

Dividends

GREATER
PORTSMOUTH
CHAMBER OF COMMERCE
GET CONNECTED

MAY 2008



GREATER PORTSMOUTH CHAMBER OF COMMERCE



WWW.PORTSMOUTHCHAMBER.ORG



Signups Open for Harbour Trail 5K Road Race & Fun Run

Sanctioned Race One of the Most Popular in the Seacoast

Signups are open for the 2008 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. This year's race is slated to start at 9 a.m., July 12 at the Portsmouth Middle School on Parrott Ave. Check-in will begin at 7:30 a.m.

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**.

Prizes are awarded to 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 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 8. Mail-in, walk-in and race-day registrations are \$20. Cost

for children registered in the kid's fun run is \$5. For online registration and race registrations are available at www.portsmouthchamber.org/roadrace.cfm. ★

Chamber Staff Swells to 35 to Meet Tourism Season Demand

Downtown Visitor Information Kiosk to Open May 23

As the busy summer season approaches, the Chamber staff will swell from nine full- and part-time, year-round staff members to 35 which includes volunteers, visitor assistants and tour guides.

To handle the increase in visitors, the Chamber will be opening the downtown visitor information kiosk seven-days-a-week from 10 a.m.-5 p.m. starting May 23. The main Chamber visitor information center will also start expanded hours operating late on Friday nights to 7 p.m. and from 10-5 p.m. Saturdays and Sundays.

Interest in Portsmouth has already started to increase which is evidenced by a continuing increase in online activity with nearly 2 million hits to the Chamber website between January and March of 2008 alone. The increase followed an aggressive schedule of marketing activities which included attendance at trade shows, PR marketing efforts, and working with traveler writers. Visitors booking their summer vacations on Yankeemagazine.com will likely see the rotating Portsmouth banner ad, and if they pick up the latest *Yankee* May/June Travel issue, they'll see a six-page feature story on "New Hampshire's Magical Seacoast" with spots on **Strawbery Banke Museum**, the **Seacoast Science Center**, the **Wentworth by the Sea, Me & Ollie's**, the **Isles of Shoals Steamship Co.**, **SeacoastNH.com** and **Pontine Theatre**.

"What does all of this mean? With the warm weather, you'll start seeing more people exploring Portsmouth - New Hampshire's Best Walking City," said Nicki Noble, the Chamber's tourism manager. "With our increased staff and volunteers, we'll be working hard to refer all our member businesses and to ensure the Seacoast region has its most lucrative year ever." ★

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More than 300 Attend Cabot House Business After Hours Benefiting The Housing Partnership

CHAMBER STATS

APRIL 2008

Web Hits: 799,241

Walk-ins: 1,301

Inquiries: 363

Mailings: 653

[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

As the U.S. economy continues to slide and gas prices increase, many across the country are reevaluating how to spend their precious cache of disposable income—if there is any left at all. With the summer travel season fast approaching, people will be making choices on how far they are willing to travel, how long they will spend at their destination, and what kinds of activities they will pursue. That's why now, more than ever, it's imperative that we market Portsmouth and the Seacoast as a culturally unique, accessible, must-see destination.

If you read about Portsmouth last year in the *New York Times*, *USA Today*, *Yankee Magazine* and others, know that those stories and articles didn't happen by accident. They are the result of constant effort on the part of the Chamber, Chamber members, the **City of Portsmouth**, the NH Department of Travel and Tourism Development and others who work tirelessly to keep Portsmouth and the Seacoast in the news. And while that effort doesn't come cheap, the payoff is significant—for every dollar spent on tourism promotion, the state estimates we get eight dollars in return. Tourism is the #2 industry in the state of New Hampshire and a critical part of the Seacoast economy. Global competition for tourism dollars is fierce, so we must stay on top of the trends and find creative ways to work

together to increase our visibility in these areas and consequently visitation to the Seacoast.

