

Dividends

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Chamber kudos: Greater Portsmouth group names top citizens, business and volunteer of year

By Charles McMahon, Reprinted courtesy of *Foster's Daily Democrat*, Dover, NH



A sold-out crowd of some of the Port City's most familiar faces packed the courtyard at One Harbour Place (the evening of Thursday, August 13th)



to take part in the Greater Portsmouth Chamber of Commerce Annual Dinner and honor the Citizen, Business, and Volunteer of the Year.

With the sweet smell of lobster wafting through the waterfront, chamber members and their guests took part in an "island laid back" themed event billed as an "evening of camaraderie, fun and the opportunity to recognize the chamber's corps of volunteers."

Before the awards portion of the event, chamber President Doug Bates addressed the crowd about the many accomplishments and successes the organization has had over the past year and also recognized his staff and volunteers for their dedication.

"Despite the tough economy we've been able to accomplish a lot on behalf of our members over the past year," said Bates.

Bates listed just some of the national accolades the city has gained over the year from publications such as *National Geographic Traveler*, *AmericanStyle Magazine*, *Business Week* and many others.

"While money has been short and competition tough, there have been some breaks in the clouds that have helped to spotlight Portsmouth, drawing visitors and potential businesses to what I feel is one of the most vibrant, historical and interesting cities in the country," Bates said.

This year Bates said the chamber selected **Federal**

Savings Bank as the Business of the Year because of its long-standing support of a wide variety of programs through the years. With many of its employees serving on a number of chamber committees, Bates said this year's recipient had contributed much to the surrounding community as well.

"While we're recognizing them this evening for their contributions to the greater Portsmouth community, their involvement stretches far beyond our town line," he said.

Volunteer of the Year honors went to **Paul McAskill of The Compass Points**.

Bates said McAskill was selected because of his ability to help create and present programs in support of chamber members and the time commitment he has made as a volunteer to the chamber.

"Our volunteer of the year has been working behind the scenes longer than most of the chamber staff to help create and present programs in support of our members," said Bates.

The last award handed out during the event was Citizen of the Year honors and this year the accolade was shared by two well known faces in the Buy Local Campaign.

Both **Karen Marzloff**, founder of **The Wire**, and **Tom Holbrook**, owner of the **River Run Book Store**, were given the award this year for their continued contributions to the greater Seacoast community, said Bates.

Whether it was the Buy Local Campaign, the HEAT Campaign or the New Hampshire Seafood: Fresh and Local Campaign, Bates said both Marzloff and Holbrook emphasized the importance of "home grown initiatives."

"Although they come from two completely different lines of business, these two have managed to capitalize on one another's expertise to lead a revival of sorts — one that has already had a major impact on local business," Bates said. ★

The Chamber wishes to extend a special thank you to Platinum Sponsor Citizens Bank, and host sponsor Renee Riedel-Plummer of Two International Group, for helping to make the event a success.

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CHAMBER STATS

July-August 2009

Web Hits: 1.94 Million

Page Views: 191,884

Unique Visits: 73,245

Walk-ins: 11,210

Mailings: 453

[PRESIDENT'S MESSAGE]

GREATER PORTSMOUTH CHAMBER OF COMMERCE



I am about to enter my third year as President of your Chamber. When I began my presidency I put in place a goal: to make the Greater Portsmouth Chamber of Commerce the voice for business in the community and to connect all of you, its members, to each other and to the community. After two years, I am proud to say on behalf of the Chamber staff and volunteers that we have made – and will continue to make – significant progress toward that goal.

Tourism promotion has continued to bring thousands of visitors to the Seacoast, and to your businesses. Under the guidance of Nicki Noble we continue to be recognized as a premier place to visit in New England, the U.S. and the world. Here are just a few of our recent honors:

- Portsmouth was named to *National Geographic Traveler's* list of the globe's "Historic Places" – #26 in the world, #6 in the U.S.

