

# Dividends

GREATER  
PORTSMOUTH  
CHAMBER OF COMMERCE

“GET CONNECTED”

FEBRUARY 2008



GREATER PORTSMOUTH CHAMBER OF COMMERCE



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Skybus CEO Bill Diffenderffer

## Skybus CEO to Speak at Feb. 21 Breakfast Forum

### Tech Savvy Travel Expert to Share Skybus Success Secrets

An airline veteran, attorney, author, travel industry executive and tech savvy innovator, Skybus Airlines CEO Bill Diffenderffer brings a broad and varied background to his position as leader of the company's management team. He will share his experiences and the Skybus concept with Chamber members and guests at a special **Bank of America Speaker Series Breakfast Forum** scheduled for 7:30-9 a.m., Feb. 21 at the **Sheraton Harborside Portsmouth Hotel**.

Diffenderffer began his career in the airline and travel industry as a lawyer for Eastern Airlines and then at SystemOne – a worldwide travel reservation and information management systems provider – as general counsel and secretary. While at SystemOne he rose to CEO and president of SystemOne Corporation and its successor, SystemOne Amadeus. He also served as chairman and CEO of EXTRA On-Line, a developer and provider of Internet-based travel planning and reservation software, and as a

partner in the Global Travel and Transportation division of IBM.

Diffenderffer left IBM to write *The Samurai Leader – Winning Business Battles with the Wisdom, Honor and Courage of the Samurai Code*, a business/leadership book whose principles he is bringing to Skybus and its unique business model. His book is now being published in 10 countries and is being translated into eight other languages.

“Great success stories usually grow out of doing something that everyone thinks cannot be done,” said Diffenderffer. “Nowadays that usually involves developing a brilliant new technology or discovering a miracle cure or reenergizing a Fortune 500 company. But Skybus isn't going to do any of those things. Instead what we want to do – what we *can* do – is make things simple...and amazingly affordable.”

Skybus started service at the Pease International Airport May 23, 2007 and plans are in the works to purchase 165 new Airbus A319 aircraft to support its growing route system with flights to cities across the country. At this time, local travelers leaving from Pease can fly to Columbus, Ohio; Greensboro, N.C.; and Jacksonville, Daytona Beach and Ft. Meyers in Florida.

Admission to the breakfast is \$20 for Chamber members and \$27 for nonmembers. Reservations are required since space is extremely limited. To RSVP for the breakfast, visit [www.portsmouthchamber.org/skybusbreakfast.cfm](http://www.portsmouthchamber.org/skybusbreakfast.cfm) to register online, or call (603)610-5510. ★

skybus™



Bank of America

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More Than 150 Members Travel to the Waterfront Jan. 24 to Check Out the City's Only Privately Owned Commercial Bank

# [ 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**

Punxsutawney Phil spied his shadow and predicted six more weeks of winter. Gen. Beauregard Lee, Punxsutawney Phil's counterpart in Lilburn, GA did not see his shadow and predicted an early spring. How is one to know what to expect? Did you think the Patriots were a lock? Are you sure what will happen in the presidential primaries? One thing we can be sure of is that over time, we'll eventually have answers—and with patience and continued attention—all things work out. And so it has been with my first five months. My patience has been tested, but your patience will be rewarded for we now have, for the first time since I began as your president, a full staff.

Tammy Jordan Cary has joined our Chamber as Membership Manager (see story on Page 3). Tammy is already totally engaged. Membership satisfaction is important to her and you can count on her to serve you well. Another

change that will balance our Chamber Staff is Ginny Griffith's move into marketing and events where she'll be expanding on her business development role. Ginny's vast experience in chambers of commerce will serve her well in her new position. The staff is now set to build upon our brand and take our Chamber to a new level. We are working to build a much more member friendly, engaging organization which serves both membership and the continually evolving Portsmouth Community.

The redevelopment of downtown, bridge and roadway infrastructure issues and educational funding are only a few of the challenges we face in our community. Connecting our members to each other and the community, building membership value, and better communications are some of the challenges we face in the Chamber. We will work hard to ensure that you are connected to both the challenges and participate in the solutions that must follow. We need your help. Your time, your ideas, your energy and suggestions about how your Chamber operates are important to us. Please let us know what you think.

