

Dividends

GREATER
PORTSMOUTH
CHAMBER OF COMMERCE
GET CONNECTED

MAY 2009



GREATER PORTSMOUTH CHAMBER OF COMMERCE



WWW.PORTSMOUTHCHAMBER.ORG



The Chamber's Board of Directors recently welcomed three new members to the group. Pictured, left to right, are Shari Soffen Donnermeyer, vice president of market development for Kirk Communications; George Soderberg, general manager of the Sheraton Harborside Portsmouth Hotel (Courtesy Photo); and Mike Daigle, president of Data Risk, LLC.

Chamber Welcomes New Members to Board of Directors

Donnermeyer, Soderberg & Daigle Add Unique Perspective to Group

There are several new faces at the monthly board of directors meetings following two recent resignations. New directors are Shari Soffen Donnermeyer, senior vice president of market development at **Kirk Communications**; George F. Soderberg II, general manager at the **Sheraton Harborside Portsmouth Hotel**; and Michael Daigle, president of **Data Risk, LLC**.

Resigning from the board were Jim Jalbert, president of **C&J**; and Nicole Gregg, director of the **NH Film Festival**. Jalbert left to focus on his new responsibilities as board chairman of the American Bus Association. Gregg resigned to devote more energy to her Portsmouth-based film festival which will celebrate its eighth year of continued growth in October.

Donnermeyer has more than 20 years of experience in mass media sales and marketing. She started her career selling magazine space in New York City for a group of consumer and trade magazines and later transitioned to selling media space for some of New England's largest radio stations, including WEZF and **WHEB** in Portsmouth, N.H., where she was the director of sales for three radio stations. She later became the sales manager for **Comcast Spotlight**, a leading New England Cable provider, where she oversaw

five years of significant revenue growth in the television ad sales division.

Soderberg has been in the hotel business for nearly 24 years and has proven expertise in sales, marketing and hotel operations. He has worked in major metropolitan cities including Boston, where he started his career in sales, and later served as the corporate regional director of sales & marketing manager at the historic Omni Parker House Hotel. Soderberg has also served as director of sales at the Omni Georgetown Hotel in Washington and the Omni New Haven Hotel at Yale as general manager among other assignments.

Daigle is president of a Portsmouth-based company providing risk management consulting advice, along with specialized brokerage services, to select clientele. The company specializes in the areas of banking and finance, manufacturing and medical products; and private equity firms. Daigle has more than 30 years of experience in the risk management, treasury and employee benefit fields and is widely recognized throughout the industry for his expertise in merger and acquisition activity, state of the art executive risk protection and internet liability.

For more on the Chamber's board of directors, visit www.portsmouthchamber.org/chamberboard.cfm. ★

IN THIS ISSUE

[PAGE 2]

President's Message

Warm Weather
Generating Early
Bump in Visitors and
Optimism for the
Coming Months

[PAGE 3]

Wine Trip

Chamber Partners with
AAA and A Grape Affair
for Fall California
Wine Country Trip

[PAGE 3]

Road Race

Portsmouth Harbour Trail
5K Part of a New
Road Race Series

[PAGE 6]

State of the State

NH Gov. John Lynch
Addresses Members and
Regional Leaders on
Budget and Future
Challenges to the State

CHAMBER STATS

April 2009

Web Hits:
676,446

Walk-ins:
1,304

(Chamber Visitor Center)

Mailings:
224

[PRESIDENT'S MESSAGE]

GREATER PORTSMOUTH CHAMBER OF COMMERCE



Doug Bates, President

Is it summer already? The warm weather is putting smiles on a lot of faces. A few retailers downtown have reported record sales for some April days and the streets are crowded—day and night. One could certainly say the recent warm weather has generated a healthy dose of optimism—optimism we should hold on to since there will more than likely be some cloudy days ahead.

Our local and regional economy remains quite healthy in comparison to other parts of New England, the nation and the world. One threat that is real, and deserves your attention, is what is happening with the Sarah Long and Memorial Bridges. The bridges are the connective tissue of our Seacoast community and we cannot afford to lose either one. If you think about it, those two bridges and the high-level Route 95 bridge are the only way to cross the Piscataqua River for miles. If we lose just one of our lift bridges, getting around will cost significantly more in time and money, and the cost to our economy will be devastating.

