

CHAMBER REPORT

BUILD YOUR BRAND | EXPAND YOUR NETWORK | SHAPE YOUR COMMUNITY



January 2011 | Volume Twenty-Three | Issue One

Greater Manchester Chamber of Commerce



GREATER MANCHESTER CHAMBER OF COMMERCE

It is the mission of the Greater Manchester Chamber of Commerce to be a member-focused organization that drives the greater Manchester business environment and the economic health and vitality of the region by supporting business growth, professional development, and networking opportunities, while advocating for our membership.

CHAMBER CELEBRATES CENTENNIAL YEAR IN 2011

MEMBER ORGANIZATION HONORS THE PAST AND LOOKS TO THE FUTURE

Manchester is not only the largest city in New Hampshire, but it's also its "epicenter," says Robin Comstock, President & CEO of the Greater Manchester Chamber of Commerce. "We're the financial center, the cultural center, the corporate capital, so we have a lot of influence," she says. "And we have an enormous responsibility."

The chamber, now celebrating its 100th anniversary, takes that responsibility seriously – and a glance at the organization's history gives evidence that it has lived up to the challenge, by building community relationships, championing economic progress and working to keep Manchester a beautiful and thriving city. Today, that success is more evident than ever as the greater Manchester area embraces the 21st century with open arms to business, art, culture and entertainment.

"Our message now is, wow!" says Comstock. "We're a nonprofit organization with eight staff members but we're involved, and we offer something the city can be proud of." That's largely because the organization, which now boasts just under 1,000 members, has managed to stay ahead of the curve when it comes to encouraging a favorable business climate.

"This chamber has always had a strong economic development agenda," she notes. That was true even back in 1911 when it was founded by 17 prominent residents including a former governor, a couple of former mayors, the president of the Amoskeag Bank and the famous cigar maker R. G. Sullivan. Their political and financial clout gave the chamber the kind of prominence it needed to weather the early years when the Industrial Revolution was in full swing.

"The chamber always been very present

in the community," Comstock explains. "It's always been about getting people to this city and showing them how great it is."

Early on the chamber embraced the idea of expanding the Manchester-Boston Regional Airport, which is now considered one of the most successful regional enterprises in the northeast. And it supported the development of the "Centriplex" – the innovative concept that eventually led to the building of the Verizon Wireless Arena and MerchantAuto.com Stadium.

The chamber is always planning new initiatives to support its leadership role in Manchester and the surrounding communities. Comstock says that research shows most local businesses and organizations are interested in building their brands, expanding their networks and helping to shape their community. So the chamber has refocused on those goals, changing its old membership model to one that's more relevant to what its members want. In the process it has increased its retention rate to 80 percent.

The chamber also opened new offices in the historic Daily Mirror building at 54 Hanover Street, a site that makes it much more visible and accessible to the community.

Comstock, who has worked in various New Hampshire business groups, says the Greater Manchester Chamber has excelled because it has a special draw for interested volunteers and members and because it represents a very special location in the wider region.

"Sixty percent of our members come from Manchester proper and 40 percent from outside – and 50 percent of that second group come from outside the greater

Manchester area," she said. "They're from Portsmouth, Concord, Nashua, Keene, even Vermont and Massachusetts."

"I think this is really the premier chamber in the New England region," she says. "The state's most prominent CEOs and presidents from both public and private organizations belong. It's a rich, dynamic organization that's having an impact on our communities in very profound ways."

In 2010 Manchester was named in the Forbes.com's Top 10 Places to Live in America – and it's not the first time the city has made such a list in the last decade. And, not that long ago, Manchester was barely on the map for many people. "Route 101 wasn't really completed and Interstate highways 93 and 293 were less accessible. But those major arteries, in the last 15 years, all web into the community," she says. Now the city is easier to get to, but throughout the last century, the Greater Manchester Chamber of Commerce has worked to make the Queen City a place where people want to be.

"Generally people want to live and work in a vibrant community that's clean, free of crime with a healthy business environment," says Comstock. And the Greater Manchester Chamber exists to help make it so, and to spread the word.

The Greater Manchester Chamber of Commerce will be celebrating 100 Years of Commerce in the region throughout 2011 with various events, programs and the Centennial Celebration on April 21st. If you or your business is celebrating an anniversary in 2011 please contact us and share your story via email at: marketing-pr@manchester-chamber.org.

