

Dividends

GREATER
PORTSMOUTH
CHAMBER OF COMMERCE
"GET CONNECTED"

OCTOBER 2007



GREATER PORTSMOUTH CHAMBER OF COMMERCE



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Members of the Chamber's Holiday Auction Gala committee pose for a picture during one of the group's recent meetings. They are, left to right, cochair Julie Burns, CTX Mortgage; Bill Maloney, Strategic Talent Management; Pam Bishop, First National Bank of Ipswich; Laurie Mantegari, Etchex; Kaarin Olofsson, Chamber marketing & events manager; and Jay McSharry, cochair and owner of Jumpin Jay's Fish Cafe. See article for additional members not pictured.

Great Bargains, Unique Finds to Highlight Holiday Auction Gala

Event Gives Members a Chance to Spotlight Products & Services

With just two months to go to the frantic holiday shopping season, the Chamber's holiday auction committee has kicked into high gear seeking out an eclectic mix of hot items for this year's program set for Nov. 29 at the Portsmouth Country Club.

Each year the auction features more than 200 items from high-end jewelry and exotic vacations to unique and hard-to-find "perfect gifts." The auction also provides an opportunity for members to showcase their products and services at a time when people are gearing up for the holiday shopping season.

"We're really excited about this year's program and are working to make sure the auction is a win-win for everyone," said Kaarin Olofsson. "It's a perfect way to market to a wide range of people from the Seacoast business community and a fun way for members to support Chamber programs; not to mention that the **Seacoast Child Advocacy Center** will receive \$1,000 from the proceeds."

Over the next several weeks, members of the auction committee will be canvassing Chamber members for contributions to the program said Olofsson. "We're working to create a successful

fundraising event where everyone gets a chance to participate and enjoy an evening of fun, excitement and entertainment.

Those members interested in spotlighting their businesses through sponsorship or auction donations may contact Kaarin Olofsson, the Chamber's marketing and events manager, for more details at (603) 610-5527 or kolofsson@portsmouthchamber.org.

The Chamber thanks the following committee members who are working to make this year's auction the best yet: Cochairs Julie Burns, **CTX Mortgage**; and Jay McSharry, **Jumpin Jay's Fish Café**; Laurie Mantegari, **Etchex**; Pam Bishop, **First National Bank of Ipswich**; Bill Maloney, **Strategic Talent Management**; Wayne Smith, **Oppenheimer Investments**; Melissa Lesniak, **Keller Williams Coastal Realty**; Emily Huebner, **Jumpin Jay's Fish Café**; and Rebecca Lee, **Grubb & Ellis/Coldstream Realty**. ★

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[PRESIDENT'S MESSAGE]

G R E A T E R P O R T S M O U T H C H A M B E R O F C O M M E R C E



Doug Bates,
President

I had no idea that I would be president of your Chamber on the day I left for my summer vacation in East Africa. I left on that adventure confident that I could do the job, but my main focus was to reach a goal: to stand on the top of Mount Kilimanjaro in Tanzania under a full moon on July 29. I accomplished that goal, and less than thirty days later, started another journey toward a new 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.

The Greater Portsmouth Chamber of Commerce has a remarkable history of service to our members and to the Seacoast community.

The work your Chamber does is directly connected to the growth of the Seacoast. We all should be proud of the work we do, and have done, to make this community one of the best places to live and work in the country. However, the high place that we've reached is not the summit, so we must continue to grow and evolve.

Growth begins with you. Your participation is the key. The more you participate in Chamber programs and activities, and the more you can connect with each other and the community, the more we will grow. It is my job to help you realize that growth. While we're starting from a high point, let's not fool ourselves into thinking we can rest on our successes. There are always challenges and we must meet them— together.

Affordable housing, health insurance, brain drain, sprawl, infrastructure, energy and conservation issues are but a few of the challenges that lay ahead. New technologies can increase efficiencies and enhance communications, but face-to-face relationships and strong partnerships are still at the core of all successful business endeavors. So let's work together on "getting connected" to new ideas, new opportunities and new successes.

