



Chamber Channel

Serving the Chamber members of Somersworth, Rollinsford, and the Berwicks of Maine **January/February 2015**

58 High Street, PO Box 615, Somersworth, NH 03878 • 603-692-7175 • Fax 603-692-4501 • email: info@somersworthchamber.com • www.somersworthchamber.com

Welcome All Chamber Members



As we embark upon a new year, I am very proud to serve as your Board Chairperson for 2015. As our mission states, "We strive to be an active partner in improving the economic health, business environment and vitality of Somersworth and surrounding communities of Rollinsford and the Berwicks. We strive to promote business through member services, educational programs, cooperative partnerships, and legislative advocacy that balances prosperity with the quality of life." In short, we are here for you!

2015 Chamber Board of Directors Chair.
Ann French,
Mortgage Loan
Officer at Profile
Bank

We are always open to your suggestions for improving our role in the business community as well as having you become an active member on any of our committees. Right now, we are actively seeking members to get involved in the Annual Dinner Committee, co-chaired by Lara Willard of Goodwin

Community Health and Paul Robidas of American Ambulance. This annual event includes presentation of the Chamber's awards for the Business of the Year, Citizen of the Year, and Teacher of the Year. Please contact the Chamber office if you would like to help out this year. 603-692-7175. If you would like more information about our other committees or have suggestions for us, please let me know. You may also contact any of our board members. I look forward to a great 2015.



BLUE DANUBE RIVER CRUISE

Public Information Session

March 12th at 6:00 p.m. Somersworth City Hall

Danube River Cruise, departing from Boston October 6, 2015- 10 days, 7 nights; price \$3842 per person, double occupancy. Includes all meals plus afternoon tea and midnight snack on board the 5-star Amadeus Elegant. Tours include Budapest, Vienna, Munich and much more. To attend info session, contact the Chamber 603-692-7175. Download detailed brochures for all Chamber travel at www.somersworthchamber.com.

WELCOME NEW CHAMBER MEMBERS!



Schooley Mitchell

James Hayes

1931 Woodbury Avenue, #126

Portsmouth, NH 03801

603-319-1930

www.schooleymitchell.com/jhayes

Business optimization specialist, cost control consultant



Kelley's Row Restaurant & Pub

417 Route 108, Somersworth, NH 03878

603-692-6200

www.kelleysrow.com

Full service restaurant serving breakfast, lunch, & dinner - full bar

Business After Hours

Tuesday, February 24th

5:00 - 7:00 p.m.

hosted by

Tri-City Christian Academy

12 Rocky Hill Road, Somersworth

Great networking, refreshments, and raffle prizes!

Chamber Pledges

to Help End 68 Hours of Hunger

The Board of Directors of the Somersworth Chamber has committed to helping educate its members and the general business community about 68 Hours of Hunger.

End 68 Hours of Hunger refers to an effort to confront the approximately 68 hours of hunger that some school children experience between the free lunch they receive in school on Friday afternoon and the free breakfast they receive in school on Monday morning.

Childhood hunger – or food insecurity – is a national problem. It occurs when children receive insufficient food on a regular basis and in many cases, missing meals entirely. After a while, these children also experience 'fear of hunger' that affects their behavior as much as physical hunger affects their bodies."

By the end of 2013, the non-profit organization, *End 68 Hours of Hunger*, served over **700 children per week** in New Hampshire (Alton, Barrington, Conway, Dover, Exeter, Hampton Milton, Nashua, New Durham, Northwood/Nottingham, Oyster River, Durham, Lee, Madbury, Somersworth, Portsmouth, Rollinsford) and Maine (Eliot, Kittery, York).

The Somersworth Chamber will be collecting monetary donations to help purchase food for children to have during that 68 hours. The organization, *End 68 Hours of Hunger*, is run solely by volunteers. No one is paid for their work. All donations are used to directly pay for food that is given to children in need.

Thank You, Renewing Members!