The Chamber is petitioning to become a part of the steering committee for the impending bridge study and will keep you informed on the deliberations; however, this is one of those critical times when we need “all hands on deck” for the effort. Please make the extra effort

and get involved by petitioning (pressuring) the legislative leadership on both sides of the river—we need everyone to stand and be counted given the dire consequences of losing this battle.

Getting back to more good news, progress on the new Chamber website continues. **Brown & Company** has completed the design and **Savvy Software** is busy creating the pages to be filled with new content and features. It is a very long overdue upgrade and we know you will love it. Chamber membership is holding steady and we continue working on projects to help members cope with the realities of the time. The recently completed membership card program will hopefully encourage member-to-member business and support our community's buy local effort. If you haven't yet thought about establishing a Chamber-member discount, all it takes is deciding on a percentage and placing the supplied tent card in a conspicuous place that is easy for customers and members to see—since the tent card is generic, you can change the discount or your “special offer” anytime. Members should watch out for these tent cards and ask about the current discount—it's an immediate member benefit that's available just for asking.

Following the distribution of the new membership cards, many members called to tell us that some of their staff (listed in the Chamber's database) had changed and that they needed cards for new employees. It reminded us, and those members affected how important it is to keep business profiles up to date. This is such an easy thing to do that all members should make it a point to check company information quarterly. Just go to the Chamber's website at www.portsmouthchamber.org, click on “About the Chamber” and then find the green “Member Login” link in the left-hand column. Enter your username and password to get to the business profile menu and update your company information. Doing this regularly will insure we have your most current information and make it easier for us to make referrals and send business your way. If you don't have your username and password, just give Elizabeth a call at (603) 610-5510 and she'll set you up. I can't emphasize enough how important this is given that our website has become the primary source of information for people wanting to find out about the area and local businesses—in March alone we had more than 1 million hits. And the information you provide through the member login is what people see when they click on your business through the online business directory.

I also want to encourage you to take advantage of our upcoming “free” educational seminar series set for 3-5 p.m., May 6 and 20 at the **Regatta Banquet & Conference Center** in Eliot, Maine. These forums were planned using member feedback from the survey we sent out in January. The forum subject matter reflects the kind of practical information respondents said was most important to them. As an added incentive, the two sessions will be followed by networking, free food and a cash bar.

The 2010 budget, sustainable practices and new construction in the downtown are just a few of the topics planned for the “State of the City” **Bank of America** Speaker Series Breakfast Forum set for May 6 at the **Sheraton Harborside Portsmouth Hotel** so make plans to join us to see how this may affect your business. This discussion will set the stage for our last breakfast forum before the summer break which will concentrate on the state economy and what profound challenges both citizens and businesses will have to face in the next biennium. Our guest speakers for the June 17 breakfast will be Steve Norton, executive director of the New Hampshire Center for Public Policy; and Brian Gottlob, president of PolEcon Research, a Dover, N.H.- based economic and public policy consulting firm.

The eCoast is back. At least that's the impression I got from recent meetings with some of the original eCoast founders and directors. They're enthusiastic about revitalizing the initiative starting with a total remake of the eCoast website, which has already been redesigned courtesy of **PixelMedia**, and the return of the popular eCruise networking event scheduled for July 16. Those interested in getting involved with either of these two programs, as volunteers or sponsors, should contact Tom Cocchiario, the Chamber's communications manager, at (603) 610-5520 or tcocchiario@portsmouthchamber.org for more details.

Finally, membership also means fun. Please don't miss out on the Chamber's 26th Annual Golf Tournament which will be held June 12 at the **Abenaki Country Club** in Rye, N.H. This event is always a sell out and player spots are going fast. Those who want to get in on the early bird discount will need to sign up before Friday, May 8. To do that, just download the sign up form from the tournament page on the Chamber's website or call us at (603) 610-5527 to reserve your space now. ★

GREATER
PORTSMOUTH
CHAMBER OF COMMERCE
GET CONNECTED

Greater Portsmouth
Chamber of Commerce
500 Market Street PO Box 239
tel (603) 436-3988 • fax (603) 436-5118
email: info@portsmouthchamber.org
www.ecoast.org

Leading the



Dividends is published monthly by the Greater Portsmouth Chamber of Commerce, and mailed to approximately 1,500 businesspeople throughout New England.