As you saw from Page 1, we're going to have the CEO of Skybus for our Bank of America Speaker Series Breakfast Forum Feb. 21. Space is limited so book early for this, our first breakfast forum of the new year. Bill Diffenderfer is a pretty interesting guy and his company has already benefited the community in more ways than most people can imagine. As a result of Skybus and the cities they serve, interest in Portsmouth has skyrocketed and we expect that continue as the airline adds more destinations to its schedule. Already we have had requests to partner with the Columbus, Ohio; Ft. Meyer, Fla. and Greensboro, N.C. chambers who are interested in making the most of this tremendous cross marketing opportunity. Join us Feb. 21 to find out more about Skybus and their plans for the future—not to mention, one of the most innovative CEOs in the travel industry.

For those who are new to the Chamber, below is the new staff listing and contact information. If there's any way we can help your business, please contact us. We are here to serve you. ★

- Membership** – Tammy Jordan-Carey ..... membership@portsmouthchamber.org
- Tourism** – Nicki Noble ..... tourism@portsmouthchamber.org
- Business Development** – Ginny Griffith ..... development@portsmouthchamber.org
- Marketing & Events**– Ginny Griffith ..... marketing or events@portsmouthchamber.org
- Communications** – Tom Cocchiaro ..... communications@portsmouthchamber.org
- Business Manager** – Bob Bordeleau ..... business@portsmouthchamber.org
- Information Center Assistant** – Elizabeth Barcomb ..... info@portsmouthchamber.org
- President** – Doug Bates ..... president@portsmouthchamber.org

G R E A T E R  
**PORTSMOUTH**  
C H A M B E R O F C O M M E R C E

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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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[ NEWSLETTER ]

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

## Signups for 2008 Golf Tournament Underway

### *Event Sponsorships Great Way to Boost Visibility*

Signups are now underway for the Greater Portsmouth Chamber of Commerce 25th Annual Golf Tournament scheduled for June 13 at The Oaks Golf Links in Somersworth, N.H.

According to event Co-chair Victoria Gray, **TD Banknorth**, this tournament is typically a sell-out event so those interested in playing should sign up as soon as possible.

Format for the event will be a little different than past tournaments, said Bill Hurley, tournament cochair and president of **Infinite Imaging**. "This year we'll be playing a "bramble" which starts out like a scramble where members of each team tee off and the best drive is chosen. However, after the best drive, players play their own ball--stroke-play--style--all the way to the cup. This will allow players of all levels to enjoy the tournament."

The Oaks Golf Links is one of the Top 10 courses in the state and the staff is excited to host the tournament at their club according to committee members.

Cost of registration for the tournament is \$780 per team and \$195 per player. Those interested in playing will need to fill out an application form (included in this issue of *Dividends*) and forward a 50-percent deposit to the Chamber by March 1 to reserve a foursome. After March 1, the single player price will increase to \$215.

Greg Corson, president of Global Technical Talent, last year's winners, said his team can't wait to get back on the course to make it "two in a row" and put out the challenge to all who would dare challenge his powerhouse foursome.

Companies that register a team will get recognition in the tournament program. Registration also includes a continental breakfast, an "expertly prepared" Italian Feast served by The Oaks and a player gift bag. The tournament will also feature a beat the pro,

hole-in-one, closest to the pin and putting contest. The top three teams and winners of the individual competitions like longest drive and closest to the pin will be honored with grand prizes at the awards ceremony following lunch.

Sponsorship opportunities are also available for the tournament including marquee and cart sponsorships, tees, greens, putting context, 19th Hole, lunch, breakfast, driving range, photography and in-kind. For more details on sponsorship opportunities, see the tournament flyer insert or contact Ginny Griffith, Chamber events manager, at (603) 610-5514 for details. ★

## 'Get Connected' for Greater Web Visibility

### *Chamber Website Features Help Members Get Noticed*

With more and more people going to the web to find information, now is the time for members to think about how to get more mileage out of one of their most visible Chamber-member benefits.

While all members are listed in the Chamber's online business directory, many may not know about an optional feature that greatly expands their visibility and "linkability" online.