- AmericanStyle Magazine named Portsmouth to its Top 25 Arts Destinations four years running
- TV Diner featured Portsmouth as their March '09 "Delicious Destination"
- Portsmouth was included in ForbesTraveler.com's list of "America's Prettiest Towns"

A complete list of accolades will be available soon on our new website.

We continue to grow Restaurant Week Portsmouth – from 18 restaurants and over 3,000 diners during the inaugural fall '08 event – to 30 restaurants and over 6,000 diners in spring '09. Success brings increased participation. We look forward to November for what is fast becoming a regional Restaurant Week, with all proceeds going towards continued destination marketing and PR.

And if that were not enough, Portsmouth has been selected to host the 2010 New Hampshire Governor's Conference on Tourism next May. (As a board member of the NH Travel Council, Nicki is actively involved in helping to organize the conference).

Membership and member programs are increasing community connections and collaborations, and increasing member value. Salina McIntire continues to show area businesses the value of membership and participation in the Chamber. She is aided by our gregarious Ambassadors who have "hit the streets" to meet and greet existing and new members. Our Business Development Committee is actively creating new programs. You may have heard the Seacoast Business Connections radio show on WSCA, Mondays at noon, which allows members to showcase their business "on air." The BDC also created educational seminars last year, which we will continue this year. The newly re-formed eCoast Committee has led to the re-establishment of the eCruise, eCoast website updates, and a renewed interest in attracting talented technology employees to the Seacoast. Despite the economy, Portsmouth remains a vibrant place for business. In March, *Business Week* rated the nation's "Best Small Cities for Startups" and selected Portsmouth as New Hampshire's best place to start a company.

Behind the scenes at the Chamber, our Business Manager Angie Stasz has worked very hard over the past year to transition our accounting system. We continue to respond to the current economic climate, and we, like you, have had to make difficult choices. We make every attempt to evaluate both our service to you and our ability to manage this business most effectively at the lowest cost. Our base membership dues have remained unchanged for years – though our expenses have not. To that end, beginning October 1, our renewal base dues will increase 3.5% on average. Our costs have risen at a much higher rate and, as such, the Board and I feel that not addressing this now would be irresponsible.

You may remember that we presented the results of our Chamber Branding Study in 2008. One project which is core to our brand tagline "Get Connected" is the new website. I am happy to report that we are nearly ready to go live. Brown & Co., Tidal Media Group, and Savvy Software have built us a first class website that will better meet the needs of both member and visitor alike. Aided by the marketing expertise of Board Member Diane Devine, and with the help of two UNH interns under Nicki's supervision, we have created a new site that will be clean, concise and classy.

The most important information on the website is yours. Please verify your online business listing by clicking on "Member Login" on the homepage. (If you need your username and password please contact Elizabeth at 603-610-5510 or info@portsmouthchamber.org.) Once logged in, you can also submit your upcoming events on our high-traffic online calendar. When the new site launches, you will find a wealth of new pages and new opportunities to advertise your business. We have reported our web "hits" in the past, but in this issue we begin reporting page views and unique visits – a more accurate representation of website traffic. And going forward we will present more information in summary format in the newsletter, with full stories, photos, and more information available on the website.

As I said in my President's message two years ago, which still remains true today, the Greater Portsmouth Chamber of Commerce has a remarkable history of service – both to our members and to the community. The work your Chamber does is directly connected to the growth of the Seacoast, and to making this community one of the best places to live and work in the country. Yet the high place which we have reached is not the summit, so we must continue to grow and evolve. Growth begins with your participation. There are always challenges and we must meet them – together. ★

GREATER
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CHAMBER OF COMMERCE

GET CONNECTED

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Leading the



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UNH Intern Thanks Chamber for Opportunities and Connections

– Bridgette Desmond, Class of 2009

As a recent graduate of the University of New Hampshire, I can remember nearing graduation in May and wondering what my future would hold. I was finishing a year-long marketing and communications internship at **Calypso Communications**, and was looking to take the next step toward my career goals. The Calypso staff had mentioned to me that they were members of the Greater Portsmouth Chamber, and that it would be a great experience for me to learn from the Chamber staff and to network with other businesses.