We are fortunate at the Chamber to have a wonderful staff and a new direction that will be reflected in the new brand that we will officially roll out at our annual dinner on October 18 (don't forget to make your reservation). It will be my job to integrate that new brand into our activities and work with fellow staff members to reorganize our efforts and resources in a way that will allow us to better serve you and the community. I cannot do it alone. The board and staff has committed to working with me and it is my hope that you will do so as well. The power of the Chamber lies within your relationship to each other and to our collective relationship to this community. I pledge to work for and with you in this effort.

Please know that my door is always open and I'm happy to speak with anyone on any subject whether it involves some of the major issues I've mentioned, something we've done right, or something we've done wrong. As I said before, communication is the foundation of our relationships. So over the coming months and years, I look forward to getting better connected with the Chamber's role and you—our members. ★

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 1,300 businesspeople throughout New England.

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Partners in the Portsmouth WiFi project, and state and city officials, pose with a state grant for \$10,000 which will be used to fund effort. Pictured left to right are Dave Gibson, BayRing Communications; Gerard Goubert and Paul Goransson, Cisco; Chris Volpe, UNH IOL; Portsmouth Mayor Steve Marchand; Mike Vlachic, economic development director for the NH Department of Resources and Economic Development; Ginny Griffith, the Chamber's business development manager; Doug Bates, Chamber president; Al Levy, Summit Technologies; Alan Brady, communications director for the City of Portsmouth; Erik Crago, Port City Web; and Nancy Carner, Portsmouth economic development director. In front is Scott Campbell from Buzz on a Budget.

Chamber Applies for Record State JPP Grant

Matching Funds to Provide \$70,000 for Programs

The Seacoast Business community will start benefiting immediately if the State of New Hampshire approves a Chamber grant proposal worth more than \$70,000. The grant would effectively double the Chamber's ability to fund ongoing and new tourism marketing initiatives including both in-state and out-of-state components.

The grant is a matching program that would require the Chamber to raise \$35,000 of the total with the state contributing the other half.

Included in the proposal is funding for a series of seasonal calendar rack cards that will be distributed throughout the Seacoast area, a brochure highlighting the Portsmouth Harbour Trail which is distributed at a number of state-run rest stops, expanded functionality of the Seacoast Music Collaborative website, participation at the Boston, Canadian Sales Mission and American Bus Association Travel Shows; ads in *Yankee Magazine*, quarterly eNewsletters to those who inquire about visiting the Greater Portsmouth area, direct mail pieces and funding for a public relations agent to actively market Portsmouth to writers, newspapers, magazine and travel guide publishers worldwide.

The grant proposal was a joint effort of the Chamber staff and volunteer members of the Chamber's tourism and tourism marketing committees. Marge Hubbard, former Chamber vice president and tourism manager, worked with the committee to establish

requirements for the coming year and generated the narrative from her new home in Huntsville, Ala. for two, 50-page grant packages detailing the separate in-state and out-of-state proposals.

The package was submitted to the NH Department of Travel and Tourism Development Monday. Members of the Chamber staff will travel to Concord Nov. 2 to defend the proposal before the state's Joint Promotional Program Committee. ★

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."

Members should have received a username and password when they joined the Chamber. To access company or update company information, click on Member Login on the Chamber's web site home page and enter that information. The next page will display links to the various profiles that may be updated.

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. ★

Seacoast Guide Ad Sales Now Underway

Guide Expands to Include Community Profiles

Advertising sales are now underway for the 2008 issue of the Seacoast's most comprehensive visitor guide which features expanded printing and distribution throughout New England, listings spotlighting local attractions, accommodations, dining, shopping, services and function facilities.

New this year is a new section spotlighting the nine Seacoast communities served by the Chamber. Adding the profiles reflects an expanded role for the Seacoast Guide as a relocation, as well as, tourism guide.

Guide advertisers get a number of additional benefits beyond the initial listing. Advertisers are prominently featured in the Guide map, and eligible for other tourism program discounts for ads in the Chamber's new pad map and an expanded web presence and link on the Chamber's website at www.portsmouthchamber.org.