To fuel those efforts, for nearly a decade now, the Chamber has been helping local businesses get double the bang for their buck through the state's Joint Promotional Program (JPP). This grant-style program matches our tourism promotion costs dollar for dollar for specific initiatives. In November 2007, we applied for, and got, roughly \$30,000 from the state (toward a total budget of \$70,000) to execute a wide range of promotional activities. Thanks to this grant we were able to hire **Fuze Communications** to aggressively pitch themed feature story ideas to the national media, including pieces that talk to outdoor recreation enthusiasts, history buffs, serial fine diners and the shopping addicted. We also secured funds that will help the **Seacoast Music Collaborative** upgrade their website to offer music previews of local bands and an interactive calendar. We've already attended four major travel shows in 2008 (the American Bus Association Marketplace, the *Boston Globe* Travel Show, the New England Sales Mission to Canada, and the Discover New England International Summit) where we sold the Seacoast's unique allure to bus groups, travel agencies, meeting planners and the traveling public. We'll be advertising greater Portsmouth on *Yankee.com* during the next few months when people are logging online to make their summer travel plans. We're also conducting ongoing email and direct mail campaigns to repeat and prospective visitors, to keep greater Portsmouth on their radar.

We do all these JPP-supported projects in addition to our traditional tourism role that involves running the visitor information center on Market Street and the Market Square information kiosk; managing the activities of volunteers and paid assistants who serve and refer visitors to our members; booking, coordinating and providing step-on bus tours and group guided walking tour services; and ensuring information racks across the Seacoast and the state have an ample supply of attractive and informative literature pointing travelers to the "jewel in the crown of New England"—at least that's how TV Diner's Billy Costa characterized our fair city at the Chamber's recent Tourism Summit. (Never hurts to have a popular celebrity from a major nearby market rave about your community.) And we recently hired a dedicated tourism manager, Nicki Noble, to manage the process, introduce new approaches and to make sure that everyone has a voice in helping to formulate our future promotional plans—that means our members, civic leaders and the community at large.

Some of you may be thinking, wow, that all sounds great, but I know there are others asking who is picking up the tab to match the state's contribution. Luckily, we have members and partners who understand the value of what we're doing on behalf of the community and contribute generously to the cause. If you see anyone from the following businesses around town, take a moment to thank them, because their support of JPP initiatives helps support all businesses that benefit, both directly and indirectly, from tourism: **City of Portsmouth, Sheraton Harborside Portsmouth Hotel, Best Western Wynwood Hotel & Suites, Jumpin' Jay's Fish Café, Coachman Inn, The Press Room, Strawberry Banke Museum, The Music Hall, Newick's Lobster House, Japan-America Society of NH, Fox Run Mall, Hampton Beach Casino Ballroom, Sise Inn, The Works Bakery & Café, Alie Jewelers, C&J (formally C&J Trailways), Shel-AI Campground, Pontine Theatre** and the **Portsmouth Historic House Association**.

Keeping Portsmouth and the Seacoast area at top of mind for prospective visitors takes constant effort, and I strongly believe, a collaborative approach. It's no secret that there are many places in New England and the country that consistently outspend us in their efforts to attract visitors. It would be next to impossible for an individual business to generate the kind of notoriety and buzz Portsmouth has enjoyed over the past decade. However, working together, each business contributing a little something according to its means, we can continue to grow the number of people who discover Portsmouth and the Seacoast—visitors who return again and again to our stores, our restaurants, our historic places, our theatres, attractions, hotels and inns. I invite all those who feel strongly about the importance of what we're doing to get involved and join the team. Together we can support and preserve the things that are so vital to our quality of life, and the lives of those who live and work in our special place. ★

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



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Pictured are members of the Chamber's Golf Tournament committee who met recently to put the finishing touches on the tournament planning. Pictured left to right, front to back are Melissa Lesniak, Keller Williams Real Estate; Deb Rourke, J. Clifton Avery Insurance; Nate Lowery, Connectivity Point; Dan Witham, Sheraton Harborside Portsmouth Hotel; Ginny Griffith, from the Chamber; Bill Hurley, cochair, from Infinite Imaging. Not pictured are: Cochair Victoria Gray, TD Banknorth; Dave Simpson, Global Technical Talent; Nichole Rutherford, Seacoast Science Center; and Melissa Chase, UNH Brown Center; Mary Leddy, The Leddy Group; and Lisa Gainty, Citizens Bank.

Get Connected by Keeping Company Info Current

Members Encouraged to Go Online and Update Profiles

The Chamber has the perfect resource to share member information with the world, however, the world can't "connect" with member businesses if that information isn't up to date.

Member information is managed and maintained online through the Chamber's website using software created by **ChamberWorks** of Ogunquit, Maine. While the staff regularly makes entries to the database, members also have the ability to view and change nearly every aspect of their information from contact names, addresses phone numbers and email, to extended sections that cover detailed participation preferences, and company products and services.