I started my internship at the Chamber in early June, looking forward to expanding my knowledge of marketing and communications. I was also excited to learn more about the tourism industry while working with Nicki Noble, the tourism manager. Having taken a few tourism courses at UNH, I had an interest in the field. (Also, the idea of working in beautiful & historic Portsmouth in the summertime was very appealing.)

I learned a lot during my time at the Chamber, from simple tasks like remembering to follow up with someone, or calling members to remind them about upcoming events; to even bigger responsibilities like helping to

overhaul the Chamber's website, and helping to organize and plan for upcoming events like Restaurant Week Portsmouth.

I was also able to realize another goal of mine while at the Chamber – to meet people and network within the community, and to gain future resources for my career path. The Chamber is a great place to get connected to the community. I have been able to really learn how the tourism industry works, and how networking and communication are invaluable assets to successful businesses. I have attended networking events, the Golf Tournament, and the Annual Dinner, sat in on committee meetings, and even been on the Chamber's WSCA radio show!

By interning at the Chamber, I have grown as an individual and also as a professional. I have gained the courage and the confidence as a young professional to help me in my future endeavors. ★

Bridgette Desmond has recently relocated to Portsmouth and will stay on to help the Chamber part-time with marketing coordination as the organization heads into the busy fall/holiday season. Bridgette may be reached at marketing@portsmouthchamber.org.

The Chamber encourages UNH and area undergraduate students to inquire about on-going internship opportunities by contacting Nicki Noble and sending their resume to tourism@portsmouthchamber.org.

Government Affairs Committee Updates:

– Howard Altschiller, Executive Editor,
Seacoast Media Group

The Government Affairs Committee is working to define its mission as the bill filing period begins in the New Hampshire House and Senate.

When the group met on Sept. 4, members agreed that the committee's top priority is to educate Chamber members in a timely manner about government actions at the local, state and federal levels that affect small businesses. The committee will also provide opportunities to meet with lawmakers and subject matter experts at forums and networking events. It will also, on occasion, advocate or oppose proposed government actions, and take field trips to areas of interest. Committee members recently visited the Portsmouth Naval Shipyard. The next trip in the works is to Schiller Station, the PSNH wood burning power plant in Newington.

Because the committee wants to educate members and respond to events in a timely manner, the group agreed to begin meeting every two weeks. The Government Affairs Committee's next meeting is Friday, Sept. 19.

State Sen. Martha Fuller Clark, who represents Greenland, Hampton, Hampton Falls, New Castle, Newington, North Hampton, Portsmouth and Rye, said the House has begun accepting bills for the 2010 session and the filing period ends Sept. 25. The state Senate will accept bills until Dec. 5. She stressed that the time to influence a piece of legislation is in November, December and January. Once a committee votes on a bill it is much harder to influence it.

Fuller Clark encouraged Chamber members interested in filing legislation or with any other questions or comments to contact her at by email at martha.fullerclark@leg.state.nh.us or write to her at her Senate Office: State House Room 302, 107 N. Main St., Concord, NH 03301.

Senator Fuller Clark also committed to working with the Chamber to keep members apprised of bills that could impact local businesses.

The House and Senate hold their next sessions on Oct. 28.

The committee, chaired by myself and Patrick Closson, a lawyer at the McLane Law Firm, has grown to 50 members over the past year, including the entire Portsmouth Legislative delegation, and many of the area's business and industry leaders.

