Finance and Social Media Marketing

The Chamber's Business Development Committee is currently planning a series of educational seminars to support the needs of members. The subject matter was chosen on the basis of a recent membership survey. The Chamber thanks all those members who took the time to respond. The results are available for review at www.portsmouthchamber.org/bdcsurveyresults.cfm.

The two seminars in May will focus on the downturn in the economy and how it effects your business. Topics will include issues surrounding the New Hampshire portion of the federal stimulus package, and how to use social media, and search engine optimization and marketing as tools to help grow business.

The Chamber will announce more information as the event gets closer. Members with functional facilities should look for a "meeting space" request for proposal in the near future. For more information on the series, contact Salina McIntire, the Chamber's membership manager, at (603) 610-5514 or membership@portsmouthchamber.org. ★

New Display Highlights Seacoast at Boston Expo

Chamber Pitches to Boston Market at Globe Travel Show

Chamber staff and member volunteers spent the Feb. 20-22 weekend pitching the virtues of the Seacoast to more than 20,000 visitors who attended the Boston Globe Travel Show. Led by the Chamber's Tourism Manager Nicki Noble, the team handed out brochures and Seacoast information, conducted prize drawings and signed potential visitors up to receive regular promotional information.

New this year was the introduction of a banner-stand display spotlighting Portsmouth as "Easily Stroll-able," "Deliciously Dine-able," and "Utterly Shop-able." The display was produced by **Infinite Imaging**.

Chamber members and staff participating in the effort were Noble, Laurie Mantegari, **Everyday Details**; Dan Witham and Patrice Daneault, **Sheraton Harborside Portsmouth Hotel**; Sylvia Baker, Chamber tour guide; Karisa Smart, **Homewood Suites**; Jessica Stowell, **Hilton Garden Inn**; Joan Chawziuk, Chamber tour coordinator; Susanne & Steve Falzone, Chamber visitor assistants; and Bill Downey, **Portsmouth Kayak Adventures**. ★

Calendar of Events



Photo Courtesy of Bank of America

Marie Schofield, Columbia Management

Breakfast with Marie Schofield, Columbia Management

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

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

Marie Schofield 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**. She will be standing in for Dr. Lynn Reaser who was originally scheduled to speak.

Schofield is managing director and senior portfolio manager for global asset allocation at Columbia Management Group, LLC. "Columbia Management" is the investment management division of Bank of America Corporation. She is a member of the Columbia Investment Strategy Committee, specializing in the development of macro strategy, and manager of the Columbia LifeGoal Funds, the Columbia Asset Allocation Funds, and the Columbia Retirement Target Date Funds. She is also a member of the CFA Institute, the Boston Security Analysts' Society, the Fixed Income Management Society of Boston, and the Boston Economic Club.

For more on the breakfast, or to register online, visit www.portsmouthchamber.org/schofieldbreakfast.cfm. Cost of the breakfast is \$20 for members and their guests, and \$27 for nonmembers.

To RSVP, or for more information, contact the Chamber (603) 610-5510 or info@portsmouthchamber.org. ★

Bank of America 

Mid-Day Meet Pease

Connect and Network
at the Mid-Day Meet

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



Restaurant Week Portsmouth

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

March 22-29

GREATER PORTSMOUTH AREA
[PORTSMOUTH, NH]

Mark your calendar for Restaurant Week Portsmouth 2009, set for March 22-29. The week-long culinary event, sponsored by **Seacoast Media Group, Favorite Foods, Inc., Taste of the Seacoast, PortsmouthNH.com, 101.5 WXGR** and the Chamber, will highlight the Portsmouth area's draw as a culinary destination.

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, Redhook Ale Brewery, Ristorante Massimo, Robert's Maine Grill, 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). Also make plans to attend the Kickoff Party set for 5-8 p.m., March 20 in the Portsmouth Gaslight Co. Night Club. For details visit www.portsmouthchamber.org/restaurantweek.cfm. ★



Business After Hours

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

ACCESS SPORTS MEDICINE
[155 BORTHWICK AVE., STE. 102, PORTSMOUTH, NH]

Mark your calendar to join us March 26 for a visit to **Access Sports Medicine & Orthopaedics**. The clinic offers numerous innovative treatment options that provide patients with a quick recovery with minimal downtime. The staff offers medically advanced treatment options and is excited for the opportunity to show members around the business. As always, guests can expect a gurney full of door prizes and a tasty menu of popular Seacoast favorites provided by Mahalos Catering.