More than 125,000 guides are distributed every year throughout the region and at 18 visitor information centers across New Hampshire.

More information on Seacoast Guide advertising, advertiser benefits, and a downloadable copy of this year's contract are available online at www.portsmouthchamber.org/seacoastguide2008.cfm.

For other questions, contact Tom Cocchiaro, the Chamber's communications manager at (603) 610-5520 or tcocchiaro@portsmouthchamber.org. ★

Calendar of Events



Join to Celebrate the Year & Annual Award Winners

5:30-9:30 p.m., Thursday, Oct. 18

STRAWBERRY BANKE MUSEUM
[MARCY ST., PORTSMOUTH, NH]

The Chamber invites members and guests to the 2007 Annual Dinner and Awards Ceremony on the grounds of **Strawbery Banke Museum**. The event is open to the Seacoast community.

A key aspect of the annual dinner is to recognize those who have contributed to the organization's success including new officers, outgoing and incoming directors and volunteers.

The annual dinner will also recognize this year's group of annual award winners including business, volunteer and citizen of the year.

The dinner will feature some of the Seacoast's finest foods from **The Dunaway Restaurant, Galley Hatch Catering, Pesce Blue**, and others. Guests will also leave with a gift bag filled with special items donated by Chamber-member businesses. For a list of the more than 60 contributors, and to get an idea of what's in the bag, visit the annual dinner page on the Chamber's web site listed below.

Major sponsors for this year's event include Platinum Sponsor **Citizens Bank**, Gold Sponsors **Public Service of NH, Sperry Tents** and **Federal Savings Bank**; and Silver Sponsors **Sheraton Harborside Portsmouth Hotel, Portsmouth Regional Hospital, Two International Group, Ocean Properties, TD Banknorth** and **BID2WIN Software, Inc.**

Cost of the event will be \$85 for Chamber members and guests and \$800 for a table of 10. To reserve a seat or a table online, visit www.portsmouthchamber.org/annualdinner2007.cfm or contact the Chamber at (603) 610-5510. ★

Mid-Day Meet Networking

*Connect and Network
at the Mid-Day Meet*

11:30 a.m.-12:30 p.m., Friday, Oct. 19

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

Mark your calendar to network at the September 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 Kaarin Olofsson at (603) 610-5527 or kolofsson@portsmouthchamber.org. ★



Join Us for One of the Biggest Networking Events of the Year

4-7 p.m., Thursday, Oct. 25

FRANK JONES CENTER
[400 RTE 1 BYPASS, PORTSMOUTH, NH]

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. 25 at the **Frank Jones Center** in Portsmouth. The program, underwritten by **Public Service of New Hampshire**, is presented by the Greater Dover, Exeter, Portsmouth and Rochester Chambers of Commerce.

The first event of its kind, held in 2006, brought rave reviews from attendees especially for the facilitated networking portion of the program. Organizers received comments like "Awesome, make sure you do it again," "Bravo! That was one of the best networking sessions I have ever attended," and "It was such a great event. I really enjoyed myself and got a lot of good business from the speed networking portion."

The evening event will feature three hours of "schmoozing" opportunities, including free-form and facilitated networking sessions. The Schmooze program will also feature 32 exhibitors, a buffet of hors d'oeuvres provided by local restaurants and a cash bar.

Admission to the Schmooze is \$10 for Chamber members and \$15 for nonmembers. The Seacoast Chambers thank the following sponsors for helping to make this year's event possible: **Daystar Computer Services, Federal Savings Bank, Laconia Savings Bank, Profile Bank** and Unitil in partnership with 1270 AM WTSN and **98.7 The Bay, Gentle Giant Movers, Seacoast Media Group** and the Hampton Beach, Greater Somersworth and Greater York Region Chambers' of Commerce. ★



eBrew

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

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. For more on Roundtable activities, visit www.eoast.org. ★

vents

Sponsored By
Sir Speedy
OCTOBER ★ 2007



GREATER
PORTSMOUTH
CHAMBER OF COMMERCE

Holiday Auction Gala

Join Us for A Special Evening
of Holiday Cheer and Great Deals
at the Portsmouth Country Club

5:30-9:30 p.m., Thursday, Nov. 29

PORTSMOUTH COUNTRY CLUB
[80 COUNTRY CLUB LANE, GREENLAND, NH]

"Lights, Camera, Auction!" Mark your calendar today to join us for this year's Holiday Auction Gala at the scenic **Portsmouth Country Club**.