CELEBRATING 65 YEARS MANCHESTER COMMUNITY COLLEGE

In 1945 it was called the State Trade School in Manchester and soldiers just home from World War II used their G.I. Bill money to enroll and start their lives anew. "The idea was to give technical training to returning veterans in a changing post-war economy," says Janet M. Phelps, marketing director of the institution now known as Manchester Community College.

As MCC prepares for its 65th anniversary, the need to get a good start, or to start over, on the career trail is as vital as it ever was. While the college's goal of providing state-of-the-art technical training continues, the mission has broadened and the demand for a comprehensive community college education has increased. For the second consecutive year, Manchester Community College has experienced double-digit enrollment increases for the fall semester. Currently, nearly 3,000 students from a variety of backgrounds and ages are enrolled in more than 50 associate degree and certificate programs, from automotive technology to welding, business to education and liberal arts.

"Chamber events and programs offer networking opportunities that lead directly to successful partnerships for our college," says MCC President Susan Huard. "Without these partnerships, our efforts to educate a skilled workforce and to provide opportunities for Greater Manchester residents would be more difficult."

In particular, the college's Workforce Development Center has provided both customized and open enrollment training for local businesses and nonprofit organizations, with more than 1,000 employees trained since 2008.

Visit us on the web at www.manchester-chamber.org or follow us on Facebook www.facebook.com/grtrmanchester or Twitter @grtrmanchester

This publication is underwritten by:



The Greater Manchester Chamber of Commerce is a non-partisan business advocacy organization. The Chamber is not a division or department of the U.S. Chamber of Commerce and the opinions and views of the U.S. Chamber of Commerce are not necessarily reflective of the Greater Manchester Chamber of Commerce.





It is the mission of the Greater Manchester Chamber of Commerce to be a member-focused organization that drives the greater Manchester business environment and the economic health and vitality of the region by supporting business growth, professional development, and networking opportunities, while advocating for our membership.

2011 BOARD OF DIRECTORS

Officers

Chairman

Alexander Walker, President
Devine, Millimet & Branch, P.A.

Chair-elect

Andy Crews, President & CEO
AutoFair Automotive Corporation

Secretary

Cathy Champagne, President
Jutras Signs Inc.

Treasurer

Paul Ramsey, VP Energy Delivery
Public Service of New Hampshire

Past Chairman

Beth Roberts, V.P. of NNE Operations
Harvard Pilgrim Health Care of NE

Legal Counsel

Joseph DiBrigida, President
Sheehan Phinney Bass + Green PA

At-Large

David Roedel, Partner
Roedel Companies

At-Large

Russ Ouellette, Managing Partner
Sojourn Partners

Directors

Maureen Beaugard, Families in Transition
Richard Brenner, New Hampshire Fisher Cats
Mark Brewer, Manchester-Boston Regional Airport
Ronald Covey, St. Mary's Bank
Tom Donovan, McLane, Graf, Raulerson & Middleton
Robert Duval, TFMoran Inc.
Jeff Eisenberg, Eisenberg, Vital & Ryze Advertising
Joe Graham, WGR Radio AM/610 FM/101.1
David Mara, Manchester Police Department
Marie McKay, Bigelow & Company, CPA/PC
Dianne Mercier, People's United Bank
Jazmin Miranda-Smith
Sean Owen, wedü
Dr. Steven Paris, Dartmouth-Hitchcock Manchester
Tom Puskarich, Z food & drink
Michael Reed, Stebbins Commercial Properties LLC
Cathleen Schmidt, Citizens Bank
Nick Soggu, SilverTech, Inc.
James Thomforde, Wiggins Airways, Inc.
Frederick Urtz, Lavallee/Brensinger Architects
Judi Window, Granite State Ambassadors

Staff

Robin Comstock, President & CEO
Ann Makowski, Chief Financial Officer
Michael Skelton, VP of Economic Development & Advocacy
Gemma French, VP of Marketing & Public Relations
Shawnda Misina, Membership Director
Caitlin Meaney, Program Director
Charlene Courtemanche, Office Manager
Emily De Puy, Customer Relations Specialist
Tammy Boucher, Project Manager Leadership Greater Manchester

A Publication of the
GREATER MANCHESTER
CHAMBER of COMMERCE
Editorial/Design/Typesetting: Gemma French
Printing: Printers Square, Inc.
Mailing: NH Mailing Services, Inc.
Cover Design: MESH Interactive

GREATER MANCHESTER
CHAMBER OF COMMERCE
ESTABLISHED 1911.