Admission is just a business card. ★

vents

Sponsored By
Sir Speedy
MARCH ★ 2009



technology roundtable

eBrew

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

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 Cocchiaro, the Chamber's communications manager; at (603) 610-5520 or tcocchiaro@portsmouthchamber.org. For more on Roundtable activities, visit www.ecoast.org. ★

Mid-Day Meet Downtown

11:30 a.m.-12:30 p.m., Friday, April 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 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. ★

WHAT'S AHEAD

[MARCH]

18th

Bank of America
Breakfast Forum with
Marie Scholfield,
Sheraton Harborside
Portsmouth Hotel

20th

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

26th

Business After Hours at
Access Sports Medicine

22-29th

Restaurant Week
Portsmouth 2009

[APRIL]

2nd

Monthly eBrew
The Press Room

3rd

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

8th

State of the State
Breakfast with
NH Gov. John Lynch
Wentworth by the
Sea Hotel

17th

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

RENEWING MEMBERS

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

Correction:

In the February issue of "Dividends" we incorrectly listed the **Seacoast African American Cultural Center** as the Seacoast American Cultural Center.

Ambrosia Gardens, Inc.
American Alarm &
Communications
American
Independence Museum
Appledore Engineering, Inc.
Beacon Integrated Resources
Blue Mermaid World Grill
Brown & Company
Graphic Design, Inc.
Carriage House Restaurant
CB Richard Ellis/
The Boulos Co.
Chinburg Builders, Inc.
Coldwell Banker Walsh R. E.
Countrywide Home Loans
Crown Colony Cottages
Edible Arrangements
Emerson Process
Management
Fin Brand Positioning
Flatbread Company
Franklin Pierce College
Freedom Boat Club
Granite State College
Great Bay Services
Hampton Inn at Portsmouth
Holiday Inn of Portsmouth
HTA/Kimball Chase
Engineering
Kane Company
Kelly Services, Inc.
King Real Estate
Kittery Outlet Association

Konica Minolta Bus. Solutions
Liberty Mutual Group
Lindt & Sprungli (USA), Inc.
Lonza Biologics, Inc.
Madison Resource Funding
Martin's Point Health Care
McLaughlin Moving Co., Inc.
Meetinghouse Mortgage, Inc.
Morgan Stanley Dean
New Castle
Congregational Church
New England Printing, Co.
New Hampshire Distributors
Newburyport Whale Watch, LLC
Noucas Law Offices
Ogunquit Playhouse
One Hundred Club
Piscataqua
Maritime Commission
Press Room
Preston Real Estate
Public Service of NH
Puttin' on the Glitz
Richie McFarland
Children's Center
Robert's Maine Grill
Rockingham Community Action
Rudi's of Portsmouth
Seabrook Greyhound Park
Seabrook Station
Shoals Marine Laboratory
Sise Inn
South Mill, LLC
TGM Beechstone, LLC
The Thoresen Group, LTD
Timeless Art portraits
Vintners Cellar Winery
Vital Design, LLC
Webster at Rye

Members, State Leadership Meet at Annual Reception

Budget, Stimulus Package and Critical Issues Top Discussion



State Rep. Chris Nevins, from District 15, talks with a group of legislative reception guests who gathered to talk about the pros and cons of gambling, and related bills that are being brought to the floor during the current legislative session. Focus group discussions were added this year to encourage dialog.

More than 100 Chamber members and guests gathered at the **Sheraton Harborside Portsmouth Hotel** Feb. 19 to talk about the issues with state representatives and city officials. The event was underwritten by **Ocean Bank** and **Portsmouth Regional Hospital**, and sponsored by the Sheraton.

During the evening, guests formed into small groups to discuss a wide range of issues including gambling, taxes and revenue, health, employer/employee relations, transportation and infrastructure; housing, social issues and education; and energy and the environment.