The event will feature a live auction filled with priceless and hard-to-find bargains and a silent auction packed with an array of fabulous items donated by Chamber-member businesses including a chance to win a 50-bottle smorgasbord of fine wines. A thousand dollars from this year's event will benefit the **Seacoast Child Advocacy Center**.

"The auction committee has been working hard for this year's event and it looks to be one unforgettable night," said Kaarin Olofsson, the Chamber's marketing and events manager. "Donations have been coming in, and include tickets to sporting events, weekend getaways, restaurant gift certificates and many others."

Those who donate a \$15 - \$20 bottle of wine will automatically get free publicity in event marketing materials and all donors will be listed on signage at the event. Those members interested in spotlighting their businesses through sponsorship or auction donations may contact Kaarin Olofsson, the Chamber's marketing and events manager, for more details at (603) 610-5527 or kolofsson@portsmouthchamber.org.

The Chamber thanks the following committee members who are working to make this year's auction the best yet: Cochairs Julie Burns, **CTX Mortgage**; and Jay McSharry, **Jumpin Jay's Fish Café**; Laurie Mantegari, **Etchex**; Pam Bishop, **First National Bank of Ipswich**; Bill Maloney, **Strategic Talent Management**; Wayne Smith, **Oppenheimer Investments**; Melissa Lesniak, **Keller Williams Coastal Realty**; Emily Huebner, **Jumpin Jay's Fish Café**; and Rebecca Lee, **Grubb & Ellis Coldstream Realty**. ★

WHAT'S AHEAD

[OCTOBER]

4th

Monthly eBrew
The Press Room

18th

Annual Dinner and
Awards Ceremony
Grounds of
Strawbery Banke Museum

19th

Mid Day Meet
Two International Group

25th

Seacoast Chambers'
Schmooze
Frank Jones Center

[NOVEMBER]

1st

Monthly eBrew
The Press Room

14th

Breakfast Forum
Topic and Location
TBA

29th

Holiday Auction
Portsmouth
Country Club

[DECEMBER]