"Web browsers log more than a million hits a month during our busy tourism season and many view the online business directory and visitor pages," said Tom Cocchiaro, the Chamber's communications manager.

"Keeping your information current ensures that people know what products and services you provide, and who to contact should they

want to do business with you. The Chamber's web site is a tremendous benefit for members so it should become a regular habit to update information when you experience changes in your business."

Those that don't have a password or username may call the Chamber at (603) 610-5510 for that information.

Instructions on how to login and edit information are available online at www.portsmouthchamber.org/uploads/webguide.pdf. ★



Students from the Career Technical Education Center at Portsmouth High School cut the ribbon on a new information kiosk which will incorporate some of the functions of a Chamber of Commerce into the Exchange City curriculum. The kiosk, modeled after the Chamber's downtown visitor, took nearly two years to design and build. The Chamber's Business Education Collaborative proposed and supported the project.

Exchange City Unveils New Addition to 'City' Square

Kiosk Mirror's Chamber's Downtown Visitor Stop

City educators, members of the Chamber's Business Education Collaborative and students from the Portsmouth High School Career Technical Education program unveiled the fruits of their labor May 7 at **Exchange City**—a kiosk symbolizing the addition of a Chamber of Commerce to the educational facility.

According to Ginny Griffith, the Chamber's liaison to the BEC, the kiosk idea started as a way to display Exchange City promotional materials, but ended up as a way to incorporate a "Chamber of Commerce" into the curriculum.

The project, funded through a **Sunrise Rotary** grant, was led by Deck Robblee with support from the high school's construction trades, engineering, woodshop and Instructor Steve Jones' architecture classes. Students worked all aspects of the project from researching suitable designs and producing the building plans, to fabricating, moving and assembling the kiosk on site at Exchange City.

Involvement in the project is just one way the BEC supports educational activities at the high school where volunteers regularly teach business classes and are working to get funding for a full-time business instructor. ★

Calendar of Events



Mid Day meet Moderator Sean Clancy, left, and Diane Hodun listen to Briar Golden's "elevator speech" at a meet session.

Mid-Day Meet Networking

*Connect and Network
at the Mid-Day Meet*

11:30 a.m.-12:30 p.m., Friday, May 16

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.

New plans are to introduce the program in downtown Portsmouth. Stay tuned for details.

Those with questions may contact Tammy Jordan-Cary, the Chamber's new membership manager at (603) 610-5527 or membership@portsmouthchamber.org. ★



State of the City Breakfast

7:30-9 a.m., May 21

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

The 2009 budget, sustainable practices and new construction in the downtown are just a few of the topics planned for the "State of the City" Breakfast Forum, scheduled for 7:30-9 a.m., Wednesday, May 21 at the **Sheraton Harborside Portsmouth Hotel**. The breakfast is part of the **Bank of America Speaker Series**.

Portsmouth City Manager John Bohenko will kick off the presentation with a discussion of the 2009 budget and an overview of state legislation that will affect citizens and businesses in the area. He will also review the various major projects within the capital improvement plan such as the new water treatment plant, the redevelopment of the Lafayette School into senior housing and the replacement of the fire station on Lafayette Road. Bohenko will also touch on some new developments at the Pease International Tradeport.

Joining Bohenko will be other city officials who'll cover progress on the Portsmouth Middle School building project, department activities and issues; public safety, and challenges facing the Portsmouth Fire and Police Departments including an overview of crime and calls for service in 2007, the rising trend of serious crimes and what the police department is doing to reduce criminal victimization and hold offenders accountable.

Cost of admission is \$20 for Chamber members and \$27 for nonmembers. Reservations may be made online at www.portsmouthchamber.org/stateofthecity2008.cfm. ★

Bank of America



Business After Hours

5-7 p.m., Thursday, May 22

SATURN OF PORTSMOUTH
[1 GOSLING RD., PORTSMOUTH, NH]

Saturn of Portsmouth will be rolling out the red carpet to introduce Chamber members and guests their business at this month's business after hours and to celebrate their new lineup of cars. The evening will feature tours of their facility, an opportunity to check out the new models, and food and refreshments by **Galley Hatch Catering**.

Doorprizes on tap for the event include a certificate to Popovers provided by Galley Hatch family of businesses, a \$50 **Fox Run Mall** gift certificate, a \$100+ auto detail/spring conditioning gift certificate from Saturn of Portsmouth, a windshield repair certificate from Shawn Langlois Windshield Repair, and a host of other exciting drawings.