Chief among the most pressing concerns among visiting legislators were working with a challenging state budget and making sure the federal stimulus money coming to the state was put to use right away. "This is a very difficult time for the state of New Hampshire and the Seacoast," said Sen. Martha Fuller Clark. "And at the same time it's a dizzying time thinking about what the stimulus package can bring to the state." Clark said it was tough changing gears from having to cut \$550 million from the budget on one hand, and then deciding how to quickly spend stimulus money on the other.

Bev Hollingworth, the region's new executive councilor, painted a bleak picture for the near future based on a recent survey by the **University of New Hampshire** Survey Center. The report showed that more than 80 percent of state citizens queried believe the current economic crisis will last longer than predictions and that most plan to pull back on

spending to cushion their families against the possibility of job loss. Hollingworth also said that legislators were working hard to make sure that stimulus contracts would go solely to NH-based companies.

Speaker Norelli said legislators were dedicated to bringing "Concord to the people" in a series of community budget hearings and encouraged those interested to contribute to the discussions. Sen. Maggie Hassan added that governing the state "is an iterative process." She said that while "some people make fun of it a lot as sausage making, at its best moments its really about a process where NH citizens come into Concord ... and tell us what they care about. When you all do that...we learn a lot and make much better laws."

Participating legislators and civic leaders were: Councilor Hollingworth, House Speaker Terie Norelli, Sen. Fuller Clark, Sen. Maggie Hassan, Rep. Nancy Stiles, Rep. Trinka Russell, Rep. Jackie Calie-Pitts, Rep. David Borden, Rep. Rich DiPentima, Rep. Chris Nevins, Rep. Joseph Russell, Portsmouth Mayor Tom Ferrini, Councilor Chris Dwyer, and Police Commissioner John Golumb. ★

Redhook Fills Upper Room for Feb. After Hours Event

Pub Food, Brew and Tours Take Edge off Winter Blues

More than 200 Chamber members and guests filled the upper room Feb. 26 at **Redhook Ale Brewery** to make it one of the biggest networking events in recent memory.

Redhook staff hustled for more than two hours to keep the hot plates full of stuffed mushrooms, meatballs, glazed chicken and a variety of other Redhook specialties. Visitors also kept the bar taps flowing with a wide range of Redhook's most popular brews and took strolls through the brewery's cavernous production facility.

Some guests left the evening with more than a warm and fuzzy feeling thanks to a collection of doorprizes courtesy of Redhook. **Diane Foley, Coldwell Banker**, won a pair of snowshoes; **Mark Walley, Sign-A-Rama**, picked up a Mainely-Gourmet gift basket; **Moe Sullivan, Child Advocacy Center of Rockingham County**, drew a \$50 Redhook gift certificate; **Nikol Deyab, Ace Your Image, LLC**, picked up a gift basket; and **Robert Gagnon, Optima Bank & Trust**, won an **Edible Arrangements** fruit basket.

Kori Marquis, director of sales for the Portsmouth **Fairfield Inn**, won Member of the Month honors and will be featured on the Chamber's website in March. ★



Diane Foley, Coldwell Banker, shows off a pair of snowshoes she won at the Feb. 26 Business After Hours at Redhook Ale Brewery.

Ken Wilman, president of **Profile Bank**, recently announced the appointment of **Catherine Chasse** to executive vice president, residential lending at the bank's 101st Annual Meeting. "Cathie has been part of the Profile Bank team for 38 years and is very deserving of her new title," said Wilman. "Our mortgage Department is writing more loans now than during the refinance boom in 2003, while still providing fast answers to loan requests and outstanding customer service." **Jennifer Dube** and **Laura Colbath** were also honored at the ceremony for five years of dedicated service. Profile Bank, established in 1907, is a locally owned and managed true community bank, offering both personal and business banking products and services. For more on the bank, visit www.ProfileBank.com.

The **Children's Museum of New Hampshire** welcomed its 50,000th visitor Jan. 23 since opening in its new Dover location in late July 2008. The lucky visitor, five-year-old Grace Lehman-DeVore of Barrington, NH, received an official certificate and souvenir museum baseball cap. The Children's Museum of New Hampshire opened its doors at 6 Washington Street in Dover after major renovation and now has 1,752 member families from New Hampshire and 25 other states. For more on the museum, visit www.childrensmuseum.org.