The feature, called "Expanded Online Presence" sends a member's business name to the top of the list within their business categories, highlights the business link with a star and different color, provides a direct link to their home website and provides a preview page where members can post specials, directions, business descriptions and photos.

Cost of the feature is just \$100 per year and the service can be activated at any time. To see how it works, visit [www.portsmouthchamber.org](http://www.portsmouthchamber.org) and click on the business directory button.

For more details, contact Tom Cocchiaro, the Chamber's communications manager at (603) 610-5520 or [communications@portsmouthchamber.org](mailto:communications@portsmouthchamber.org). ★



*Tammy Jordan Cary,  
new membership manager*

## Chamber Welcomes New Membership Manager

### *Jordan Cary Brings Wealth of Experience to Position*

Chamber members now have an exclusive advocate in Tammy Jordan Cary who was recently hired as the new membership manager.

Jordan Cary plans to focus her first weeks at the Chamber contacting members, new and old, to open a dialogue, hear concerns and answer any questions they might have about membership benefits. "I want to introduce myself, listen to their needs and ideas, and make their relationship with the Chamber easy, productive, helpful and positive," she said.

Jordan Cary has extensive relationship building and advocacy experience gained from work in a variety of institutions including legal, financial, private health care, public education, restaurants, small business, and most recently a nonprofit where she was the director of development and outreach for **Sexual Assault Support Services** in Portsmouth.

She said she believes the ultimate goal of the membership manager position is to get connected with members and advocate for their needs. "We are here to serve the businesses of our community."

Jordan Cary holds a bachelor of arts degree in sociology with a concentration in human relations and work from Saint Anselm College in Goffstown, N.H. She is also a 2006 **Leadership Seacoast** graduate, serves on the board of directors for the **Piscataqua Maritime Commission** and Community Vine and is a member of the Portsmouth Rotary Club. ★



# Calendar of Events



## Legislative Reception

5-7:30 p.m., Feb. 12

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

The Chamber's Government Affairs Committee invites members to this year's legislative reception set 5-7:30 p.m., Feb 12 at the **Sheraton Harborside Portsmouth Hotel**. The free event is underwritten by **Ocean Bank** and **Portsmouth Regional Hospital**.

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

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

portsmouthchamber.org ★

**Ocean**  
bank



  
**Sheraton**  
**Harborside Portsmouth**  
HOTEL & CONFERENCE CENTER



## Mid-Day Meet Networking

*Connect and Network  
at the Mid-Day Meet*

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

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

Mark your calendar to network at this month's Mid Day Meet hosted by **Two International Group**. The 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. The networking forum usually draws more than 30 people, so come early to get a seat.

Those planning to attend should bring business cards, a brief description of their businesses, a success story and any promotional materials or opportunities they'd like to present to the group.

The goal of the program is to assist members in developing their networking strategies and skills.

For a schedule of upcoming "meets" visit [www.portsmouthchamber.org/middaymeet.cfm](http://www.portsmouthchamber.org/middaymeet.cfm)

Those with questions may contact the Chamber for more information at (603) 610-5510 or [info@portsmouthchamber.org](mailto:info@portsmouthchamber.org) ★



*Skybus CEO Bill Diffenderffer*

## Breakfast wwith Skybus CEO Bill Diffenderffer

7:30-9 a.m., Thursday, Feb. 21

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

Join us Feb. 21 to visit with Skybus CEO Bill Diffenderffer. Diffenderffer began his career in the airline and travel industry as a lawyer for Eastern Airlines and then at SystemOne – a worldwide travel reservation and information management systems provider – as general counsel and secretary. He also served as chairman and CEO of EXTRA On-Line, a developer and provider of Internet-based travel planning and reservation software, and as a partner in the Global Travel and Transportation division of IBM. The event is part of the **Bank of America Speaker Series**.

His airline's arrival in Portsmouth has opened doors to a whole new world of tourism cross-marketing opportunities with other cities on the Skybus menu.

Diffenderffer left IBM to write *The Samurai Leader – Winning Business Battles with the Wisdom, Honor and Courage of the Samurai Code*, a business/leadership book whose principles he is bringing to Skybus and its unique business model. His book is now being published in 10 countries and is being translated into eight other languages.