If you would like to join the chamber's Government Affairs Committee, please contact me at haltschiller@seacoastonline.com or Patrick Closson at Patrick.Closson@McLane.com. ★



Nicki Noble and Bridgette Desmond enjoy the Annual Dinner lobster bake

Calendar of Events

MID-DAY MEET PEASE

*Connect and Network
at the Mid-Day Meet*

11:30 a.m.-12:30 p.m., Friday, Sept 18

TWO INTERNATIONAL GROUP

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

Mark your calendar to network at the September 18th 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. ★



BUSINESS AFTER HOURS

5 -7 p.m., Thursday, Sept 24

THE PORT INN

(505 ROUTE ONE BYPASS, PORTSMOUTH)

Five different culinary marvels, and a chance to drive a Jaguar for the weekend, await you at this month's Business After Hours! The event will be hosted by **The Port Inn**, Portsmouth's premier independent hotel, and co-sponsored by **Avery Insurance**, protecting lifestyles in New Hampshire since 1899. The theme for the evening will be "Your Pass-Port to the Culinary Delights of The Seacoast" including food from some of the Seacoast's finest caterers and restaurants: **A Bite to Eat, Warren's Lobster House, Café Nostimo**, and featuring **Smuttynose** beer. A sampling of delicious desserts including chocolate-covered strawberries courtesy of **Edible Arrangements** and homemade cupcakes presented by **The Old Stove Bake Shoppe**.

Door prizes will include a two-night "Stay & Shop" package from The Port Inn complete with the use of a 2009 Jaguar compliments of **Exeter Jaguar**, the highest volume new & used Jaguar dealership in the Boston area.

Ample parking will be available in the rear parking lot of The Port Inn.

Admission is just a business card. ★



technology roundtable

eBREW

5 -7 p.m., Thursday, Oct 1

THE PRESS ROOM

(77 DANIEL STREET, PORTSMOUTH)

Join us for the monthly eBrew at **The Press Room**, the number one music club in the Seacoast. The eBrew is open to the employees and guests of all local high-tech businesses and the local business community. Admission is free. For more information on The Press Room, featuring live blues, jazz, folk, R&B and Latin Jazz seven nights a week, visit www.pressroomnh.com.

Sponsorship opportunities for the popular monthly technology networking events are available. To find out more, please contact the Salina McIntire, the Chamber's membership manager, at (603) 610-5514 or membership@portsmouthchamber.org. For more on eCoast Technology Roundtable activities, visit www.ecoast.org. ★

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GREATER
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 GET CONNECTED

MID-DAY MEET DOWNTOWN

11:30 a.m.-12:30 p.m., Friday, Oct 2

THE PAGE

(172 HANOVER STREET, PORTSMOUTH)

Downtown businesses now have a facilitated networking venue in the Chamber's Mid-Day Meet Downtown. The monthly programs are hosted by **The Page Restaurant**. The first Friday of every month (October 2nd). Conversation is facilitated by member volunteers to make it easy and fun to learn about other participants and those with whom they do business. Attendees will also get a chance to share their business stories and who they'd like to do business with. RSVPs are requested to insure adequate seating. Those with questions may contact Salina McIntire the Chamber's membership manager, at (603) 610-5514. ★



Join us for a special culinary event
RESTAURANT WEEK PORTSMOUTH



THREE COURSE PRIX FIXE
 \$29⁹⁵ Dinner / \$16⁹⁵ Lunch

Nov 8-15th 2009

Presented by
 THE GREATER PORTSMOUTH CHAMBER OF COMMERCE

603 610 5510
www.restaurantweekportsmouth.com

WHAT'S AHEAD

[SEPTEMBER]

18th

Mid-Day Meet Pease

24th

Business After Hours

[OCTOBER]

1st

eBrew

2nd

Mid-Day Meet
 Downtown

22nd

Seacoast Chambers'
 Schmooze

[NOVEMBER]

8-15th

Restaurant Week
 Portsmouth

[DECEMBER]

18th

Annual Holiday
 Winetasting &
 Auction Gala

[RENEWING MEMBERS]