New Generation, has received a \$1,500 award from the Trustees of the Rosamond Thaxter Foundation. This grant will help cover the cost of transportation for residents. This vital service of New Generation ensures that women will be transported to prenatal and postnatal doctor's appointments, housing appointments, employment and/or schooling. Founded in 1987, New Generation, Inc. is a shelter for homeless pregnant and parenting women that houses up to seven women and their infants at a time, providing counseling, parenting education, nutrition and life skills, transportation to partnering agencies. For more on the local nonprofit, visit www.newgennh.org.

Nathan Stolarz, an architectural intern with **TMS Architects**, recently won a first place award at the AIA New Hampshire Design Competition for Intern/Young Architects presented at the AIA NH Awards Banquet Jan. 16. The competition was created in 2003 to provide an opportunity for young architects to strengthen their design skills, gain recognition and assist a community with their design challenges. This year's program was to design a new office/education center for the Town of Ossipee and Carroll County UNH Co-op Extension. The jurors commented that "the design clearly considers how to reduce the building's impact on the site. All in all it would be a fun and functional building, in harmony with its mission and interesting enough to make us want to visit. Well done." For more on the local architectural firm, visit www.tmsarchitects.com.

Jim Albert, with **Buyer's Brokers of the Seacoast**, was recently recognized as Agent of the Year 2008 by Agency Owner **Carolyn McGee**. The award is given to the agent who

generates the greatest number of purchases and top volume. "What makes this award especially significant is that this is the 8th year in a row that Jim has earned this recognition," said McGee. For more on the agency, visit www.hall-mcgee.com.

Brian C. Underwood, CRE, and founder of **GreatWaters Bank & Trust**, was recently appointed to the New Hampshire Real Estate Appraiser Board by N.H. Gov. John Lynch. The NHREAB is the licensing and enforcement authority for all real estate appraisers in the state. Underwood has been a certified general real estate appraiser for more than 15 years. His firm specialized in appraising complex commercial real estate. After founding GreatWaters Bank & Trust this past year, Underwood focused his efforts on starting the bank that has its headquarters in Wolfeboro and a downtown office in Portsmouth. He serves as the bank's chief administrative officer and will oversee the bank's strategic growth and business development on the Seacoast. For information about GreatWaters Bank & Trust, visit www.greatwatersbank.com.

Engraving, Awards & Gifts recently announced the launch of its newest website, FirefighterAwardsGifts.com. The website showcases new product offerings designed for firefighter recognition, retirement, and ceremonial use. Fire departments around the region and the country can now find top quality ceremonial firefighter products available in one easy to access location at the website. New products are being added daily to provide a wider variety of selection. For more information, visit the company's showroom at 27 Bayside Court in Laconia, N.H. or www.EngravingAwardsGifts.com.

Portsmouth Pro Musica invites Chamber members to its spring concert performances of Dido and Aeneas, Purcell's one-act opera. The performance will feature the **University of New Hampshire** Chamber Orchestra and soloists; Priscilla Stevens French, conductor; Alexandra Borrie, director; and Robert Littlefield, accompanist. Performances are scheduled for 8 p.m., Saturday, April 4 at Phillips Church in Exeter; and 7 p.m., Sunday, April 5 at the Masonic Temple in Portsmouth. Visit portsmouthpromusica.org for more information.

RiverWoods at Exeter, an independent nonprofit continuing care retirement community, invites Chamber members to its series of March Open Houses. The public is also invited to the open houses to meet staff and residents, tour the community, and learn about what life is like at RiverWoods. Open House dates are 9 to 11

a.m., Saturday, March 14 and 1-3 p.m., Sunday, March 29. RiverWoods at Exeter is located off Route 111 in Exeter. Directions and more information may be found at www.riverwoodsrc.org.

Daystar Computer Services, a technology provider of web site and application development, and computer and networking services, recently launched a custom-developed web site for Hubbington's Furniture. The web site features a new online storefront, an online concierge service to provide customers with the same personalized assistance they value in the physical store, helpful aids for shoppers like a furniture gallery with links to manufacturers' web sites and a listing of store specials, and a content management system. For more information on Daystar Computer Services, Inc., visit www.daystarinc.com.