[DIRECTORS]

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

[OFFICERS]

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

[STAFF]

Doug Bates
President
Tom Cocchiario
Communications Manager
Laurie Mantegari
Events Coordinator
Salina McIntire
Membership Manager
Nicki Noble
Tourism Manager
Angela Stasz
Business Manager
Elizabeth Barcomb
Information Center Assistant
Joan Chawziuk
Tour Coordinator
Susanne Falzone
Visitor Assistant
Bea Ann Kendall
Visitor Assistant

[NEWSLETTER]

Editor/Writer/Production & Photography
Tom Cocchiario

Publication Design
Brown & Co. Graphic Design

Printing/Prepress - Sir Speedy Printing Center

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



Pictured are members of the Chamber's visitor center staff, and a number of returning seasonal visitor assistants and tour guides. The group met recently to go over plans and procedures for the upcoming tourism season. Pictured, left to right, front, are Sandy Loftus, Jane Loeser, Gloria Wennberg and Sylvia Baker. In the back row are Barbara Griswold, Diane Conti, Joan Chawziuk, Bea Ann Kendall, Jean-Paul Adriaansen, Elizabeth Barcomb and Susanne Falzone.

Chamber 5K Road Race to Kick Off New Series

Sanctioned Race One of the Most Popular in the Region

The Chamber recently 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.

Signups are open for the 2009 Portsmouth Harbour Trail 5K Road Race and Kid's Fun Run. This popular Seacoast race, now in its 13th year, typically draws nearly 1,000 runners from throughout New England and the Country.

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. ★

Napa Valley Destination for New Chamber Tour

Deadline to Sign Up for October Trip June 1

The Chamber, in partnership with the **Portsmouth AAA** and **A Grape Affair** is offering members a 7-day tour of California's Napa and Sonoma Valleys from Oct. 16-20.

Highlights of the trip include tours and tastings at local wineries and visits to the Golden Gate Bridge, Fisherman's Wharf and the Muir Woods. Other attractions on the itinerary include the Napa Valley Wine Train and Bodega Bay.

The trip is limited to just 24 travelers to

provide a more intimate and personal travel experience, according to organizers. Cost is \$2,789 for each for three people, \$2,819 per person for doubles and \$3,519 for singles. Included in the price are air taxes and fees, hotel transfers and roundtrip airfare from Logan Int'l Airport in Boston.

Deadline for signups and a \$100 deposit is June 1. Balances must be paid in full by Aug. 16. For more information on the trip, including a full itinerary, and downloadable brochures and sign-up sheets, visit www.portsmouthchamber.org/winetrp.cfm or contact Rebecca Bernier at the Portsmouth AAA by calling (603) 436-8610. ★

New Seacoast Guide Hits the Streets This Month

Members Welcome to Pick Up Supply for Their Businesses

The Chamber recently took delivery of this year's *Guide to the Seacoast of New Hampshire and Southern Maine* which is already headed toward brochure racks throughout the Seacoast.

New this year is a full page devoted to wedding-related businesses including photographers, function facilities, wedding planners and caterers.

More than 120,000 will be delivered this year and thousands have already been earmarked for potential visitors responding to ads in select national publications and articles in newspapers across North America. The guides will also be distributed locally at the Chamber's information center at 500 Market St., the information kiosk in Market Square, at local hotels and restaurants, at New Hampshire's 17 welcome travel information centers, at select locations throughout the Seacoast region of New Hampshire and Southern Maine, Greater Boston and in Canada.