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

- | | |
|---|--|
| AAA Northern New England | Morris Insurance Services |
| Allegra Print & Imaging | NE Medical Insurance Services |
| Anneke Jans | NH Business Review |
| Apple Painting & Restoration | NH Business Sales, Inc. |
| Aqua Communications | The Oar House |
| Auger Building Company, Inc. | Osprey Landing |
| Baker Newman & Noyes | Papa Wheelies Bicycle Shop |
| Ben's Auto Body | Peak Business Consultants |
| Blue Ocean Society
for Marine Conservation | Pike Industries, Inc. |
| Bressette & Company | Portsmouth Computer Group |
| Bruce Mast & Associates, Inc. | Portsmouth Hair Care
& Day Spa |
| Captain & Patty's Clambake | Portsmouth Harbor Cruises |
| The Captains Landing | Portsmouth Harbor Inn & Spa |
| Clear Advantage Laser Vision | Portsmouth Housing Authority |
| The Compass Points | Portsmouth Regional Ambulatory
Surgery Center |
| D.F. Richard, Inc. | Regatta Banquet & Conference |
| The Eyeglass Shop | Seacoast Hospice |
| First United Methodist Church | Seacoast Mental Health Center |
| Granite State Minerals, Inc. | Seacoast Mental Health
Consumer Alliance |
| Great Bay Gallery Function Hall | Seacoast Shipyard Association |
| GreatWaters Bank & Trust | Steven H. Berg, MAI, SRA |
| HarbourPointe Financial | Stoney Knoll Realty |
| Resources | Taylor Research & Company |
| Holiday Inn Express | Three Chimneys Inn |
| Home Health VNA | Tidal Media Group |
| J.L. Coombs | Toscano & Ardito, P.C. |
| Judith F. Chimenti
Insurance & Financial | Trends Marketing Group, Inc. |
| Kennebunk Savings Bank | Tugboat Alley |
| Kirk Communications | United Way of the Greater
Seacoast |
| Lamprey Brothers, Inc. | York Harbor Inn |
| Louis F. Clarizio, DDS PA | York's Lobster & Seafood |
| McMaster Agency | |
| Me & Ollie's Cafe | |

SEACOAST CHAMBERS' SCHMOOZE SET FOR OCT. 22

Limited Exhibitor Space Available at Popular Event – Those looking for an opportunity to broaden their networking horizons should plan on attending this year's Seacoast Chambers' Schmooze set for 4-7 p.m., Thursday, Oct. 22 at the Frank Jones Center on Route 1 Bypass in Portsmouth. The program, underwritten by Public Service of New Hampshire, is presented by the Greater Dover, Exeter Area, Portsmouth and Rochester Chambers of Commerce. Supporting sponsors include Daystar Computer Services, Fairpoint, Laconia Savings Bank, Profile Bank and Unital.

The joint event, held since 2006, has brought rave reviews from attendees. Organizers received comments like "Awesome, make sure you do it again," Kelly Samson, Robin Savoie and Bill Savoie, of Savvy Software, relax on the M/V Thomas Lighton's top deck during the eCoast Technology Roundtable eCruise held July 16. They joined 220 other tech travelers who turned out for the annual networking cruise to the Isles of Shoals. "Bravo! That was one of the best networking sessions I have ever attended."

The evening event will feature "schmoozing" opportunities, 32 exhibitors, a buffet of hors d'oeuvres provided by local restaurants and a cash bar.

Admission to the Schmooze is \$10 for preregistered Chamber members and \$15 for nonmembers and payment at the door. A limited number of exhibitor spaces are still available for the event.

To sign up for the event, or register as an exhibitor, visit www.seacoastschmooze.com. The site features both online and downloadable registration forms. ★

RIVERWOODS EXETER BUSINESS AFTER HOURS RECAP –The Seacoast region's premier life care community, Riverwoods at Exeter, hosted the Greater Portsmouth and Exeter Area Chamber members with style at the July 30th Business After Hours. Throughout the beautiful facility, patrons were treated to a glass of wine served by Galley Hatch Catering, and an extensive sampling of culinary treats offered by the Riverwoods staff chefs – including lamb lollipops, Portuguese stuffed clams, and smoked salmon canapés. During the event, tours of the facility showcased the extensive amenities at the life care community and the living space options available to residents.