6th

Monthly eBrew
The Press Room

19th

Holiday Winetasting
Sheraton Harborside
Portsmouth Hotel

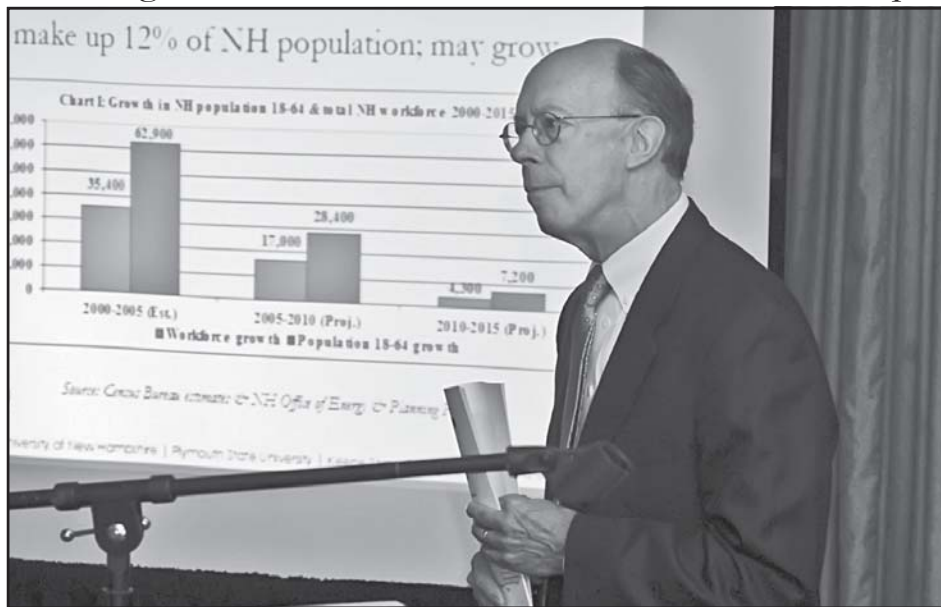
RENEWING MEMBERS

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

A Safe Place	Klines's Furniture Co.
Abercrombie & Finch	La Femme Intimates
Abundant Wildlife Removal	Le Parisian, LLC
ALL WIRELESS	Lee Hecht Harrison, Inc.
Alternate Transit Advertising	Little Blessings Preschool
Atlantic Media, Ltd.	M S Carter, Inc.
Back Bay Networks NH	Maguire Group Inc.
Bernstein Shur	Manchester Airport
Betty LaBranche Agency, Inc.	Manifestations, LLC
Bigelow & Company. CPA's	Martha Fuller Clark
Breakfast Hill Golf Club	Martin Hill Inn
Breathe New Hampshire	Mass AV
British Consulate General	McIntosh College
C P Management, Inc.	McLaneLaw Firm
Centrix Bank & Trust	McMaster Agency
Citadel Communications	Mesmer & Deleault, PLLC
Cross Roads House, Inc.	Mr. Tux
CTC Communications	New England Curiosities
Cuzin Richard Entertainment	Walking Tours
DeStefano & Associates, Inc	NH Employment Security
Digital Prospectors Corp.	NH Glass Corporation
Dolco Printing	NH March of Dimes
Drew Mortgage Associates	NH Public Television
Edward Jones Investments	New England Marine & Industrial
Exeter Fine Crafts	New Hampshire SPCA
Fisher Cats	Nickerson-Remick
Frank Jones Center	Norton Financial Services
Galley Hatch Catering	Novel Iron Works, Inc.
George McQuilken	Oar House Restaurant
Georgia Pacific Gypsum	Old Ferry Landing
Good Vibes	Olde Mill Fish Market
Graceful Awakenings, LLC	ONE HUNDRED CLUB
Great Bay Stewards	OpRock Portsmouth Market
Grubb & Ellis/Coldstream Real Estate	TRS, LLC
Gundalow Catering	Overhead Door Company
Hair Colour Concepts, LLC	Paul's Carriage House
Hanna Somatics by Noreen Owens	Popovers On The Square
Hatchling Studios	Port City Web, LLC
Hitchcock Contemporary Staff	Portsmouth Gas Light Co.
Hub International New England	Portsmouth Harbor Cruises
Hutter Construction Company	Portsmouth Housing Authority
I Want Candy	Portsmouth Men's Chorus
Infinite Imaging	Portsmouth Naval Shipyard
IT - Master Net, Inc.	Portsmouth Regional Hospital
JRM Staffing, Inc.	Portsmouth Symphony Orchestra
Katz Warehouse Carpet	Posh Travel, Ltd.
Keane & MacDonald, PC	Preferred Mortgage
Kelley Seacoast Realty, Inc.	Preti Flaherty Beliveau Pachio
Kitchen & Company	Pro Portsmouth, Inc.
	Prudential Rush Realty, Inc.

USNH Chancellor Guest Speaker at Sept. Breakfast

Stemming 'Brain Drain' Could Mean Millions to Economy



Dr. Steve Reno, chancellor of the University System of New Hampshire, talks about stemming the state's college student "brain drain" at a Chamber breakfast forum held Sept. 19 at the Sheraton Harborside Portsmouth Hotel. He was joined by Helen Donington, chair and co-founder of the young business persons group, Catapult Seacoast.

While saving the Portsmouth Naval Shipyard and supporting development at the Pease International Tradeport means jobs and millions in economic impact to the Seacoast community, who would have thought that keeping just 5 percent of graduating students in state would mean 3,000 new jobs and more than \$636 million to the state's economy.