Those Chamber members who would like copies of the guides for visitors may pick them up at the Chamber. Please call (603) 610-5510 or email info@portsmouthchamber.org to schedule a pickup. ★



Calendar of Events



technology roundtable eBrew

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

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. ★



Business After Hours

5-7 p.m., Thursday, May 14

DUKE CHIROPRACTIC
[3 RIVERSIDE LANE, GREENLAND, NH]

Duke Chiropractic is planning a Margaritaville-style party May 14 to suit even the

most discerning "Parrot Head" complete with a prize for best costume, a hula hoop contest, limbo competition and of course lots of signature Jimmy Buffet favorites like "Cheeseburgers in Paradise," Coconut Shrimp, crab cakes and much more from the kitchen of award-winning Mizuna Caterers.

The crew at Duke have also put together a host of doorprizes appropriate for the occasion including a gift basket of chocolates from **Lindt**, an Island-themed flower arrangement from **The Flower Kiosk**, Duke and Mizuna T-Shirts, a gift certificate for a massage session with Therapeutic Intentions Massage and Bodyworks—and the grand prize, two tickets to a June Jimmy Buffet concert.

Duke Chiropractic just moved to a new location at 3 Riverside Lane in Greenland, N.H., and the staff is excited to show off their new offices and menu of services which focus on preventative medicine and wellness training. In addition to their muscular skeletal treatments, they even offer help for ADHD, asthma, allergies, PMS and stress. So don't miss this fun kickoff to the summer and an opportunity to learn something new, and connect with potential new contacts.

Admission is just a business card.★

Mid-Day Meet Pease

Connect and Network
at the Mid-Day Meet

11:30 a.m.-12:30 p.m., Friday, May 15

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. ★



Web Marketing Education Forum

3-5 p.m., May 20

REGATTA BANQUET &
CONFERENCE CENTER
[28 LEVESQUE DR., ELIOT, MAINE]

Don't miss this opportunity to learn about the power of new media marketing at the second installment of the Chamber's Spring educational forum series, entitled, "The Online Frontier: Economical Tactics for Your Business Search Engine Optimization, Search Engine Marketing & Social Media." The program is free to Seacoast-area Chamber members. The program is underwritten by **Ocean Bank—a division of People's United Bank**.

Presenting will be three of the seacoast area's most experienced eMarketing professionals who will bring attendees up to speed quickly on how to develop and maintain an effective online presence through case study examples that showcase how real companies use eMarketing tools to leverage their websites and online marketing efforts.

Attendees will also learn cost-effective ways to maximize their placement in search engine results and how they can draw on emerging social media to enhance their online business networking. Detailed handouts will provide participants with instructions on how to apply these tools to their businesses.

Guest speakers for the session will be 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**.

For more details and speaker biographies, visit www.portsmouthchamber.org/socialmediasession.cfm.



vents

Sponsored By

 MAY ★ 2009

Mid-Day Meet Downtown

11:30 a.m.-12:30 p.m., Friday, June 5

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. 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. ★

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 at 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.

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 laurie@everydaydetails.com. 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**. ★

WHAT'S AHEAD

[MAY]

7th

Monthly eBrew
 The Press Room

14th

Business After Hours at
 Duke Chiropractic
 Greenland, NH

20th

Web Marketing
 Education Forum
 Regatta Banquet &
 Conference Center
 Eliot, Maine

[JUNE]