A long list of exciting door prizes were awarded to many attendees. Matthew Halfmann of The Provident Bank and Electra Alessio of Carriage Towne News won Lindt & Sprungli chocolate samplers. Dr. Duke Lovetere of Duke Family Chiropractic scored tickets to The Music Hall. Peter Craig of Trustworth PC Service and Peter de Puy of Atlantic Laser Clinic both were the lucky recipients of gift certificates to The Exeter Inn's Epoch Restaurant. Elizabeth Faria of Discovery Toys and Mark Syracusa of Apple Painting and Restoration won gifts from Hannah Fine Foods. Brian Keane of New York Life picked up a wine and cheese sampler from Cornucopia Wine and Cheese Market. Nancy McGehee of Great Bay Home Inventory Services went home with an enviable Longchamp bag from LunaChics. Paula from Lindt & Sprungli won a Cymbidium Floral flower arrangement. Donna Downs of Edible Arrangements won a limo ride courtesy of Regal Limousine. ★



John O'Sullivan and Denise Brown from Ad-Cetera Graphics and Exeter Chamber members



Carol McClard of Ocean Bank, Cathleen Toomey of Riverwoods, an Exeter Chamber member and Lisa Henderson, NH Workforce Housing Coalition of the Greater Seacoast enjoy the Business After Hours

[MOVERS & SHAKERS]

Following the launch of the new Chamber website, a complete list of "Movers & Shakers" will be available at www.portsmouthchamber.org/movers.cfm. Members may submit their press releases for consideration to communications@portsmouthchamber.org.

During the first half of 2009, **Smuttynose Brewing Company** posted a 21% increase in volume over the same period last year. Beer sales overall in the United States are slightly down compared to last year. However, one corner of the beer industry – craft brewing – is still putting up healthy growth numbers, and Smuttynose's growth exceeds that trend. Expanding distribution into four new states, and the introduction of a new beer - Star Island Single - both account for a portion of the company's growth. But the most significant increase is right here in New Hampshire, where shipments are 36% higher than last year's. Smuttynose continues to add brewing capacity to its Portsmouth facility, and develops its plans to build a new facility in Hampton. For more information, visit www.smuttynose.com.

Liberty Mutual Group recently supported New Generation, Inc., a shelter for pregnant and parenting women, with a \$2000 donation. This contribution is in support of improving the quality of life in the communities in which Liberty Mutual employees live and work, and will help cover the cost of operating the shelter and its aftercare program. Founded in 1987, New Generation, Inc. is a shelter for homeless pregnant and parenting women that houses up to seven women and their infants at a time, providing counseling, parenting education, nutrition and life skills, transportation to partnering agencies. For more information, visit www.libertymutual.com.

Federal Savings Bank announced its support of the Southeast Economic Development Corporation (SEDC), an independent non-profit corporation specializing in providing and locating financial assistance for businesses in southeastern and south central New Hampshire. In the ten years since SEDC was established, they have assembled one of the largest revolving loan funds and loan portfolios in the state. They have placed over \$17,000,000 to businesses in the area, which brought in over \$70,000,000 more. This has resulted in about 2,100 jobs being created and retained directly and about 4,500 jobs created or retained indirectly. For more information, visit www.fsbdoover.com.

Piscataqua Savings Bank honored four local high school seniors with a \$1,500 college scholarship. The selected students demonstrated a commitment to community service and exhibited qualities of high character during their high school years. The annual scholarship awards are given to two students from Portsmouth High School, one student from Marshwood High School in Eliot, and one student from Traip Academy in Kittery. The recipients are selected each year by the schools' guidance departments based upon criteria established by the Bank. For more information, visit www.piscataqua.com.