ADVOCATING FOR YOUR BUSINESS

The Celebration of a Century...

We survived the holidays, and it's now the New Year. With 2011 comes the Chamber's 100 year anniversary...amazing. Who do you know that is 100 years old and still working for you?!

Not much has changed over the last century. For 100 years we have been an advocate for local businesses and organizations, so they can produce products and provide services, create good competitive jobs that keep the economy stimulated and community life rich. In spite of being a 100 years old and knowing how many technological and social changes have occurred in the last century, we are still similar to what we were in 1911 – an advocacy organization that can help you market and promote your business while networking with others who want to do the same.

The driving interest of 100 years ago was the same as it is today. Business people created this organization and others like it to expand their network among one another, to build their brand with-in the community in which their business was located, and to influence and shape their community so their business would be successful and their community would thrive. Today, so many years later, the driving factors are the same. Think of it, so many years and so many gadgets later, our world still revolves around good regular communication, and positive and productive relationships. What better way to accomplish the simple goals of 100 years ago in modern society, than to be a member of the Chamber.

In 2011, we start year two of our plan to grow our membership. Our goal is to be at 1400 members by January of 2013. We aim to do this through better communication and marketing, a commitment to member services and a menu of programs and events that are rich and educational to the business community. We will also accomplish this through you, our members. Through your involvement, your excitement and your place in community, you are our walking, talking commercial. Through your conversations with friends, colleagues, customers and clients you will help us develop a membership culture that can help this organization thrive. We have always been the loudest voice when advocating for the business community, but as our membership grows, our voice gets louder and the business community grows stronger.

For you, a larger chamber of commerce means more people for you to interface with and to create valuable relationships with, so that you are able to promote your services and products, and have a voice of profound influence in the community in which your business is located. Part of our efforts will include a "We Want You Back" campaign, inviting cancelled members to re-activate their membership in our new tiered system. We will also introduce a member-referral program, where you will benefit from inviting your friends and clients to join the chamber.

With this writing, our anniversary festivities are well under way. Joe Reilly, President of Centrix Bank is our 2011

Centennial Celebration Chairman. He and his committee are creating quite an event that will be held at the Verizon Wireless Arena. It will be new and different and all about connecting you to other members of the business community, all while taking you on a journey through 100 years of commerce in the Queen City. I have been promised the champagne will be flowing! I've also heard something about fireworks and a marching band...

We will have to wait and see, but I can tell you it will be the event of the century and you won't want to miss it! Of course we don't want our Citizen of the Year Award to get lost in all of the centennial celebrations, so we have decided that we will hold a reception for our former Citizens of the Year, and will return to the award next year in 2012. Please mark your calendars now for April 21st. This is an event you will not want to miss!

I look forward to celebrating a century with all of you, and I am excited for what the next 100 years has in store for the Chamber, Manchester and the business community. With all of the opportunities and possibilities of 2011, I am confident it will be a great year. I look forward to our paths crossing throughout 2011 and I wish a Happy New Year to you!

Robin Comstock
President and CEO
GMCC



WELCOME NEW CHAIRMAN OF THE BOARD OF DIRECTORS

ALEX WALKER OF DEVINE MILLIMET TO LEAD CHAMBER IN ANNIVERSARY YEAR



The Greater Manchester Chamber of Commerce is pleased to announce Alex Walker, President of Devine Millimet as the 2011 Chairman of the Board of Directors.

Alex is a trial lawyer and business litigator who represents clients in complex business litigation matters. Alex has litigated and tried cases throughout New Hampshire as well as in other jurisdictions. He has defended shareholder derivative and class action lawsuits in state and

federal court. He has been involved as litigation counsel in complex litigation involving the disaffiliation of two merged hospitals. He has litigated breach of fiduciary duty and trade secrets cases as well as complex product liability and successor liability lawsuits.

Alex has been selected as a "New England Super Lawyer" for several years. He has also been selected by his peers for inclusion in the Best Lawyers in America in the field of commercial litigation. Alex has also been recognized in the 2006-2009 editions of Chambers USA as one of America's leading commercial litigators.

Alex graduated from Northeastern University School of Law. He has a

Bachelor of Arts degree from the University of Massachusetts. Alex also served honorably for several years in the United States Marine Corps.