Admission to the breakfast is \$20 for Chamber members and \$27 for nonmembers. Reservations are required. Seating is limited, so those interested should sign up as soon as possible. To RSVP for the breakfast, visit [www.portsmouthchamber.org/skybusbreakfast.cfm](http://www.portsmouthchamber.org/skybusbreakfast.cfm) to register online or call (603)610-5510. ★

**Bank of America** 

# vents

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FEBRUARY ★ 2008



## Business After Hours

5-7 p.m., Thursday, Feb. 28

### THE PAGE

[172 HANOVER ST., PORTSMOUTH, NH]

The owners and staff of **The Page** invite Chamber members to check out the restaurant's new look and menu after its transformation under new ownership last year. The newly "revised" Hanover Street eatery was formerly Bananas and more recently, The Sports Page. The owners and staff are excited to host this month's business after hours and promise a party sure to cure the mid-winter blues including a menu of Seacoast favorites and doorprizes.

Admission is just a business card. ★



technology roundtable

### eBrew

5-7 p.m., Thursday, March 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. To find out more, please contact Ginny Griffith, the Chamber's business development manager, at (603) 610-5514 or [ggriffith@portsmouthchamber.org](mailto:ggriffith@portsmouthchamber.org). For more on Roundtable activities, visit [www.ecoast.org](http://www.ecoast.org). ★

## WHAT'S AHEAD

### [ FEBRUARY ]

12th

Legislative Reception  
Sheraton Harborside  
Portsmouth Hotel

15th

Mid Day Meet  
Two International Group

21st

Breakfast with  
Skybus CEO  
Bill Diffenderffer  
Sheraton Harborside  
Portsmouth Hotel

28th

Business After Hours  
at The Page

### [ MARCH ]

7th

Monthly eBrew  
The Press Room

21st

Mid Day Meet  
Two International Group

12th

7th Annual Tourism Summit  
Redhook Ale Brewery

27th

Business After Hours  
TBD

## RENEWING MEMBERS

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

- Accountemps
- Allstaff
- Ashworth by the Sea Hotel
- Assured Source, Inc.
- Beacon Integrated Resources
- Bella Intimates
- Brady Sullivan Properties
- Brown & Company  
Graphic Design
- Burger King
- Buyer's Brokers of Seacoast
- Canine Cupboard
- CB Richard  
Ellis/The Boulos Co
- Chase Checks & Forms Co.
- Chinburg Builders, Inc.
- Cingular Wireless  
The New AT&T
- Cookies by Design
- Dixon Paving Corporation
- ECI Marketing Inc.
- Edible Arrangements
- Emerson Process  
Management
- Engraving, Awards & Gifts
- Exchange City
- Flatbread Company
- Frank G. Crotty
- Franklin Pierce College
- Goodall Hospital
- Great Bay Gallery  
Function Hall
- Hampton Inn at Portsmouth
- Holiday Inn of Portsmouth
- HTA/Kimball Chase  
Engineering
- I-CST
- Jeremy Heflin Photography
- Jewett Construction, Co.
- Kennebunk Financial Services
- Konica Minolta  
Business Solutions
- Lafayette Animal  
Hospital PLLC
- Leadership Seacoast
- LifeWise Community Projects
- Lindt & Sprungli (USA), Inc.
- LongHorn Restaurant
- Madison Resource Funding
- Martini Northern, Inc.
- Moe's Italian Sandwiches
- My Hangups
- N H Seacoast Tennis Academy
- National Engineering Service
- New Castle Congressional  
Church Guild
- New Hampshire Distributors
- Ogunquit Playhouse
- Papa Wheelies Bicycle Shop
- Portsmouth Pilates & Spin, LLC
- Portsmouth Poet  
Laureate Program
- Preston Real Estate
- Primal Media
- Primax Payment Systems
- Puttin' on the Glitz
- Radical Results, LLC
- Salmon Falls Pottery
- Seacoast Boot Camp
- Sise Inn
- Sol Negm Real Estate Agency
- South Mill, LLC
- Staples
- Stellacon Training Center
- Tarbox & Tarbox
- TGM Beechstone, LLC
- Footbridge Companies, The
- Links At Outlook, The
- Thoresen Group, LTD, The
- Village Workroom, The
- UniFirst Corporation
- Wiggin & Nourie, PA
- York Harbor Inn
- York Oil Company