4th

Monthly eBrew
 The Press Room

5th

Mid-Day Meet Downtown
 The Page

12th

Chamber Golf Tournament
 Abeniqui Country Club
 Rye, NH

17th

Economic Overview
 Breakfast Forum
 Sheraton Harborside
 Portsmouth Hotel

25th

Business After Hours at
 Optima Bank & Trust

RENEWING MEMBERS

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

- | | |
|---|--|
| 4 Season Fitness | Middle Street Baptist Church |
| Adecco | Money Law Offices, PLLC |
| Allegiant Management | North Congregational
Church of Portsmouth |
| Bentley by the Sea | Northeast Charter Boat
Company |
| Berwick Academy | Philbrick's Fresh Market |
| Big Brothers Big Sisters of the
Greater Seacoast | Poco's Bow Street Cantina |
| Breaking New Grounds | Portsmouth Black Heritage Trail |
| Cafe Espresso of Portsmouth | Portsmouth Community Radio |
| Coachman Inn | Portsmouth Historic
House Association |
| COAST | Portsmouth
Kayaking Adventures |
| Coca Cola Bottling Company | Prescott Park Arts Festival |
| CTM Brochure Display, Inc. | Proulx Oil Service |
| Darci Creative | Provident Bank |
| Dos Amigos Burritos, LLC | Red Hook Ale Brewery |
| Dowling Corporation | RPL Properties, LLC |
| Dunkin Donuts | Seacoast Business Machines |
| Edward Jones Investments | Seacoast Concierge, LLC |
| First Colebrook Bank | Seacoast Trolley Company |
| Foster's Daily Democrat | Seafari Charters |
| Fox Run Mall | Seascape Construction &
Landscape, LLC |
| Fuller Gardens | Singularity Electronic Systems |
| Global Technical Talent | Smoke Free Hypnotherapy, Inc. |
| Hampton Beach
Casino Ballroom | Solari Salon |
| Harnum Industries | Sounds of the Seacoast |
| Hoefle Pheonix &
Gormley, P.A. | Subway |
| Housing Partnership | Tate & Foss Realtors, Inc. |
| Hoyt's Office Products | TD Banknorth, N.A. |
| Interiors by Decorating Den | Tenants' Association at Pease |
| IOS International Office Suites | The Works |
| Jenaly Technology Group, Inc. | Toyota of Portsmouth |
| Ladybug Travel | Two International Group |
| Lo Seafood & Oriental Market | Warren's Lobster House |
| Marvin E. Lesser | Water Country |
| Med-Tec Hearing Labs | |

NH Gov. John Lynch Visits Seacoast for Annual Update

Finishing Budget & Employing Stimulus Funds Top Priorities



New Hampshire Gov. John Lynch addresses a full house at this year's State of the State Bank of America Speaker Series Breakfast Forum held April 8 at the Wentworth by the Sea—A Marriott Hotel and Spa.

During the breakfast, the Governor covered challenges in setting the biennial budget, coming hard choices and opportunities made possible by Economic Recovery Act funds.

New Hampshire Gov. John Lynch covered a lot of territory during his April 6 State of the State address before a full house of business and community leaders at the Wentworth by the Sea—A Marriott Hotel & Spa. The event was part of the Chamber's **Bank of America** Speaker Series.

During his 40-minute presentation, the Governor covered current economic challenges and proposed what he admitted were some tough, but practical solutions to insure his top priorities are covered—to protect and insure public safety, to “protect those services to our most vulnerable citizens, continue to educate our children and maintain our quality of life.”

Gov. Lynch said that despite his best efforts, and those of department heads, the state faced a \$1 billion funding gap. When he told the group to go back and cut spending in 2010 by 3 percent and level-fund in 2011, the figure still came to \$500 million. To make up that difference, the Governor said he was looking at improving efficiencies, restructuring and consolidation in several areas: health and human services, the state's prison system, state employee health care and the liquor retail program where a recent study showed the state's liquor stores were “underperforming” by nearly \$1 billion a year.

The Governor said he was also looking forward to spending federal stimulus dollars which are currently being staged for the weatherization of up to 4,000 homes and repair of more than 1,000 miles of roadway over the next two years including a stretch on Route 16 just north of the Portsmouth traffic circle. He also said he and state Transportation Commissioner George Campbell were meeting regularly with Maine Gov. John Baldacci and Campbell's counterpart to jointly apply for the \$120 million it will take to restore the Memorial and Sarah Long Bridges. These projects, he said, will create hundreds of jobs for tradespeople who have been hurt by the current economic recession.

In closing, the Governor said he believes by working together and being optimistic, the state will emerge stronger than ever from this current economic recession.

For more on the breakfast, visit www.portsmouthchamber.org/library.cfm. ★

Stewart Title Opens Its Doors for Biz After Hours

Guests Rub Elbows with Area Title Researchers

Stewart Title's friendly staff, led by Marketing Director Pam Ziadeh, welcomed more than 100 Chamber members and guests to their offices April 23 for the monthly business after hours. Cohosting the event were the culinary artists from **Galley Hatch Catering**.