He is actively involved in several community organizations. He serves on the Board of Trustees of the Palace Theatre in Manchester. He is a member of the Board of Directors for Granite United Way. In 2009, Alex served as the Chairman for Granite United Way's Annual Campaign. He is a member of the New Hampshire Bar Association's Board of Governors as well as a member of the New Hampshire Supreme Court's Access to Justice Commission.

NORTHEAST DELTA DENTAL NAMED CONFERENCE ROOM UNDERWRITER

The Greater Manchester Chamber of Commerce is pleased to announce that the Chamber's large conference room will be named the Northeast Delta Dental Conference Room as of January 1, 2011.

The Chamber's large conference room is one of two in the new offices at 54 Hanover Street. The room sees approximately 3,100 Chamber members annually in the form of 170 meetings and events. The interior was designed by Phyllis Stibler of Stibler and Associates and the room includes conference phone capability, AV wiring and adjustable movable tables and chairs that can be reconfigured for various styles of meetings. The conference room is available to all Chamber members to use at no-charge during regular business hours.

"We are so thrilled that Northeast Delta

Dental has agreed to underwrite the Large Conference Room," says Robin Comstock, President & CEO of the Greater Manchester Chamber of Commerce. "Northeast Delta Dental is a longtime member of the Chamber and I feel this is a great opportunity for them to have a greater presence in the Greater Manchester business community."

As of January 1, 2011 the large conference room will be re-named the Northeast Delta Dental Conference Room.

The opportunity for marketing and exposure to the community doesn't end there. The Chamber is also looking for a business or organization that would like to underwrite the Executive Conference Room. This room seats approximately 10 people at a time, is also wired for AV and has phone conference capability. The

room is used on a daily basis for small intimate meetings, some committee meetings and monthly for the program Luncheon Connections. It was also designed by Phyllis Stibler of Stibler and Associates. Underwriting the conference room comes with a range of benefits that include signage prominently displayed above the doorway and promotion in all print and electronic publications using the business name as the meeting place.

For more information about underwriting the Executive Conference Room please contact Gemma French, Vice President of Marketing & Public Relations at 603.792.4119.

AMBASSADOR SPOTLIGHT



**Renee Martin
AFLAC**

Renee Martin is a native of the Granite State and joined the Chamber's Ambassador Committee in November 2009.

Martin has 20+ years of experience in the financial services industry, but with all of the changes in the Health Care industry and the rising costs of health insurance and out of pocket expenses Martin has recently turned her efforts to helping business owners and the self employed. She joined AFLAC in August, 2010. Martin has secured the recognition of her peers having already received several accolades.

"I have seen what lack of insurance coverage and out of pocket expenses can do to families' assets," says Martin. "With AFLAC it helps to bridge that gap."

Martin is responsible for writing and receiving a proclamation signed by the Governor to celebrate "National Aging in Place" week. Volunteering time to Easter Seals is another passion for her.

"Joining the Chamber and becoming an Ambassador has been a great experience for me, it's given me the opportunity to reach out to the Manchester business community and become far more connected," says Martin. "I always enjoy making the appropriate introductions to helping others grow their businesses."

MEMBER BRIEFING

Are you new to the Chamber of Commerce? Or are you a longtime member feeling a little disconnected? Come to Member Briefing and learn about all of the ways you can get involved. At this orientation we'll not only serve a continental breakfast and introduce you to at least a dozen new friends, we'll also explain all of our committees and programs and tell you a little about the organization. Plus you can meet our friendly and fun staff and ask as many questions as you'd like!

**Wednesday, February 2nd
7:45 to 9:30 a.m.**

**Chamber Board Room
54 Hanover Street, Manchester**
Please reserve your place by calling
(603) 792-4122,
or visit
www.manchester-chamber.org

Presented by:



MEMBER NEWS & UPDATES

T-BONES Promotes Healthy Menu Items

T-BONES Great American Eatery has risen to the challenge set by First Lady Michelle Obama for restaurants to "make the healthier choice the easier choice." The T-BONES new fall menu now offers 16 In the Pink™ items, well-marked with Chef Nicole's pink chef jacket. These items are 650 calories or less, 10 grams of fat or less, or 10 grams of net carbs or less. These items can easily be found throughout the menu, including the children's section. Some items designated as In the Pink™ choices include Center Cut Filet Mignon, Baked-Stuffed Seafood Casserole, Low Fat Fiesta Shrimp Pasta and Charlie's Broiled Boston Scrod. Children's items include the Kids' Mac 'n' Cheese, Grilled Cheese and the Kids' Mixed Grill.