Clear Channel Radio
Coast Transportation
D.F. Richard Energy
Dead River Company
Digital Ink Printing
Demoulas Market Basket
Dumais & Ferland CPAs, LLC
Hampshire Pewter
Hardee's Market
Holy Rosary Credit Union
House of Hope
Sebastian Septic Service, LLC
Strafford County YMCA
Strafford Learning Center
The Homemaker Health Services
Tri-City Dodge & Tri-City Subaru
Wentworth Douglass Hospital

HRCU 2015 Scholarship Program

Holy Rosary Credit Union (HRCU) is now accepting applications for their 18th Annual Scholarship Program that will award five local students with \$1,000 scholarships each for post-secondary education expenses.

"We are proud to be able to continue to help our member students as they take their education to the next level," said Brian Hughes, President & CEO of HRCU. "It is important to support these talented, bright, and active students in our communities as they move on to the next chapter in their lives."

Since the inception of its Scholarship Program in 1996, HRCU has awarded \$163,500 in scholarships to local students.

Student applications will be evaluated on scholastic achievement, involvement at their school, engagement in their community, past work experience, future career plans, and financial need.

All HRCU members currently enrolled in a college or university are eligible to apply. The deadline for submitting a scholarship application is Wednesday, April 15th, with the winners expected to be announced in early June.

In addition to the Annual Scholarship Program, \$500 scholarships will also be awarded to all Spaulding High School graduates who successfully complete HRCU's in-school branch program, *The Banking Professional*, with a final grade of "A". The program includes course curriculum along with work hours as tellers within HRCU's on-campus Spaulding High School Branch.

Interested students can download a scholarship application packet at www.HRCU.org/products/youth. For more information, please call Donna Claveau at (603) 332-6840.

Welcome, Catherine Paige



Dennis J Tsakiris, Founder and President of WealthWise Financial Management, is pleased to announce that Catherine Paige, B.S., M.S.Ed., PhD, has joined the firm.

Catherine is an important addition to the growing WealthWise team as she brings extensive math, science and education experience, which will help her assist clients in identifying and implementing their financial strategies.

In addition to her life insurance and real estate licenses, Catherine has earned bachelor's degrees in biology and sports medicine, a master's degree in education, and a doctorate in physics. Catherine is preparing to take her Series 7 exam, which will allow her to add securities to her product and services portfolio.

"The expansion of our business development team further strengthens our ability to meet the needs of our customers," noted Tsakiris. "Catherine's comprehensive understanding of the area and client needs will help WealthWise Financial Management welcome and care for new and existing clients."

WealthWise Financial Management offers a wide range of investments, products, and services to assist clients in crafting a sound and holistic financial strategy for the days ahead. Services include retirement income planning, estate planning, legacy strategies, and financial advice covering all investment options.

Catherine's husband, Scott, is an Emergency Physician at Exeter Hospital. They have two active young boys which Catherine homeschools. In her free time, she works with local animal rescue groups and is active with the local Cub Scout pack.

To contact Wealthwise, go to www.gowealthwise.com or call 603-749-0570.

Charity Bowl-A-Thon to Benefit Seeds of Faith

Join Seeds of Faith at the Dover Bowl on Sunday, February 22nd as they raise funds to help the less-fortunate in our communities! Twenty-six teams of 4 people are needed to join in the fun. Each team is asked to raise a minimum of \$400.

Sponsored by **D.F. Richard**, and with live remote broadcasting by 98.7 The Bay, this event is guaranteed to be an afternoon of fun for the whole family! Dozens of raffle prizes from local businesses, and a Grand Prize for the team that raises the most money!

Games start at 1pm, followed by a second session at 3pm if needed. Food and beverages will be available for purchase at the Dover Bowl Brick Oven Pizzeria & Scoreboard Sports Bar.

If you are interested in being a Team Captain, pledge sheets can be picked up from New Beginnings Thrift Boutique (82 High St. Somersworth, NH 603-841-7041), or at Dover Bowl (887B Central Ave. Dover, NH 603-742-9632.)