Given limited availability of parking at the dealer, valet parking will be provided across the street at the mall free of charge (100 spots have been secured for this purpose).

Admission is just a business card. ★

SEACOAST A Business Journal
Ventures

25th Annual Seacoast Ventures Chamber Golf Tournament

8:30 a.m. Shotgun Start, Friday, June 13

THE OAKS GOLF LINKS
[100 HIDEAWAY PLACE, SOMERSWORTH, NH]

The Portsmouth Chamber and Marquee Sponsor **Seacoast Ventures** will kick off the golf season in style June 13 at the 25th Annual Chamber Golf Tournament. This year's competition will be held at the par-72 **Oaks Golf Links** in Somersworth, N.H. The challenge is on to win the

vents

Sponsored By

 MAY ★ 2008

coveted trophy from last year's winners, **Global Technical Talent**, so players will have to bring their best game! Major sponsors include **Seacoast Ventures** and **Piscataqua Landscaping**.

This tourney, a favorite in the Seacoast, 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 Ginny Griffith, marketing & events manager, as soon as possible at (603)610-5514 or ggriffith@portsmouthchamber.org. Registration forms are available online at www.portsmouthchamber.org/golf_tournament.cfm. ★



Business After Hours

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

EXCHANGE CITY
 [25 GRANITE ST., PORTSMOUTH, NH]

Join us for a close look at one of the Seacoast's unsung training grounds for budding entrepreneurs at the June business after hours hosted by **Exchange City New England**. The event is being underwritten by **Harbour Capital Corporation**.

Exchange City is the largest hands-on education program in the world with more than 1,000,000 students participating to date. Since the local annex of Exchange City opened in December 2003, more than 15,000 5th through 9th-grade students have attended programs.

Exchange City lets students apply and reinforce lessons learned in the classroom, in a real-life setting. The integrated curriculum correlates with state frameworks for math, language arts, social studies, economics, technology skills and civics.

The faculty and staff of this mini-city have a fun evening planned for attendees including tours, fine food and the opportunity to tap into the Exchange City experience.

Admission is just a business card. ★

WHAT'S AHEAD

[MAY]

16th

Mid Day Meet
 Two International Group

21st

State of the City
 Breakfast Forum
 Sheraton Harborside

22nd

Member Orientation
 Chamber Conference Room
 8:30-9:30 a.m.

Business After Hours at
 Saturn of Portsmouth

[JUNE]

13th

25th Annual
 Golf Tournament
 The Oaks, Somersworth

20th

Mid Day Meet
 Two International Group

26th

Business After Hours at
 Exchange City

[JULY]

12th

Portsmouth
 Harbour Trail 5K
 Road Race &
 Kid's Fun Run

For a schedule of
 committee meetings, visit
www.portsmouthchamber.org/committeecalender.cfm

RENEWING MEMBERS

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

Access Sports Medicine &
 Orthopaedics

ADP Small Business Services

Aileen N. Dugan

Alltex, Inc.

Annabelle's Ice Cream

Bentley by the Sea

Blue Water Mortgage Corp.

Bud Gallagher

Cabot House

Cafe Espresso of
 Portsmouth NH

Catapult Seacoast

CGI Employee Benefits Group

Child Advocacy Center or
 Rockingham County

Club Canine,
 Dog Wash Day Spa

Diverse Mortgage Group, LLC

Diverse Networks, LLC

Enchanted Nights

Equinox Health & Healing

Exeter Trust Company

Fat Belly's

First Colebrook Bank

Floor Coverings International

Great Bay Security

Great North Property
 Management

Harbour Capital Corporation

Home Instead Senior Care

Homewood Suites by Hilton

Integrated
 Outsourcing Services

ItsyourNH. Com

Ledges Golf Club

Margaritas Restaurant

Memories Studio

Muddy River
 Marketplace & Catering

New Hampshire Theatre Project

NH Mirror, The

NouveauDerm Spa

Page, The

Paradiza

Parcel Room

Pines at Coes Corner, Inc., The

Piscataqua Landscaping

Portsmouth Fire Department

Provident Bank

Ransom Environmental
 Consultants

Rusty Hammer

Saturn of Portsmouth

Seacoast Concierge, LLC

Seafari Charters

Seascape Construction &
 Landscape

Selectwood

Smile Design Center

Smoke Free
 Hypnotherapy, Inc.