Eisenberg, Vital & Ryze Advertising Adds Vice President & Launches New Specialty

Eisenberg, Vital & Ryze Advertising, inc, a leader in strategic and creative services for branding and marketing communications, is pleased to announce the appointment of Cheryl Abbott as Vice President. Abbott will manage the planning and execution of events including corporate special events, trade shows, hospitality events and fundraisers through a new specialty called EVR Events. Abbott will join the organization in January 2011. Abbott comes to Eisenberg, Vital and Ryze Advertising with over 20 years of experience in event management, public relations and community relations. For the past seven years, Abbott has been a member of the Manchester Monarchs organization. Abbott currently serves as a member of the Greater Manchester Chamber of Commerce's Citizen of the Year Planning committee and Leadership Greater Manchester committee.

Roedel Companies Named Top 100 Hotel Owner/Developer by Hotel Business Magazine and Top U.S. Hotel Company by Hotel & Motel Management Magazine

Roedel Companies, which develops, builds, renovates, manages, and designs branded and independent hotels on its own account as well as on behalf of third party investors, was recently named one of the Top 100 Owners & Developers by Hotel Business magazine and Top U.S. Hotel Company by Hotel & Motel Management Magazine. Roedel Companies currently has 9 hotels and 941 rooms in its portfolio. "Our emphasis on efficiency, productivity and service excellence across the entire hospitality spectrum ranging from design to management has enabled Roedel Companies to grow during a time when many of our competitors are unable to do so," says David Roedel, Partner, Roedel Companies.

Laurie Peyser joins Team Savvy as Full-Time Content Strategist

Print Savvy and the Savvy Workshop are proud to announce that Laurie Peyser, our long time strategic partner will be joining the Savvy Creative Suite in a full time capacity as of November 1, 2010. An expert editorial eye with 25 years of experience in corporate communications, Peyser has successfully planned and executed projects on both the local and national scale. Laurie has provided a full range of strategic brand development, PR and editorial services in support of Savvy client objectives since 2004.

...Member news and updates continued on page 4

Network AM

DOING BUSINESS OVER BREAKFAST.

**Thursday, February 10th
Van Otis Chocolates LLC
341 Elm Street, Manchester
7:30 - 9:00 a.m.**

Van Otis
CHOCOLATES

"A Fresh Twist on Sweet Traditions"

Van Otis Chocolates will be hosting Network AM so bring your sweet tooth!

Chocolate Dipped Strawberries



"Our decadent chocolate dipped strawberries make great gifts for your loved ones,

hard working employees and your loyal clients."

Heart Box

"Show your appreciation with this 1/2lb heart shaped box filled our finest gourmet chocolates."



Cost is \$5 for Chamber Members
\$10 for not-yet-members
Payable at the door
Call 603.792.4122 to register
or visit
www.manchester-chamber.org

NETWORK PM

TOMORROW'S WORK STARTS TONIGHT.

**Thursday, January 27th
Portland Pie Company
786 Elm Street, Manchester
5:00 - 7:00 p.m.**



Portland Pie Company was established in Portland Maine in 1997 specializing in gourmet flavored pizza dough, providing take out and delivery service only. Over the years we have evolved into 4 full service restaurants and pubs featuring pizzas, sandwiches, salads, appetizers and a full liquor license. We are open 7 days a week starting at 11am and offer dine in, take out and delivery service throughout Manchester.

Warm up from Winter at January Network PM and enjoy some of our tasty pizza, delicious beverages and some great networking!

Cost is \$5 for Chamber Members
\$10 for not-yet-members
Payable at the door
Call 603.792.4122 to register
or visit
www.manchester-chamber.org

VALUE-ADDED PROGRAMMING
Brought to you by



SPOTLIGHT ON BUSINESS

Ben Franklin Printers has been serving the greater Manchester area for over 15 years and has moved to a new location! Ben Franklin Printers offers the latest in printing technology from Digital prepress services with graphic design to unbeatable quality of traditional commercial offset printing. Come see our new space and all we have to offer!



**Tuesday, January 11th
Ben Franklin Printers**
39 Londonderry Turnpike, Hooksett
12:30-1:30 p.m.
Call 603.792.4122 to register or visit
www.manchester-chamber.org

MEMBER-LED WORKSHOP

Understanding College Financial Aid Forms?