Seeds of Faith is a 501(c)3 nonprofit organization based in Somersworth NH that has been serving the needs of the homeless and low-income on the Seacoast for the last 13 years. All funds raised go directly toward helping those in need this winter season. Please call Seeds of Faith at (603) 692-3100 with any questions.

Find New Customers!
BRING CHAMBER MEMBERS
INTO YOUR BUSINESS!
Host a Business After Hours
Contact the Chamber 603-692-7175 or
info@somersworthchamber.com
No fees - Free Benefit to Members
We do all the marketing for you!

Brad Scott Appointed to the Travelers National Producer Council



Brad Scott, President of Spence & Mathews Insurance was recently among a select group of independent insurance agents around the nation to be appointed to the Travelers National Producer Council.

The Travelers National Producer Council is comprised of top independent insurance agents across the country. The Council convenes throughout the year to discuss business strategy, products and to provide

feedback and market insight.

National Producer Council representatives are selected based on their superior industry and product knowledge as well as their exceptional ability to integrate automation, outstanding client service, professionalism and teamwork into driving success within their agencies.

"It's an honor to be nominated to the National Producer Council," said Brad Scott. "Travelers is one of the largest and most respected insurance companies in the nation. They offer a range of products at competitive prices. In addition, Travelers shares our commitment to providing the highest level of responsiveness and service to customers."

Since entering the insurance industry in 1984, Brad Scott has worked in various sales and managerial capacities. In August of 2011, he left his position as Vice President of Northeast Bank Insurance Group to purchase Spence & Mathews Insurance, where he now serves as President.

Established in 1935, Spence & Mathews is an independent insurance agency offering a full range of insurance products including auto, home, business and recreational vehicle. The company's 21 staff members serve more than 7000 clients from their office located at 4 Sullivan Street, Berwick, Maine.

For information, please visit Spence & Mathews at www.spenceandmathews.com or call 800-595-2565..

NEW MEMBER BENEFIT!

For Chamber members only! Now you can offer your specials and discounts via the Chamber's new mobile app. Your customers can download the free app directly to their phone and redeem your offers at your business. Cost to member is \$59/year and allows you to post as many offers as you like.

See detailed insert in this issue.

12-Day Tour of America's National Parks

Departing September 24, 2015

PUBLIC INFORMATION SESSION

Thursday, February 26th at 5:30 p.m.

Somersworth City Hall

Tour includes 16 meals, round-trip airfare from Boston, lodging on-site at the historic lodges of the National Parks. Visit Yellowstone, Grand Canyon, Bryce Canyon, Grand Tetons, Old Faithful, Lake Powell, Zion National, Mt. Rushmore, Jackson Hole, Salt Lake City, and Sedona. Price \$4299 p/p double occupancy. Attend the no-obligation information session to be held at the Somersworth City Hall. To register, contact the Chamber 603-692-7175. Download tour details at www.somersworthchamber.com

Phishing Scam Spoofs Better Business Bureau Questionnaire; Businesses Warned Not to Click

The Better Business Bureau is warning businesses not to click on an email that claims to be a "BBB SBQ" (standard business questionnaire). The email was sent out this morning to what is believed to be tens of thousands of businesses across the country. The email has a ZIP file attachment that links to a site that can download malware on the user's computer. Spoofing well-known and trusted brands is a common scam tactic. Other organizations such as the IRS, the FBI and Fortune 500 companies have been spoofed in similar phishing campaigns that victimized consumers and businesses.

"As soon as we heard about the scam, we immediately notified our security vendors and we are in the process of taking down the website," said Ben Steinberg, Chief Information Officer for the Council of Better Business Bureaus, the umbrella organization for 112 local, independent BBBs across North America. "We have a structure in place to quickly address and mitigate the impact of scammers who use our name. Our highest priority is protecting the public."

The emails are coming from the

domain "BBBL.org," which is not a BBB domain name, although it is clearly designed to look as if it is. The domain name was created last October and is registered to an individual in Antwerp, Belgium. It's not immediately clear if the domain owner is directly involved in the phishing scam, but BBB will be turning over its information to the FBI and Interpol for further investigation.