The newest addition to **Blue Ocean Society for Marine Conservation's** marine life touch tank is a rare orange lobster. The brightly colored lobster, who is a little over a pound, was graciously donated by Hannaford Supermarket in Hampton. He arrived at the store's seafood market in July, the third orange crustacean to

come to the market this season. The lobster is now residing in the 110-gallon tank on the **Isles of Shoals Steamship Co.** dock. For more information about Blue Ocean Society or the touch tank, visit www.blueoceansociety.org.

First Colebrook Bank's new full-service office in Portsmouth opened on August 31 under the direction of Branch Manager **Ben Wheeler**. Wheeler comes to First Colebrook Bank from Citizens Bank, where he served as Business Banking Officer at several Seacoast-area branches. He served previously as Membership Coordinator & Development Officer for Portsmouth's Strawberry Banke Museum. Wheeler is a member of Portsmouth Rotary and chairs the Rotary Youth Leaders of America. The bank's Portsmouth office is located at 2400 Lafayette Road (Route 1), near the Southgate Plaza and next to Water Country. For more information, visit www.firstcolebrookbank.com.

TMS Architects was recognized for Best Design/Build at the Accent Home & Garden magazine Best of Accent Awards, which distinguish outstanding local talent in the home design industry. TMS Architects received the award for their 4,300 sq. ft. residence overlooking a tidal estuary leading directly to the Atlantic Ocean. The home is a stunning four bedroom designed and built by TMS Architects to take advantage of the home's unobstructed view of a tidal estuary and the ocean view beyond. Living areas are situated to face the ocean, and a multitude of windows embrace not only the waterfront views, but also an expansive stone patio for outdoor living. For more information, visit www.tmsarchitects.com.

RE/MAX of New England announced that **RE/MAX Coast to Coast Properties** of Portsmouth ranked sixth in home sales in the New England region with over 235 offices for the first half of 2009. **Paul Hamblett**, Owner/Broker of RE/MAX Coast to Coast proudly explained that their agents are working very hard, very smart and creatively to get the job done. Hamblett thanks his staff and agents for their commitment to the Real Estate industry and their ability to plow forward in these turbulent times. RE/MAX Coast to Coast is located at 150 Mirona Road, Portsmouth. For more information, visit www.seacoasthomesnh.com.

Piscataqua Landscaping Co., Inc. recently celebrated its 30th anniversary at an event honoring staff, clients and vendors through the years. The event was held in the courtyard of One Harbour Place, owned and operated by **Two International Group**, one of Piscataqua Landscaping's commercial clients. Piscataqua Landscaping Co. surpassed the one million dollar mark in snow removal revenue in 2008, making their 29th year in business the best yet. For more information, visit www.piscataqua-landscaping.com.

Gina M. Norris, an attorney with the law firm **Wiggin & Nourie, P.A.**, joined the board of directors for the **New Hampshire Art Association**. Norris is an associate practicing in both the Manchester and Portsmouth offices of

Wiggin & Nourie, P.A. As an NHAA board member, Norris will work with the organization to help fulfill its mission: to promote the arts and the artist profession; to stimulate interest and participation of its members in exhibitions and professional endeavors; to exhibit and sell members' works in a variety of juried and non-juried exhibitions; and to advance the public understanding and appreciation of the arts. For more information, visit www.nhartassociation.org.

Harbour Light Strategic Marketing, a web design, creative brand agency and parent corporation **Savvy Software Inc.**, a web based content management software company, recently hired a new in-house SEO Strategist. **Kelly Samson**, an experienced Internet marketing specialist, brings enthusiasm and expertise in web site and data analysis, search engine optimization, inbound marketing, and copywriting. Harbour Light will be offering a more comprehensive SEO maintenance service to their portfolio of clients, as well as new web site customers. For more information, visit www.besavvy.com.