## Optima Bank Opens its Doors for Pre-opening Preview

*More than 100 Guests Check Out New Waterfront Facility*



*Bank Owners, staff, board members and Chamber representatives cut a ceremonial ribbon Jan. 24 at the business after hours to celebrate the coming opening of Optima Bank & Trust. The bank officially opened Jan. 29. Pictured, left to right, are Ginny Griffith, Chamber business development manager; Robert Gagnon, Art Balomenos, Doug Bates, Chamber president; Pam and Dan Morrison, bank owners; Bill Young, Kelly Goodwin, Kelley McCoy, Ed Garside and Rachel Collins.*

The city saw a “run on the bank” Jan. 24 as more than 150 Chamber members and guests headed to the waterfront for the monthly business after hours and a pre-opening preview of one the Seacoast’s newest fiduciary facilities—**Optima Bank & Trust**.

Bank officers, investors, staff and owners turned out early for a ceremonial ribbon cutting which was followed by tours of the three-floor establishment located at Two Harbor Place at the intersection of Bow and Daniel Streets in Portsmouth. Throughout the evening guests feasted on hors d’oeuvres served up by Mahalos, connected with other visitors and met with owners Dan and Pam Morrison who are proud to be the only privately owned commercial bank in Portsmouth. They said their primary goal is to provide a high level of personal and private banking service to clients which includes close access to the bank’s decisionmakers. While they may appear small, they said, they will be offering all the services people have come to expect from a bank including ATM access, personal checking and savings accounts, certificates of deposit and online banking and bill paying.

While there wasn’t an opportunity to sample the contents of the bank’s vault, some guests did walk away from the event with valuable doorprizes courtesy of the Optima team. **Darrell Ford**, The McGuire Group picked up a pair of Celtics tickets; **Paul Peltier, Exeter Trust Company**, won a **Stonewall Kitchen** Gift Basket; **John Kelly, Olde Port Properties**, drew a \$100 deposit in an Optima Bank & Trust account; **James Carrigan**, Northeast Commercial Capital, picked up two ski lift tickets at Waterville Valley; and Dick Ingram, **The Housing Partnership**, won the 50/50 raffle taking a grand total of \$80.

The Chamber thanks the Optima Bank staff for its hospitality and a great event. The bank officially opened its doors Jan. 29 and the staff is ready and waiting to assist customers with their financial needs. ★

## eCoast Celebrates 9th Birthday at Special eBrew

*Founders Recognized at Standing-Room-Only Event*

The **Press Room** became the scene of a technology old home week of sorts Jan. 10 as more than 100 guests retreated to the familiar comfort of the “upper room” where they have been getting together monthly for years. While some of the faces have changed, many of the founding companies and their principals turned out to celebrate the success of an ongoing vision for the region called the eCoast. The event was sponsored by **Liberty Mutual, Good Leads, Mass High Tech, Ghigliotti Wealth Management Group** and the **Savvy Software** crew who also provided the traditional birthday cake for the event.

The crowd spent most of the evening networking, reminiscing about the past decade and reconnecting with colleagues in the field like Mark Samber and Scott Campbell, two of the original visionaries credited with helping to conceive and nurture the idea of a high-tech community in the Seacoast. Both stood at the microphone for a few moments recounting the group’s beginnings and some of the many successes which placed the eCoast at the forefront of the state, regional and national press. The eCoast Technology Roundtable, a joint outreach of the Chamber and City of Portsmouth, set the stage for an influx of high-tech businesses to the area in the late 1990s which continues today. ★



*Bob Good, president of Good Leads, Ginny Griffith, Chamber business development manager, and Erica Rickels talk with a guest at the eCoast Birthday Bash held Jan. 10 at The Press Room.*

**Judith E. Dalton** has been elected to replace retiring **Palmer Lewis** as chairperson of **First Colebrook Bank's** Board of Directors. Dalton has served on the board since 1994 and also works on the bank's investment committee. She holds the honor of being the first woman chairman of the bank. **Brendon Cote** was named vice chairman. Cote joined the bank's board in 1995 and represents the bank's interests in neighboring Vermont. Founded in 1889 in Colebrook, the bank has been serving the needs of personal and small business customers for over 118 years through offices in Colebrook, Concord, Amherst and Portsmouth. For more on the bank, visit [www.firstcolebrookbank.com](http://www.firstcolebrookbank.com).