Solari Salon & Spa

Southwest Airlines

Summerwind Jewelers &
 Gold Smiths

Verizon Wireless

Warner's Card & Gift Shop

Whaleback Systems Corp.

York's Wild Kingdom

Cabot House Marks 27 Years at Business After Hours

Local Furniture Store Raises Funds for Housing Partnership



Photo by Bobbi Slavin

Chamber and Cabot House staff members cut a ribbon celebrating the furniture store's 27th anniversary and the kickoff of April's business after hours. Pictured, left to right, are Tammy Jordan Cary, chamber membership manager, Chamber President Doug Bates, Cabot House General Manager Gail Bradbard, Portsmouth Mayor Tom Ferrini, Marjorie Bendetson, mother to the Cabot House Owner; and Cabot House employees Jody Ganes, Margareta Claesson, and Phylis Saulnier.

The management and staff of **Cabot House** appears to have raised the bar for future business after hours events by choosing to turn their 27th year anniversary into a fundraising event for a local nonprofit organization—**The Housing Partnership**. More than 350 Chamber members and guests filled the four-story local furniture store for an evening filled with style, elaborate door prizes and a host of “themed” raffle prizes generously donated by member businesses.

The event garnered nearly \$2,000 for the

THP whose mission is to advocate for affordable workforce housing.

Doorprize winners were **Avis Jones**, Mission Accomplished, who won a \$6,000 advertising package courtesy of **Accent Magazine**; **Jen King, Compass Care**, picked u a \$550 gift certificate good at Fitness



Pictured is Travel Consultant **Kristen Miller**, who won “member of the month” honors for her company **AAA of Portsmouth**.

Together; **Lena Chamberlain** drew a cruise for 25 people with the **Isles of Shoals Steamship Co.** and **Jessica Stowell, Hilton Garden Inn**, won a photo session valued at \$800 courtesy of **Timeless Art Portraits**. Theme basket winners were: adventure basket package winner, Allison Grondin; Health & Body: Susan Dequattro; Clothing & Jewelry: Nerissa Jones, Rockingham Electric; Entertainment, Tone Crossman; and home package winners Judy Gaffny and Tim Dekorne.

Member of the month winner for April is **AAA of Portsmouth** represented by Travel Consultant **Kristen Miller**. Currently located at Parade Mall, AAA will be at their new location, 599 Lafayette Rd. in Portsmouth, on May 10. For more about AAA, visit www.portsmouthchamber.org/memberofthemonth.cfm.

To see a gallery of photos from the event, by member photographer Bobbi Slavin, visit www.portsmouthchamber.org/cabotousebah.cfm. ★



NH Gov. John Lynch talks with members of the head table at his State of the State presentation April 16. Pictured in the foreground are Gov. Lynch, Lisa DeStefano, Chamber board chair; and George Bald, NH DRED commissioner.

Governor Visits Seacoast for 'State of the State'

Ed Funding and Budget Rise to Top of Concerns

NH Gov. John Lynch traveled to the Seacoast April 16 to share his State of the State presentation. The event, part of the **Bank of America Speaker Series**, was held at the **Sheraton Harborside Portsmouth Hotel**.

In his comments, the Governor spoke about shortfalls in the state budget, plans to address the region's infrastructure needs like bridge renovations and additions, and efforts to pass a constitutional amendment allowing the state to determine education funding guidelines and manage allotments. “Passing the constitutional amendment is the right thing to do for Portsmouth, for the Seacoast and for the state,” said Lynch.

At the time of his visit, the State Senate had passed the amendment which was scheduled to go before the house. Passing the amendment would eliminate the donor town method of funding, however, a competing bill, HB 539, is currently under consideration. This house bill sets the dollar amount per student for an adequate education and reinstates donor towns which affects many communities in the Seacoast. HB 539 is still under review by the House Finance Committee and is expected to pass. Passing a constitutional amendment with a 60-percent majority is doubtful according to some legislators. ★