BBB offers this advice to anyone who receives this or other unsolicited emails with links or attachments:

- Do not click on links or open attachments in unsolicited email.
- If your email program allows it, tag the email as spam.
- Report the email to your Internet Service Provider.
- If you are unsure if an email is legitimate, call the sender using a phone number that you know to be correct (not from the email).

Check out BBB Scam Stopper (bbb.org/scam) for additional information on scams.

Service Credit Union Announces Formation of Insurance Subsidiary

Service Credit Union, a full service credit union, has announced the formation of Service Insure, LLC, a new subsidiary of the credit union that will extend a full suite of insurance solutions to members in New England, and military members in Germany and worldwide. The new company will provide a full array of property and casualty insurance offerings with options for coverage both stateside and internationally.

"Our members look to us to provide all the financial products they need in a one stop shopping solution that focuses on price, convenience and service. We are committed to insurance with the same passion and energy we have for the deposit and loan products our members need," said Gordon Simmons, President/CEO of Service Credit Union. "Service Insure will further support our mission to meet the financial needs of our members."

The credit union has hired Insuritas, the nation's premier provider of

turnkey insurance agencies to install an award-winning insurance solution for the benefit of its 200,000 members. The partnership with Insuritas will allow credit union members to get automatic insurance quotes when they get a loan, get their renewal notice in the mail, or go online to pay a bill.

Service Credit Union is a full service financial institution with more than 200,000 members worldwide, offering a wide range of financial products to its members. With 48 branches including two staffed 24/7 contact centers, and full internet banking services, Service Credit Union serves anyone who lives or works in New Hampshire, 4 towns in Cape Cod, MA., and all branches of the U.S. Military and Department of Defense employees and their families. With over \$2.5 billion in assets, Service Credit Union has 31 branches in New Hampshire, one in Massachusetts, 15 branches on U.S. military bases in Germany and a Virtual Branch.



58 High Street
 PO Box 615
 Somersworth, NH 03878

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2015 Board of Directors

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Ann French
Profile Bank

Vice-Chair
Lara Willard
Goodwin Community Health

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Rob Boulanger
Edward Jones

Secretary
Jeni Mosca
SAU #56

Robert "Cider" Berry
Eastern Propane & Oil

Dennis Burke
Mr. Electric

Robert Boulanger
Edward Jones

Joy Dunphy
Dover Days Inn

Doug Eason
The Works Family Health & Fitness Center

Louise Flood
Tri-City Christian Academy

Kathy Guptill
Hampshire Pewter

Dean Hugo
The Home Depot

Roland Lapointe
D.F. Richard Energy

Tony Lemmo
Sevigney Lyons Insurance

Paul Robidas
American Ambulance

Kathy Sessler
Cornerstone VNA

Christine Soutter
Somersworth Economic Development Manager

STAFF

Jennifer Soldati
Executive Director

Lindsey Gagnon
Office Assistant

Printer
Digital Ink Printing
 603-692-6002

Calendar

Sunday, February 22nd
 1:00 p.m.
Charity Bowl-A-Thon
to Benefit Seeds of Faith
 Dover Bowl
 887 Central Avenue, Dover

Tuesday, February 24th
 5:00 - 7:00 p.m.
Business After Hours
 Tri-City Christian Academy
 12 Rocky Hill Road, Somersworth

Thursday, February 26th
 5:30 p.m.
Information Session
12-Day Tour of
National Parks of America
 Somersworth City Hall
 58 High Street, Somersworth

Thursday, March 12th
 6:00 p.m.
Information Session
Blue Danube River Cruise
 Somersworth City Hall
 58 High Street, Somersworth

Tuesday, March 19th
 5:00 - 7:00 p.m.
Business After Hours
 Wealthwise Financial Management
 Somersworth

Friday, April 10th
 8:00 - 9:30 a.m.
Business Before Hours
 City of Somersworth
 City Hall