That was the message from Dr. Steve Reno Sept. 19 as he spoke to more than 75 Chamber members and guests at last month's breakfast forum held at the **Sheraton Harborside Portsmouth Hotel**. The breakfast was part of the **Bank of America Speaker Series**.

Dr. Reno and other educators are hoping to garner support from the state's business community for the "55-Percent Initiative" which is aimed at getting top students to stay. Dr. Reno cited a number of reasons why students chose to leave including a perceived lack of high paying jobs, expensive housing, and the dearth of exciting activities and social life available in bigger cities. Dr. Reno also said some students feel they need to land higher paying initial jobs to help them pay off college loans quicker.

He added that the USNH has started surveying students and will use that information to develop a tourism-style marketing approach designed to overcome student perceptions and encourage them to stay in the state.

Reno said local business can help by contributing to the marketing effort, offering more internships that lead to full-time jobs and by actively recruiting the best and the brightest.

Helen Donington, chair and co-founder of **Catapult Seacoast** echoed Reno's comments about barriers to keeping young talent in state with a list of critical issues including the cost of healthcare, affordable housing and the right job.

For more on the breakfast forum, including downloadable PowerPoint presentations, visit www.portsmouthchamber.org/library.cfm. ★

More Than 200 Turn Out For Visit to *duda Spa*

Spa Shows Off Moroccan Flair, Loft Style & Services

Bubbling fountains, warm Moroccan decor and sweeping sail-like ceiling fans created a friendly and soothing "feel" for more than 200 Chamber members and guests who crowded into the **duda Spa** for the Sept. 29 business after hours. Housed in a space resembling a New York loft apartment, Owner Deena Berry and staff took full advantage of opportunity to show off their "refuge of relaxation" which features a full menu of services like hair styling, massage, and anti-aging treatments.

Food and refreshments were provided by the cohost for the event, **Muddy River Marketplace & Catering**.

Some guests left the evening with more than an impulse to return for pampering as winners of several doorprizes: **William Diggle, Seacoast Fun Rides**, won a \$50 gift certificate for the spa; **Brian Keane, New York Life**, picked up a gift certificate to Muddy River Marketplace; **Natalia Walton, Wild Orchid**, drew a big box of **Lindt Chocolates**; **Brendan Ristaino, Morgan Stanley**, won a night for two at the **Fairfield Inn**; **Joanne Pratt, Darci Creative**, won a lady's cut and style; Bob Beliveau, picked up a gift certificate for spa services; **Mark Syracuse, Apple Painting & Restoration** picked up a flower arrangement; and **Dan Belforti, Belforti Investments**, won the cash raffle worth \$112. ★



Chamber Ambassador Chair Perry Saunders and Ambassador John Caggiano, welcome guests at the September business after hours. At left are Tom Giovaniello and Katie Schmidt from "Portsmouth Magazine."

The **Ogunquit Museum of American Art** invites Chamber members to stop by their current slate of exhibits which run through Oct. 31. Featured exhibits include Ansel Adams: The Man Who Captured the Earth's Beauty, Paintings by Lincoln Perry, and watercolors from the OMAA permanent collection. The museum is open Monday through Saturday from 10:30 a.m. to 5 p.m., and Sundays, 2-5 p.m., through Oct. 31. The museum is located at 543 Shore Road, Ogunquit, Maine 03907. For more information on the museum and its offers, visit www.ogunquitmuseum.org.

Portsmouth Regional Hospital recently earned the Joint Commission's Gold Seal of Approval as a result of its high marks for health care quality and safety. "We sought accreditation for our organization because we want to demonstrate our commitment to patients' safety and quality care," said **William J. Schuler**, President/CEO of Portsmouth Regional Hospital. "We view obtaining Joint Commission accreditation as another step toward achieving excellence." The accreditation involved an unannounced site evaluation of the hospital conducted by the commission earlier this year. For more on the hospital and its services, visit www.portsmouthhospital.com.