- Learn how & when to apply for financial aid
- Gain an understanding of the financial aid process
- Receive scholarship source information

Join us for this informative workshop presented by the NHHEAF Network.



Lunch provided by:



Tuesday, January 18th
Chamber Board Room
54 Hanover Street, Manchester
12:30-1:30 p.m.
Call 603.792.4122 to register or visit
www.manchester-chamber.org
Space is limited to 35.

LUNCHTIME CONNECTIONS

Come and share your lunch hour with other Chamber members. Z food & drink will generously provide us with a wonderful spread of food for this intense networking program.

This program occurs on the 4th Tuesday of every month from 12:00-1:30 p.m. Paul Donehue of Paul Charles & Associates will be on hand to help facilitate the conversation. Space is limited.



Tuesday, January 25th
Chamber Board Room
54 Hanover Street, Manchester
12:00-1:30 p.m. **new time**
Call 603.792.4122 to register or visit
www.manchester-chamber.org

CHAMBER REPORT

Share this
newsletter with
the rest of your
staff...
Route to:

HELP US REACH YOU IN A TIMELY MANNER...
If your name or address is wrong in any respect,
please correct directly on label and return to the
Chamber.

PRSR STD
U.S. POSTAGE
PAID
MANCHESTER, NH
PERMIT NO.1993

THANK YOU TO RENEWING MEMBERS!

Antifreeze Technology Systems • Bank of America •
Burton Wire & Cable, Inc. • Café Services Inc. • Centrix Bank • Comcast •
Comfort Inn • FairPoint Communications • Granite United Way •
Griffin & Owen, P.C. • Halifax American Energy Co. •
Headshots Photography • Holiday Inn - Manchester Airport •
Intown Manchester Management, Inc. •
Manchester Historic Association Millyard Museum •
Manchester Masonic Bodies • MEMIC Indemnity Company •
Merrill Lynch, Pierce, Fenner & Smith • Pest-End Inc. •
New Hampshire Association for the Blind • New Hampshire Fisher Cats •
NH Aviation Historical Soc. & Aviation Museum of NH •
North American Specialty Insurance Co. • Océ Imagistics Inc. •
Palace Theatre • Print Solutions • R. H. White Construction Co., Inc. •
Runner's Alley • Securitas Security Services USA, Inc. • Ski 93 Trips •
Southern New Hampshire University • Southern NH Services, Inc. •
Springfield College • Stebbins Commercial Properties, Inc. •
Telge Companies • Town of Bedford • Town of Goffstown •
UJIMA Collective • Verizon Wireless • VNA of Manchester & Southern NH,
Inc. • Wadleigh, Starr & Peters, P.L.L.C. • Welts, White & Fontaine P.C. •
Werner Dealerships • Wieczorek Insurance, Inc. •
Workplace Benefit Solutions

GMCC JANUARY COMMITTEE MEETINGS

1/5	Wed	Leadership Steering Committee - 8:00 a.m. - 54 Hanover Street
1/7	Fri	Government Affairs Committee - 7:30 a.m. - 54 Hanover Street
1/12	Wed	Green Steering Committee - 8:00 a.m. - 54 Hanover Street
1/18	Tue	Executive Committee - 7:30 a.m. - 54 Hanover Street
1/25	Tue	Board of Directors - 9:00 a.m. - 54 Hanover Street
1/26	Wed	Leadership Steering Committee - 8:00 a.m. - 54 Hanover Street
1/26	Wed	Metro Center Summit - 3:00 p.m. - NHOP, Saint Anselm College
1/27	Thu	Downtown Committee - 2:00 p.m. - 54 Hanover Street
1/27	Thu	Ambassador Committee - 4:00 p.m. - Portland Pie Company
1/28	Fri	Infrastructure Committee - 7:30 a.m. - 54 Hanover Street

GMCC JANUARY EVENTS

1/11	Tue	Spotlight On Business - 12:30 p.m. - BenFranklin Printers, Hooksett
1/17	Mon	Office Closed - Martin Luther King Day
1/18	Tue	Member-led Workshop - 12:30 p.m. - 54 Hanover Street
1/21	Tue	Business & Government Reception - 7:30 a.m. - 54 Hanover Street
1/25	Tue	Lunchtime Connections - 12:00 p.m. - 54 Hanover Street
1/25	Tue	Annual Meeting - 7:30 a.m. - 54 Hanover Street
1/27	Thu	Network PM - 5:00 p.m. - Portland Pie Company, Manchester
2/2	Wed	Member Briefing - 7:45 a.m. - 54 Hanover Street

MEMBER NEWS CONTINUED...