The **International Trade Resource Center** has chosen **Bob Good**, of **Good Leads**, as New Hampshire Commercial Consul to Canada. Good is a senior executive with 27 years of sales, marketing, operations and management experience with four Fortune 500 companies and a venture capital-funded emerging growth firm. He is currently CEO of Good Leads, a company located in Salem that delivers lead generation and business development services for high-tech companies, government economic development agencies, professional services firms, and healthcare and medical companies. In his position as Commercial Consul, one of Good's goals is to introduce Canadian entrepreneurial technology firms to the benefits of technology-rich communities in New Hampshire. For more on the ITRC, visit [www.exporthn.com](http://www.exporthn.com).

**Seacoast Rejuvenation Center** recently welcomed 4 Season Fitness to their facility. Owner of 4 Season Fitness, Charlie Murdach, MA, ATC/L brings over 15 years of experience in the field of athletic training, physical therapy clinics, hospital pulmonary and exercise physiology, high school, college and professional football sports medicine to the Seacoast. He also helps children with special needs, adults in physical therapy to become stronger and more active and brings those with acute or chronic pain much needed relief. For more information on Seacoast Rejuvenation Center, visit [www.seacoastrejuvenation.com](http://www.seacoastrejuvenation.com)

**Baker Newman Noyes, CPA and Consultants** recently promoted **Gabrielle LaPorta** to tax division manager. LaPorta joined BNN's audit division in 1998 after working as a senior accountant at a fund administration company based in Portland and New York City where she started in 1993. For more on the accounting firm, visit [www.bnncpa.com](http://www.bnncpa.com).

**CrystalVision**, a web development and Internet marketing firm based in Newington, N.H., recently won a Gold Award from the American Association of Webmasters. The agency won the "excellence achieved in web design" honor for their work on a web site created for Katahdin Cedar Log Homes in Oakfield, Maine, a division of Katahdin Forest Products. Award winners are selected from hundreds of monthly submissions. The agency used a combination of rich photography with database driven animation, virtual tours and interactive image galleries to provide visitors with an inside look into many of the hundreds of stunning cedar log home designs. To learn more about CrystalVision visit [www.crystalvision.org](http://www.crystalvision.org).

The **Prescott Park Arts Festival** invites Chamber members to its annual fundraiser, a Loft Dance Party, set for Feb. 16. The event, located on the top-floor at One Harbor Place, will feature a private VIP pre-party with silent auction, a '70s funk-themed dance party fueled by Boston-based funk band *Soul City*, and a sampling hors d'oeuvres and a dessert buffet provided by Mizuna Catering and Organic Tea House of Greenland, N.H. Pre-party reception tickets are \$25 per person, dance party tickets are \$65 per person, tickets to both run \$80 per person. All proceeds will benefit the Prescott Parks Arts Festival and their 2008 arts and entertainment season. For tickets call (603) 436-2848 or visit [www.prescottpark.org/loft](http://www.prescottpark.org/loft).

**Cummings Lamont & McNamee**, a certified public accounting firm with offices in Maine and New Hampshire, recently hired **Linda DiFrancesco** as audit manager for its local office. DiFrancesco comes to the Seacoast-based company with nearly 20 years of experience in accounting including several years with Ernst & Young and as a controller and consultant for other New Hampshire-based businesses. Her new position will involve managing audits for several clients and providing litigation support to local attorneys. CLM has offices in Sanford and Kennebunk, Maine, and Portsmouth, Exeter and Rochester, N.H., and offers an array of services ranging from investment and wealth management, business valuation, financial planning, litigation support and estate planning. For more information, visit [www.clmcpa.com](http://www.clmcpa.com).