The International Council on Active Aging (ICAA), an association that supports professionals who provide services for age 50+ adults, named **Barbara Trimble**, Founder/CEO, **Extended Family, LLC**, to the new ICAA Visioning Board. The leaders appointed to Board will drive ICAA 2020, an initiative set up to create a vision for the future of active aging. Trimble will work with the Board to develop a vision for such vital components of active aging as programming, facility development, and community design. Trimble founded Extended Family, LLC in 2004. For more information, visit www.extended-family.net.

Ristorante Massimo received a number of honors in **Taste of the Seacoast's** first annual Best of Taste Awards. Readers named the restaurant 2009's "Best Special Occasion Spot" and "Most Romantic Restaurant" and selected it for having the "Best Restaurant Wine List." The survey compliments Massimo's for its ability to transform its intimate downstairs location into a romantic getaway for Seacoast guests. An aura of romance is dispelled through the Classical art that adorns the brick walls, perfectly set tables, world class Italian cuisine, fine wine, and superior service. For more information, visit www.RistoranteMassimo.com. For reservations, call 603-436-4000.

Renee Riedel-Plummer, Vice President of Marketing at **Two International Group**, is proud to announce the opening of a branch office for Stifel, Nicolaus & Company, Inc. at One New Hampshire Avenue on Pease International Tradeport. Stifel, Nicolaus, a subsidiary of Stifel Financial Corp., was founded in 1890 and this is the company's first location in the Portsmouth area. Two International Group is a leading commercial real estate development company with numerous buildings on Pease International Tradeport and in downtown Portsmouth. For more information, visit www.twointernationalgroup.com. ★

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The Chamber Welcomes New Members

The Greater Portsmouth Chamber of Commerce welcomes the following new members

American Lung Association

Non-profit organizations
122 State Street
Augusta, ME 04330
Contact: Kathryn Libby
Phone: 207-624-0307
Email: klibby@lungne.org
Web: www.lungne.org

Axis Business Solutions

Computer networking
536 Green Street
Portsmouth, NH 03801
Contact: Mark Miller
Phone: 603-294-4978
Email: mmiller@axisbusiness.com
Web: www.axisbusiness.com

Common Man Portsmouth

Restaurants
96 State Street
Portsmouth, NH 03801
Contact: Erika Murphy
Phone: 603-334-6225
Email: cmpgm@thecman.com
Web: www.thecman.com

Ellis Insurance Agency

Insurance
196 York Street
York, ME 03909
Contact:
Phone: 207-363-7670
Email: dsplaine@ellisinsuranceagency.com
Web: www.ellisinsuranceagency.com

Guide Me Maps

Advertising, marketing, publications
36 Waverly Street
Portland, ME 04103
Contact: Jason Dye
Phone: 207-232-7853
Email: info@guidememaps.com
Web: www.guide
memaps.com

Northwestern Mutual Financial

Insurance
30 International Drive
Portsmouth, NH 03801
Contact: Monica Bellevue
Phone: 603-498-8386
Email: monica.bellevue@nmfn.com
Web: www.nmfn.com

OBriens II Inc.

Convenience stores
856 Route 1 Bypass
Portsmouth, NH 03801
Contact: Richard Plaisted
Phone: 603-431-8280
Email: obriens2@earthlink.net

Seaside Associates

Employment agencies & services, staffing
1262 L Woodbury Ave.
Portsmouth, NH 03801
Contact:
Phone: 603-766-3480
Email: hmh@seasideassociates.com
Web:
www.seasideassociates.com

Tammy Byron Photography

Photographers, weddings
633 Dennett Street
Portsmouth, NH 03801
Contact: Tammy Byron
Phone: 603-431-2296
Email: tammybyron@comcast.net
Web: www.tammybyron.com

Winsor Brook Property Advisors

Real estate, commercial, residential, property management
100 Main St., Suite 100
Dover, NH 03820
Contact: Doreen Rainville
Phone: 603-750-7501
Email: drainville@winsorbrook.com
Web: www.winsorbrook.com