RiverWoods at Exeter recently donated \$25,535 to **Seacoast Hospice** from the proceeds of a 2007 fundraiser. Over the past three years, the continuing care retirement community has gifted \$111,638 to the hospice. The majority of the money was raised through RiverWoods' annual "Light the Night" event; a live and silent auction held at RiverWoods. The money will go to support the Hospice Fund programs for patients who are without insurance, or are underinsured, and for the Hyder Family Hospice House. For more on RiverWoods and its amenities, visit www.riverwoodsrc.org.

Daystar Computer Services invites members to stop by and check out their new 4,200 square-foot facility at 121 Shattuck Way, Suite 10 in Newington, N.H. Daystar, a full-service technology reseller and provider of business-class computer, networking and programming services, specifically designed the office to address three strategic areas: continuous growth in its client base; the addition of new services; and an enhanced infrastructure to support future technologies. In addition to housing administrative offices, the facility more efficiently incorporates Daystar's technical and programming divisions, thus providing for seamless integration across all company services. For more on the company and its services, visit www.daystarinc.com.

The **Kittery Outlets** invite Chamber members and their families to its annual "Trick or Treat on Our Street" which begins at 6 p.m., Oct. 27 immediately following the Kittery Recreation Community Celebration. During the event, more than 120 Kittery Outlet stores will open their doors to costumed children and their parents who will be greeted with special Halloween treats throughout the evening. For more on Kittery Outlets and special events, visit www.thekitteryoutlets.com.

The **Sir Speedy Printing Center** in Portsmouth was recently honored with the Sir Speedy Century Club Award. The award recognizes the top 100 centers worldwide by sales placing the Portsmouth center in an elite group representing to top 10-percent of the 1,000-store franchise. Sir Speedy Owner Paul Lucy received the award at the Sir Speedy International Convention held this year in Denver, Colo. Sir Speedy's services include graphic design, printing, copying, finishing, posters, banners, advertising specialties and expanded document services. For more information on the local design and copy center, visit www.sirspeedyportsmouth.com.

The Lollipop Tree, a specialty food manufacturer located in Portsmouth, New Hampshire, recently announced a new flavor for its dessert bread line of baking mixes named Blueberry Tangerine Bread Mix with Cinnamon Streusel Topping and a complementing Tangerine Curd Dessert Sauce. The mix combines the flavor of sweet summertime blueberries with zesty tangerine and buttery cinnamon in a "wonderfully moist bread." For more on the Lollipop Tree and its products, visit www.lollipoptree.com.

Interstate Moving and Storage of Greenland, N.H. was recently recognized as the top overall agent in the Home Direct Distribution system for overall performance. Home Direct is one of the largest, most highly recognized, national distribution companies in the country providing door-to-door service for a variety of household and business products. According to company officials, the award is especially significant since Interstate covers a wide geographical area from Boston north throughout Maine, New Hampshire and Vermont. The company also won top honors for network communications, and primary and secondary on-time delivery. For more on the company, visit www.interstatemovingusa.com.

Leadership Seacoast invites Chamber members to its 20th Anniversary Fall Recruiting Breakfast set for 7:30 to 9 a.m., Oct. 18 at the Breakfast Hill Golf Club in Greenland, N.H. Leadership Seacoast it is a community leadership building program serving the Seacoast from Northern Massachusetts to Southern Maine. For more information on the organization or the breakfast, visit www.leadershipseacoast.org.

The **First Colebrook Bancorp** Board of Directors recently appointed **Jonathan Frizzell** to the Board of Directors of First Colebrook Bank. Frizzell is a graduate of Colebrook Academy, Dartmouth College and Franklin

Pierce Law Center, and is a partner in Waystack Frizzell, Trial Lawyers, of Colebrook and nearby Berlin. He is a member of both the New Hampshire and Coos County bar associations, the New Hampshire Trial Lawyers Association, and the American Association for Justice. He was also named as one of New Hampshire's "Forty under 40" by the *Union Leader*. For more on the bank, visit www.firstcolebrookbank.com

Cross Roads House announced recently that it has received over \$3.1 million dollars in pledges, grants, and contributions towards its \$5 million campaign to rebuild the shelter facility. Three donors were responsible for \$2 million of the total including local philanthropist, Tom Haas who is facilitating a \$1 million grant, and Cross Roads House Officers Paul McKeon of Bid2Win Software, Inc., and Lex Scourby, who each pledged \$500,000. Last year shelter was provided to 638 people, including 61 children from 39 families. For more on the Portsmouth-based shelter, its capital campaign and its programs, visit www.crossroadshouse.org.