**Extended Family**, a Portsmouth-based company that provides in-home care and companionship to seniors, recently welcomed **Dr. Wayne S. Saltsman** as its medical director. Dr. Saltsman has an extensive background in elder care and geriatric medicine, and serves as the chairman of the Lahey Clinic Department of Geriatric Medicine in Burlington, Massachusetts. He is also board certified in both internal and geriatric medicine and is an instructor of medicine for Tufts Medical School. Dr. Saltsman's primary mission is to help families advocate for their elders' wellness and safety, which is in line with the mission of Extended Family. For more on the organization, visit [www.extended-family.net](http://www.extended-family.net).

**Gentle Giant Moving Company**, a premier residential moving and storage company with locations in New Hampshire, New York, North Carolina, Rhode Island, and Virginia, recently announced a new milestone in 2007 increasing revenues more than 16 percent from \$24.2 million in 2006 to more than \$28.1 million. This is the first time the company has exceeded \$25

million in revenue in its 27 years of operation. Gentle Giant representatives cited a continued high volume of local, and in-state moves, growth in its interstate moving services, investments in new geographic regions, and strong customer repeat and referral business as main factors in achieving the recent financial milestone. Gentle Giant is a premier residential and commercial mover, offering local, interstate, and international service. For more details on the company, visit [www.gentlegiant.com](http://www.gentlegiant.com).

**Heartwood Media, Inc.** invites Chamber nonprofits to apply for its third annual nonprofit challenge. Over the next several weeks, the company will choose one New Hampshire-based nonprofit (501(c)3) organization to work with in 2008. Heartwood will work with the selected organization to create a video program at no charge. Those organizations interested in submitting an application may visit [www.heartwoodmedia.com/challenge](http://www.heartwoodmedia.com/challenge) or contact the company at (603) 665-9191 or [info@heartwoodmedia.com](mailto:info@heartwoodmedia.com) for more information. Deadline for applications is The application deadline is Feb. 15. Heartwood Media, based in Manchester, N.H., produces videos, DVDs, CDs, web videos, and television commercials.

**Infinite Imaging** recently acquired Dover Secretarial Services' bulk mailing division expanding on the company's extensive line of services which includes printing, copying, signs and banners. "This really rounds out our operation," said Infinite Imaging Owner **Bill Hurley**. "Now we can design it, print it and mail it." The new division, located at 903 Central Avenue in Dover, comes with new Infinite Imaging employee and Dover Secretarial Services co-owner **Phil Rinaldi**. Infinite Imaging, established in 1998, is the leading provider of professional graphic reproduction and print services on the Seacoast with five locations including Dover, Exeter, Pease Tradeport, Portsmouth and York. For more, visit [www.infiniteimaging.com](http://www.infiniteimaging.com).

**Leadership Seacoast** has appointed **Jennifer Wheeler** as executive director. In her new position, Wheeler will lead the organization's program planning, student recruitment, and fundraising initiatives. Wheeler is a 2006 graduate of Leadership New Hampshire, and has a master's degree in public health. Based in Portsmouth, the Leadership Seacoast provides existing and future community leaders the opportunity to engage with the people and organizations that shape the Seacoast's economic structure and social fabric. For more information on the organization, visit [www.leadershipseacoast.org](http://www.leadershipseacoast.org).

The **Ogunquit Playhouse** Foundation recently appointed **Karen Maxwell**, former playhouse board president, as chair of its newly-created Ogunquit Playhouse Foundation Advisory Council. The board also welcomed **Jeff Troiano**, a principal of Charter Oak Capital Management in Kennebunk, Maine and board treasurer, to the position of board president, and **Eric Andrews**, a senior vice-president at Kennebunk Savings Bank and a former president of the Ogunquit Rotary Club, as a new board member. For more on the organization, visit [www.ogunquitplayhouse.com](http://www.ogunquitplayhouse.com). ★

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[ WELCOME NEW MEMBERS ]