Centrix Bank Welcomes Donna Upson To Its Lending Team

Joseph B. Reilly, President/CEO of Centrix Bank (OTC Bulletin Board: CXBT), is pleased to announce the addition of Donna Upson to the Bank's commercial lending team. Ms. Upson will assume the role of Vice President, Commercial Loan Officer, at the commercial lender's Manchester office. Prior to joining Centrix Bank, Ms. Upson was Vice President of Commercial Lending with Hampshire First Bank. In addition, she is an owner/managing member of Loan Packaging LLC, a nationwide commercial loan broker business, located in Chelmsford, MA. She also held positions at KeyBank, Nashua, NH (1997-2000); First NH Bank, Manchester, NH (1989-1997); and Norstar Bank-Upstate, Albany, NY (1984-1986).

Laconia Savings Bank Helps Feed New Hampshire

Laconia Savings Bank donated \$10,000 to the New Hampshire Food Bank as part of their Feeding NH Food Drive. Laconia Savings Bank's 19 Community Offices accepted nearly 2,000 non-perishable food items and over \$1,200 in monetary donations. These donations were delivered to seventeen local food pantries throughout New Hampshire the week prior to Thanksgiving.

Member news is published monthly. Submissions are based on space availability and may be submitted to marketing-pr@manchester-chamber.org.

Advanced Health and Wellbeing, PC

Healthcare
196 Bridge Street Suite 103
Manchester, NH 03104
Dr. Margarita R. Ochoa-Maya
(603) 606-1611
www.advancedhealthnh.com

Anthem Blue Cross Blue Shield

Insurance
91 Cadogan Way
Nashua, NH 03062
Mr. Brian LaBonte
(603) 695-7423
www.nhindividualhealthplans.com

Century 21 Dumont & Associates

Real Estate
1100 Valley Street
Manchester, NH 03103
Mr. Rick Dumont
(603) 668-5100
www.century21dumont.com

Child Health Services

Healthcare
Non-Profit Organization
1245 Elm Street
Manchester, NH 03101
Mr. Fred Rusczek
(603) 668-6629 Ext:118
www.childhealthservices.org

Country Inn & Suites by Carlson

Hotel/Motel/Conference Centers
250 South River Road
Bedford, NH 03110
Ms. Lynn McArdle
(603) 666-4600
www.countryinns.com/manchesternh

Holiday Inn Express Hotel & Suites

Hotel/Motel/Conference Centers
1298 South Porter St
Manchester, NH 03103
Mr. Dennis Wilderoter
(603) 669-6800
www.hiexpress.com

In-Cal Inc.

Calibration Services
71C Pine Road
Hudson, NH 03051
Mr. Robert L. Gardner
(603) 883-5558
www.in-cal.com

JKM Painting, LLC

Painting/Drywall
425 Donald Street
Bedford, NH 03110
Mr. Jonathan Manley
(603) 321-2644
www.jkmpainting.com

MC Productions

Entertainment
182 Meetinghouse Road
Bedford, NH 03110
Mr. Corey Shaw
(888) 603-0331
www.djmcproductions.com

Michael Petrovick Architect

Architects
PO Box 175
Francistown, NH 03043
Mr. Michael Petrovick
(603) 547-8890
www.mjparchitect.com

Primrose Schools Franchising

Child Care
55 Peabody Drive
Brentwood, NH 03833
Mr. Bob Rossman
(603) 642-7472
www.primroseschools.com

Say it in Stitches

Corporate Apparel
Promotional Products
128 B Hall Street
Concord, NH 03301
Ms. Caroline Gagan
(603) 224-6470
www.stitchesnh.com

Starving Artists Movers

Moving & Storage
134B Hall Street
Concord, NH 03301
Mr. Michael Stamm
(603) 626-1410
www.starvingartistsmovers.com

Tellstone, LLC

Business Services
65 Victoria Street #18
Manchester, NH 03104
Mr. Bill Hoeker
(603) 759-8981
www.tellstone.com

The Mountain Club on Loon

Resorts
90 Loon Mountain Road
Lincoln, NH 03251
Ms. Kellee Pfeuti
(603) 745-2244
www.mtnclub.com



1911-2011

54 Hanover Street
Manchester, NH 03101

T# 603.666.6600

F# 603.626.0910

www.manchester-chamber.org