During the evening, guests got a chance to talk local real-estate “turkey” with the staff and connect with fellow Chamber colleagues.

Stewart and Galley Hatch teamed up as well for the doorprizes which featured gifts from well-known Chamber members. Lucky winners were: **Keith Eustis, Port Professional Staffing**, who won a framed **Kennedy Studios** print of Prescott Park; **Damien Callahan, The Port Inn**, picked up a huge gift basket courtesy of **Philbrick's Fresh Market**; **Paulette Salisbury, First Metro Films**, drew a gift certificate to **Popovers**; **Erik Lewis, Seacoast Business Machines**, won a gift certificate good at the **Galley Hatch Restaurant**; and **Julie Ostopchuch, American Alarm and Communications**, walked away with a Stewart-monogrammed gym bag and golf umbrella.

Brad Lebo, Intellectus Business Assessments, won member-of-the-month honors for his company which will be featured on the Chamber's web site in May. ★



Chamber President Doug Bates gives Julie Ostopchuch, American Alarm, a chance to comment after she won a Stewart Title ditty bag and umbrella at the April Business After Hours.

RAM Printing, Inc., of East Hampstead, N.H., has been selected for the 2nd year as a winner in New Hampshire Business Review's 2009 BOB Awards, which honor the "Best of Business" in New Hampshire in over 80 categories. RAM Printing, Inc. was honored in a statewide readership survey in the "Best Commercial Printer" category. Celebrating its 30th year, RAM Printing, is a family-owned and operated, full-service offset printing company servicing the printing and imaging needs of business, industry and the design trade throughout New England. For more details, visit www.ramprinting.com.

Daniel Plummer, president of **Two International Group**, recently reported the company's completion of Salient Surgical Technologies' new corporate headquarters. The 56,000 square foot building, located at 180 International Drive on Pease International Tradeport, will replace the company's former Dover, N.H., location. Construction on the new headquarters began in March of 2008, and the completion showcases the continuing growth at Pease International Tradeport. Two International Group is a leading commercial real estate development company with numerous buildings on Pease International Tradeport and in downtown Portsmouth, NH. For more details, visit www.twointernationalgroup.com.

Staffing Sense is offering a series of individual and group workshops entitled Job Search 101. The workshops are aimed at immediately helping attendees with their job searches. The agency's trained recruitment team will cover job search strategies, internet navigation, resume review, interview preparation, how to network and much more. The series features à la carte options, one-on-one training and bundled sessions including a "Job Hunting Boot Camp," "The Ideal Resume" and "Interview to Win." To find out more, visit www.staffingsense.com.

The **Wiggin & Nourie, P.A.** Board of Directors recently welcomed **Jaime I Gillis, Polly L. Hall,** and **Cyrus F. Rilee, III** as elected members of the firm. Gillis, a member of Wiggin & Nourie's Estate Planning Practice Group, designs and administers proactive solutions that help preserve her clients' wealth. Hall is a litigator in Wiggin & Nourie's Domestic Relations Practice Group with extensive trial experience and tactical case preparation skills. Rilee represents individual and business clients in plaintiff personal injury litigation and complex commercial litigation. Wiggin & Nourie, P.A., a multi-service law firm based in Manchester, N.H. For more information, phone (603) 669-2211 or visit www.wiggin-nourie.com.

Bresette + Company recently launched a new website and branding materials for Seascape Capital Management. Seascape Capital Management is an independent financial management firm that provides investment and asset management services to high net worth individuals, families, institutions and financial advisors. According to Bresette, the website is easy to navigate and includes flash elements as seen through an outline of the new logo. The new site can be viewed at www.seascape-capital.com. For more on the firm, visit www.bresette.com.

Crown Design has completed a comprehensive set of print promotional materials and advertising for the new McAuliffe-Shepard Discovery Center in Concord, N.H. Formerly the Christa McAuliffe Planetarium, the new wing and renaming position the facility as New England's premier space and science center. Crown produced membership and general brochures, a pocket folder, stationary, a corporate member certificate, theater passes and print advertising. Crown Design offers innovative design solutions for business promotion. For more on the agency, visit www.crowndesign.com.