Piscataqua Savings Bank recently welcomed four new members to its Board of Corporators. New members include **Elisabeth Robinson**, family nurse practitioner with Whole Life HealthCare; **R. Kelly Myers**, president and chief analyst of RKM Research & Communications Inc.; **John E. Lyons, Jr.**, principal of **Lyons Law Offices, P.A.** and current chair of the New Hampshire State Board of Education, and **Jennifer Crompton Marchewka** of WMUR-TV where she has worked as an award-winning producer, executive producer, news director, and producer and host for NH Chronicle. For more about te local mutual bank, visit www.piscataqua.com.

The National Institute of Certified Estate Planners recently announced the graduation of **Mark S. Sullivan** from the Certified Estate Planner course. Sullivan, president of **Seacoast Asset Management**, successfully completed the advanced course work and qualifying examination to earn the CEP® professional designation which requires designees to comply with NICEP's continuing education requirements and professional code of ethics. NICEP is nationally recognized by many of the industry's professional financial, legal and tax service organizations involved in estate planning. Sullivan, is a wealth advisor and principal of SAM with offices at the Pease Trade Tradeport. For more information on the firm, visit www.SeacoastAssetMgt.com.

Bob Sheppard, chief operating officer of **Clean Air-Cool Planet**, recently spoke to more than 80 small business owners at the Portland Museum of Art about innovations in climate change leadership. The event was the first in a leadership series hosted by Maine Businesses for Social Responsibility. Sheppard, who directs corporate programs at Clean Air-Cool Planet, spoke about the importance of measuring, monitoring, and managing energy use. Clean Air-Cool Planet works with companies, universities, and communities to develop more efficient energy practices. Sheppard also addressed global climate change and the importance of businesses monitoring carbon emissions and updating business practices to more environmentally friendly standards. For more about the organization, visit www.cleanair-coolplanet.org. ★

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[WELCOME NEW MEMBERS]

The Chamber Welcomes New Members

The Greater Portsmouth Chamber of Commerce welcomes the following new members

Heritage Title Services, LLC

Real estate title services
402 The Hill
Portsmouth, NH 03801
Contact: Joanne Brawn
Phone: 603-431-6233
Email: joanne@heritage-title.net
Web: www.heritage-title.net

Kittery Premium Outlets

Retail
375 US Route One Ste 220
Kittery, ME 03904
Contact: Elizabeth Fourar-Laidi
Phone: (207) 439-7993
Email: efourarlaidi@cpg.com
Web: www.premiumoutlets.com/
kittery

Outdoor Pride Landscaping, Inc.

Landscape contractors & architects, property maintenance, snow plowing
500 Harvey Road
Manchester, NH 03103
Contact: Donald Willet
Phone: (603) 625-9738
Email: donald@outdoorpride.net
Web: www.outdoorpride.net

Portsmouth Chevrolet

Auto dealers
2025 Woodbury Ave
Portsmouth, NH 03801
Contact: Anthony Delorenzo
Phone: (603) 436-5010
Web: www.keyauto.com

PRO-AV, LLC

Audio/visual, bath & kitchen design
P.O. Box 7305
Gonic, NH 03839
Contact: David Mennely
Phone: (603) 509-2844
Email: dave@proavllc.com
Web: www.proavllc.com

Richie McFarland Children's Center

Non-profit Organizations
11 Sandy Point Rd
Stratham, NH 03885
Contact: Peggy Small-Porter
Phone: (603) 778-8193
Email: psmallporter@richiemcfarland.org
Web: www.richiemcfarland.org

Robert's Maine Grill & Market

Restaurants
P.O. Box 630
Kittery, ME 03904
Contact: Shari Goupil
Phone: (207) 439-0300
Email: sgoupil@robertsmainegrill.com
Web: www.robertsmainegrill.com

Auction Donation

The Chamber thanks members and guests who participated in last year's Holiday Auction. Those who bid in the Chamber's first online event made it possible for a \$1,500 donation to **Rockingham Community Action**. Below, Chamber President Doug Bates presents a check to Patte Ardizzoni, director of government and community relations at RCA. Looking on is Laurie Mantegari, the Chamber's events coordinator and organizer of the Holiday Auction. ★