Infinite Imaging has opened a new shop at 75 Portsmouth Ave., Suite 3 in the Exeter Commons, formerly Globe Plaza. With the addition of the Portsmouth Avenue location, Infinite Imaging now has five convenient locations including Dover, Exeter, Pease Tradeport, Portsmouth and York. Customers of the new location can look forward to continued copy and print services in addition to Infinite Imaging's advanced digital services. The end result is a quick turnaround and a shorter commute for Exeter residents and businesses according to owner **Bill Hurley**. For more information on the graphic design house, visit www.infiniteimaging.com.

Puttin on the Glitz Owner **Assiah Russell** recently returned from the New York City Annual Accessories Show where she discovered a new fashion pendant craze heating up in the form of bold jewels, cuff bracelets and a new pallet of trendy colors. She'll be offering some of the new styles in her shop located at 150 State Street in Portsmouth. Puttin on the Glitz offers upscale fashion jewelry and accessories and personal ornamentation. The shop carries more than 30 lines of fine fashion jewels from around the world including Sorrelli, Colleen Toland and Presh. For more on the unique store, its products and services, and an online tour of the shop, visit www.puttinontheglitz.com.

Portsmouth Community Radio (WSCA-LP 106.1) recently started a capital campaign to build stability for the 3-year-old station and make it possible to hire a new general manager and regular paid staff, and upgrade studio facilities. The campaign which runs from Sept. 29 to Oct. 6. The station, managed by an all-volunteer staff, started broadcasting on Sept. 12, 2004 and is one of only a handful of stations in the country to receive a low power FM license. Community members interested in volunteering for the station may find out more by emailing volunteer@portsmouthcommunityradio.org. For more on the station and the drive, visit www.portsmouthcommunityradio.org. ★

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[WELCOME NEW MEMBERS]

The Chamber Welcomes New Members

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Phone: (207) 363-2212,
Email: pjdepuy@verizon.net
Web:atlanticlaserclinic.com

Ballet New England

Dance schools, educational institutions, nonprofit organizations
P.O. Box 4501
Portsmouth, NH 03802
Contact: Martha Lemire
Phone: (603)430-9309,
Email: martha.balletnewengland@verizon.net
Web:www.balletnewengland.org

Brazo Restaurant

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Portsmouth, NH 03801
Contact: Phelps Dieck
Phone: (603)431-0050,
Email: info@brazorestaurant.com
Web:www.brazorestaurant.com

Crown Trophy

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Portsmouth, NH 03801
Contact: Bob Montville
Phone: (603)431-5552
Email: bobm@crowntrophy128.com
Web:www.crowntrophy.com

D.F. Richard Energy

Gas (Propane) wholesale, heating & fuels
124 Broadway
Dover, NH 03820
Contact: Rick P. Card
Phone: (800)649-6457,
Email: rick@dfrichard.com
Web:www.dfrichard.com

eWomenNetwork

Networking association
PO Box 986
Epsom, NH 03234
Contact: Michele Gravelle
Phone: (603)435-5564,
Email: mgravelle@ewomennetwork.com
Web:www.eWomenNetwork.com

FASTSIGNS

Exhibitions & exhibit design, graphics & design, sign making
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Rye, NH 03870
Contact: Jack Cameron
Phone: (603)964-2300,
Email: 522@fastsigns.com
Web:www.fastsigns.com

The Green Monkey

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86 Pleasant St.
Portsmouth, NH 03801
Contact: Deb Weeks
Phone: (603)427-1010
Web:
www.thegreenmonkey.net

LDI Corporation

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3560 Lafayette Road, Blg 2,
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