Federal Savings Bank recently announced new board officers and recognized employees at its annual bank and employee meetings. During the meetings, bank officials thanked **Lou McGrew** for her service as 2008 Chairman and voted **Dana Lynch** as 2009 Chairman of the Board. The board of directors also voted to elect **Pat Barbour, Dana Lynch** and **McGrew** for additional three-year terms. The bank's board of directors includes **Edward Lemos, VMD; James Schulte, Peter Hamblett, Dana Lynch, Richard Houghton, Robert Steele, McGrew, Don Hatt** and **Pat Barbour. Laura Nelson**, BSA administrator, was presented with the "Employee of the Year" award; **Donna McGurran**, loan officer, was recognized for 35 years of service. For more on the local bank, visit www.fsbdoover.com.

Profile Bank recently recognized **Lynne Bushway** in honor of National Accredited ACH Professional (AAP) Recognition Day. Bushway originally earned the AAP designation in 2003. National AAP Recognition Day is sponsored by NACHA, The Electronic Payments Association and supported by regional payments associations nationwide. "Lynne has been an important part of our team for 25 years and has exhibited considerable expertise in the payments industry and the ACH Network," said Kevin Miller, Profile Bank's executive vice president & CFO. "We are pleased to recognize her accomplishments and the considerable benefit she brings to the organization." For more information on Profile Bank, visit www.ProfileBank.com.

Charles Withee, executive vice president of commercial lending for **The Provident Bank**, recently announced that **Steve Scott**, vice president of commercial lending, has been named the 2008 New Hampshire SBA 504 Banker of the Year by the Granite State Economic Development Corporation. The SBA 504 loan program is designed to work in conjunction with commercial banks to provide 90 percent of the long-term, fixed-rate financing for small to

medium-sized businesses that provide employment opportunities to individuals. **Fred Palazzolo**, vice president, loan officer of the Granite State Development Corporation presented the award to Scott. For more on the bank, visit www.the Provident Bank.com.

Calypso Communications, an issues-driven public relations, marketing, and graphic design agency, recently extended its strategic partnership with **The Music Hall**—a nationally recognized venue for performing arts. Calypso has provided the award-winning arts organization with targeted media relations services for the past four years. Although Calypso is well known to national and global companies in environmental, energy, healthcare, and technology sectors, the boutique agency is a committed partner to a diverse array of New Hampshire nonprofit organizations. For more information on the agency, visit www.calypsocom.com.

Falcon Performance Footwear of Lewiston, Maine has chosen **CrystalVision** to redesign and redevelop its web site at www.falconpf.com. Falcon has been making shoes for 45 years. In addition to design and development of the site, CrystalVision will provide ongoing maintenance and support services. CrystalVision is a national provider of innovative web and eMarketing solutions which include web design, application development, e-commerce & security, content management systems & maintenance, search engine optimization & marketing and online video. For more details, www.crystalvision.org.

Lisa DeStefano, of **DeStefano Architects** in Portsmouth, recently presented green ideas to attendees during a conference at Saint John International University in Torino, Italy. The lecture series, entitled "Sustainability and Building Renovation and Restoration," was presented in conjunction with the New Hampshire Chapter of the American Institute of Architects, AIANH. Recently appointed to the Board of Trustees of Saint John International University (S J I U), DeStefano talked about energy conscious approaches in the renovation of residential buildings in the United States, and case studies spotlighting sustainable renovations including Boston's Childrens Museum. For more on the local architectural firm, visit www.destefanoarchitects.com.