Sexual Assault Support Services recently welcomed five new community members to its 2008 board of directors. The five new members are: **Steve Marchand**, former Portsmouth mayor and managing director of The Marchand Group, a political and public affairs consulting company; **Elizabeth Moreau**, an attorney at Wilkinson Law Offices; **Justin Looser**, a clinical social worker at **Portsmouth Regional Hospital**; **Cynthia Trevor**, an account executive with NWN Corporation, an IT solution provider, and **Abigail Wheeler**, an analyst at Dare Mighty Things. The new directors will be working with current SASS board members who are board President **Lori Waltz-Gagnon** of Stratham, Vice President **Jessica Paradis** of Somersworth, Secretary **Kim Lyndes** of Dover, Treasurer **Karil Reibold** of North Hampton, **Roland Cote**, **Jim Pappaioanou**, **Donna Ricker**, and **Kathie White**. SASS is a nonprofit agency supporting victims and survivors in their efforts to heal from the trauma of sexual assault, childhood sexual abuse and stalking. For more on SASS, visit www.sassnh.org.

Mark Jacobs, MD FACC, Portsmouth Regional Hospital's chief of cardiology, recently returned from a mission to Viedma Hospital in Cochabamba, Bolivia. Dr. Jacobs was part of a team sponsored by Project Pacer International, a non-profit group committed to providing cardiac services to needy individuals in the developing world. Dr. Jacobs' focus was pacemakers. He evaluated more than 50 individuals and implanted pacemaker devices in 20 of them. "It was one of the best experiences I've had in my life," he says. "It reminded me of why I went into medicine—no paperwork or insurance issues, just treating and helping patients." For more on the hospital, visit www.portsmouthhospital.com.

Bresette + Company logged a highly successful 2007 winning 22 awards recognized by top regional and national judges including 12 Davey Awards, three Lamplighter Awards, two Summit Awards, one Telly Award, two Webby Awards and two New Hampshire Internet Awards honors. According to agency representatives, over the past year Bresette has experienced significant growth throughout all areas of the firm, most notably in the interactive division which creates state-of-the-art web sites for a multitude of clients. For more details on Bresette + Company visit www.bresette.com.

Jerry Monkman, of EcoPhotography, recently presented a program at the North American Nature Photography Association's Annual Summit held in Destin, Fla. His presentation, "Think Globally, Shoot Locally: Conservation Photography on a Local Level," was well received by an audience that was very interested in using photography to further environmental causes. Monkman also discussed the nuts and bolts of working with local non-profit conservation groups and "inspired" the audience with a slide show featuring images from the more than 70 conservation projects the company has worked on in New England since 2000. In fact, two-thirds of the images on the EcoPhotography website were taken as part of conservation projects. To learn more, visit www.ecophotography.com.

Gail Baker, vice president of deposit operations for **Federal Savings Bank**, recently announced the promotion of **Janet Wyman** to deposit operations supervisor. Wyman has more than 15 years of banking experience. In her new position she will be responsible for managing the daily functions of the operation department. She will also be responsible for implementing and reviewing policies and procedures for new services. Federal Savings Bank is a true community commercial bank with offices in Dover, Barrington, Durham, and two offices in Portsmouth. For more information, visit www.fsbdoover.com.

Favorite Foods, Inc. invites Chamber members to its annual food show set for May 20 at the Radisson Center of New Hampshire in Manchester, N.H. The "2008 Extreme Makeover Favorite Foods Addition" Food Show will allow New England's best independent restaurants to visit with more than 100 food service manufacturers and service providers, sample thousands of items and learn about new products, money saving menu ideas, and the many services offered by providers. For more information about Favorite Foods, contact Julie Cole, director of marketing at (603)692-4990, ext.124 or email jcole@favoritefoods.com.

Daniel Plummer, president of **Two International Group**, recently announced that architectural designer **Jason Alix** has been designated a Leadership in Energy and Environmental Development (LEED) Accredited professional by the U.S. Green Building Council. In this role, Alix will development LEED-certified building projects for Two International Group. LEED-certified buildings are more efficient for business tenants and ecologically friendly for the environment due to efficiency in construction and design. An example of a LEED-certified project is Two International Group's office building at 75 New Hampshire Avenue, which the first LEED-certified Green building 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 on the group, visit www.twointernationalgroup.com.

FairPoint Communications recently acquired the wireline business from Verizon in Maine, New Hampshire and Vermont. The communications company will be providing customers with high-speed Internet, phone and television service. As a part of its training program, FairPoint will be using the Wentworth by the Sea Conference Center for leadership

meetings in early May. More than 350 leaders from across FairPoint will attend the leadership meetings. During their stay in the area, FairPoint employees will also be dining at 15 area restaurants. FairPoint is the 8th largest wireline company employing approximately 4,000 people, many of whom are located in northern New England.