## The Chamber Welcomes New Members

The Greater Portsmouth Chamber of Commerce welcomes the following new members

### **Appledore Engineering, Inc.**

*Engineers, civil*  
15 Rye St, Suite 305  
Portsmouth, NH 03801  
Contact: Mary Persson  
Phone: (603)433-8818  
Email: mpersson@appledoreeng.com  
Web: www.appledoreeng.com

### **Bear Paw Custom Design**

*Marine services & supplies, upholstery*  
960 Sagamore Ave.  
Portsmouth, NH 03801  
Contact: Patricia Wallace  
Phone: (603)431-0717

### **Cannonbose, LLC**

*Internet services, software development*  
211 Concord Way  
Portsmouth, NH 03801  
Contact: Michael Cannon  
Phone: (603)559-9773  
Email: michael@cannonbose.com  
Web: www.cannonbose.com

### **Employmoms, LLC**

*Employment agencies & services recruiting, staffing*  
One New Hampshire Ave,  
Ste 125  
Pease International Tradeport  
Portsmouth, NH 03801  
Contact: Jane Seibel  
Phone: (603)766-4966  
Email: janesiebel@employmoms.com  
Web: www.employmoms.com

### **Inner Circle of Northern New England**

*Coaching, consultants, business; consultants, management*  
PO Box 546  
York Harbor, ME 03911  
Contact: Don Sweet  
Phone: (207)351-1782  
Email: donsweet@theinnercircle.com  
Web: www.theinnercircle.com

### **Jumper Classic**

*Equestrian event, nonprofit organizations*  
921 36th Street  
West Palm Beach, FL 33407  
Contact: Melissa Lovasco  
Phone: (978)283-7708  
Email: melissa@jumperclassic.com  
Web: www.jumperclassic.com

### **Mt. Washington Assurance Corp.**

*Insurance*  
81 Hall Street  
Concord, NH 03301  
Contact: Rich Middleton  
Phone: (603)224-6288  
Email: rmiddleton@mwc.com  
Web: www.mwc.com

### **OverVIEW, Inc.**

*Consultants, business & technology, credit card processing, telecommunication services*  
77 Hampton Towne Estates  
Hampton, NH 03842  
Contact: Trisha Eveleth  
Phone: (508)949-3442  
Email: Trisha.eveleth@overviewconsulting.com  
Web: www.overviewconsulting.com

### **Philip J. Stylianos, Inc.**

*Irrigation/sprinkler systems, landscape contractors & architects, lawn care*  
19 Lawndale Avenue  
Nashua, NH 03060  
Contact: Philip Stylianos  
Phone: (603)964-8261  
Web: www.philipjstylianos.com

### **Sanders & Karcher**

*Accountants, business consultants, tax practitioners*  
264 Lafayette Road, Ste. 4  
Portsmouth, NH 03801  
Contact: Robin Winslow  
Phone: (603)430-0942

### **Send Out Cards**

*Advertising, greeting cards & notecards, homebased business opportunity*  
3 Mast Cove Road  
Eliot, ME 03903  
Contact: Colleen MacDonald  
Phone: (207)451-7928  
Email: Colleenvmac@juno.com  
Web: www.sendoutcards.com/cmacdonald

### **The Concierge Company, LLC**

*Concierge services: corporate & personal, errand services, personal assistant*  
PO Box 517  
Greenland, NH 03840  
Contact: Gary Barron  
Phone: (603)501-0090  
Email: garybarron@theconciergeco.com  
Web: www.theconciergeco.com

### **VisionaryFX**

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195 New Hampshire Ave.,  
Ste. 250  
Portsmouth, NH 03801  
Contact: Whitney Michener  
Phone: (603)610-1650  
Email: wmiche@visionaryfx.com  
Web: www.visionaryfx.com

### **Wolfeboro Clocktower, LLC**

*Banks*  
PO Box 940  
Wolfeboro, NH 03894  
Contact: Brian Underwood  
Phone: (603)569-5900  
Email: bcu@greatwatersbank.com  
Web: www.greatwatersbank.com

### **Your Town Community Guide**

*Maps, media*  
PO Box 325  
Londonderry, NH 03053  
Contact: Richard Dawe  
Phone: (800)936-9433  
Email: info@ytcg.com  
Web: www.ytcg.com

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