Citizens Financial Group recently announced that its industry-first GreenSense incentive program has rewarded **Citizens Bank** and Charter One customers with nearly \$2 million for helping the environment by reducing paper with electronic banking-payment transactions. Launched in October 2008, GreenSense rewards customers 10 cents for each electronic payment they make, up to \$10 per month and \$120 per year. Based on current enrollment, GreenSense has saved more than 220,000 pounds of paper, more than 1,300 trees, nearly two-million square feet of forest (42 acres), one-million gallons of water, more than 6,300 garbage bags and eliminated more than 13 million pounds of CO equivalents. Customers may enroll online at www.citizensbank.com or www.charteronebank.com. ★

It's All Here At **Sir Speedy**

- Award Winning Printing
- Digital Color and B&W Output
- Graphic Design; Disk/CD Management

FREE PICK-UP & DELIVERY
603-433-4664

Plaza 800 on Islington Street • Portsmouth, NH 03801
paullucy@conversent.net • www.sirspeedyportsmouth.com

500 Market Street
P.O. Box 239
Portsmouth, NH 03802-0239

U. S. Postage
PAID
PRSRT STD
Permit # 258
Portsmouth, NH
03801

**If the
address
at right is incorrect,
please notify
the Chamber
at 610-5510.
Thanks.**

[WELCOME NEW MEMBERS]

The Chamber Welcomes New Members

The Greater Portsmouth Chamber of Commerce welcomes the following new members

Adam Flaherty / AF MEDIA, LLC

*Advertising specialties, video &
film production & promotion,
web site design*

185 Madison Street #3
Portsmouth, NH 03290
Contact: Adam Flaherty
Phone: 207-329-8753,
Email: ajflaherty@gmail.com
Web: www.adamflaherty.com

Artemis Financial Advisors

*Financial services & investments,
investment advisors*
54 Chandler Street
Boston, MA 02116
Contact: Karen Parker Feld
Phone: 617-202-9653,
Email: karen@artemis
advisors.net
Web: www.artemis
advisors.net

Cafe Nostimo

Caterers, restaurants
72 Mirona Rd.
Portsmouth, NH 03801
Contact: Dean Zottos
Phone: 603-436-3100,
Email: dean@cafenostimo.
com
Web: www.cafenostimo.com

First Metro Films, Inc.

*Media, video & film production
& promotion*
23 Badgers Island West, Ste B
Kittery, NH 03904
Contact: Paulette Salisbury
Phone: 207-703-0050,
Email: paulette@firstmetro
films.com
Web: www.firstmetrofilms.com

Four Seasons Fence

Fences
15 Banfield Rd.
Portsmouth, NH 03801
Contact: John Iafolla
Phone: 603-436-2141
Email: john@fourseasons
fence.com
Web: www.fourseasonsfence.com

Harry A. Schult

Individuals
18 Congress St
Portsmouth, NH 03801
Contact: Harry Schult
Phone: 603-319-8639,
Email: harryschult@
yahoo.com

Kate McCormack, Esq.

Individuals
9 Bradley Lane
North Hampton, NH 03862
Contact: Kate McCormack
Phone: 617-513-5814,
Email: jkhreznicek@
comcast.net

Lovell Designs

Art
10 Market Square
Portsmouth, NH 03801
Contact: Ken Kantro
Phone: 603-433-5517,
Web: www.lovelldesigns.com

Portsmouth Crossing

Retail
96 Daniel Webster Highway
Belmont, NH 03220
Contact: Page Quigley
Phone: 603-524-1928,
Email: pquigley@wilderco.com
Web: www.wilderco.com

Portsmouth Lions Club

*Hearing, home furnishings &
accessories*
C/O Connie Clark,
Treasurer
Portsmouth, NH 03801
Contact: Connie Clark
Phone: 603-433-0434,
Email: conniedc8711@
hotmail.com

Ri Ra, The Irish Pub & Restaurant

Restaurants
22-26 Market Square
Portsmouth, NH 03290
Contact: Scott Sherman
Phone: 603-319-1680,
Email: scottherman@
rira.com
Web: www.rira.com

SymQuest

*Copiers, office furniture &
equipment*
340 County Rd. Suite 101
Westbrook, ME 04092
Contact: Charlie Pasquerillo
Phone: 207-774-7171,
Email: cpasquerillo@
symquest.com
Web: www.symquest.com

Timothy Sanborn

Consultants, business
767 Ocean Blvd.
Rye, NH 03870
Contact: Timothy Sanborn
Phone: 603-430-7868,
Email: timsanborn@aol.com