The **Leddy Group** recently has announced the promotion of **Patty McGrail** to senior vice president. McGrail, who has worked with Leddy Group for over 14 years, served as the regional vice president prior to her promotion. In her new position, McGrail is responsible for quality assurance within the division as well as training and a wide range of special projects. The Leddy Group is a 26-year-old company with more than 300 clients and offices in New Hampshire, Vermont and Maine. The firm has been named "One of the top 100 private companies in New Hampshire" by *NH Magazine* several years in a row. For information about the company, visit www.LeddyGroup.com.

The **Prescott Park Arts Festival** was honored with three Spotlight Awards recently for last year's production of "The Sound of Music. The production won the Best Musical award, Director **David Kaye** won the best director for a musical and **Tara Conway** (Maria) won best actress in a musical. The festival's main stage program for 2008 will be Disney's Beauty and the Beast which will also be directed by Kaye. For more on the Prescott Park Arts Festival and the 2008 schedule, visit www.prescottpark.org.

SCORE, the Service Corps of Retired Executives, invites the local business community to its "How to Start Your Own Business" program set for 6-9 p.m., May 20 at 195A Commerce Way in Portsmouth. The course will cover: How to Research Your Idea, Forms of Business Organization, How to Prepare a Business Plan, Cash Flow Planning and Financial Reports, and How to Look for Financing. The program also provides an opportunity for attendees to speak with experienced executives and obtain valuable reference materials. The cost of the workshop, including reference materials, is \$30 per person or \$20 each for groups of two or more. For more information or to reserve a seat, call SCORE at (603) 433-0575 or visit www.scorehelp.org.

My Handyman of Southern NH and 4 Walls 1 Roof recently contributed time and expertise to upgrade the restrooms at the **Seacoast Repertory Theatre**. "The project got a veritable standing ovation from the staff at the Seacoast Repertory Theater" said Donna Fogel, general manager and development director for The Seacoast Repertory Theatre. "Everyone from My Handyman and 4 Walls 1 Roof was dedicated to capturing the spirit of the building and feel of the theater. We were impressed with the work that they did, from concept to completion. We have an exciting lineup of shows in the coming months and we're thrilled that part of our audiences' experience will now include these beautifully remodeled bathrooms." For more on the Seacoast Rep, visit www.seacoastrep.org. For details on My Handyman of Southern NH, visit www.myhandymannh.com. ★

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[WELCOME NEW MEMBERS]

The Chamber Welcomes New Members

The Greater Portsmouth Chamber of Commerce welcomes the following new members

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Center/ Med-Tec
Hearing Labs**

Hearing aids, opticians
818 Central Avenue
Dover, NH 03820
Contact: Tom Murray
Phone: 603-373-6240,
Email: tom.murray@canterbury
vision.com
Web: www.canterbury
vision.com

The Exeter Inn

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90 Front Street
Exeter, NH 03833
Contact: Tom O'Gorman
Phone: 603-772-5901,
Email: dos@innofexeter.com
Web: www.theexeterinn.com

Kittery Estates

*Senior citizen rental community,
senior citizen services*
220 State Road
Kittery, ME 03904
Contact: Susan Rydza
Phone: 207-438-9111,
Email: susan.rydza@holiday
touch.com
Web: www.holidaytouch.com

Marcucci Consulting

*Consultants, communications,
public relations*
14 Heidi Lane
Bow, NH 03304
Contact: Jayne Millerick
Phone: 603-715-5407,
Email: jaynemillerick@comcast.net

Nolan, Paulette

Individuals
32 Greenwood Street
Amesbury, NH 01913
Contact: Paulette Nolan
Phone: 978-388-9228,
Email: paulette.nolan2@
verizon.net

RCH Driveway Sealing

Sealcoating, snow plowing
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Dover, NH 03820
Contact: Richard Hiltunen
Phone: 603-742-0053,

**RPL Properties, LLC
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*Apartments, real estate,
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107 Ledgewood Drive
Portsmouth, NH 03801
Contact: Kerry Lyons
Phone: 603-436-1388,
Email: klyons@equivise.com
Web: www.winchester-place.com

**Seacoast Rugby
Club, Inc.**

*Nonprofit organizations,
recreation*
PO Box 397
Dover, NH 03821-0397
Contact: Bob Winchester
Phone: 603-749-2392
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