



TIDINGS

HAMPTON AREA

March 2010 ☉ Hampton Area Chamber of Commerce Monthly Newsletter

Hampton Chamber Celebrates 95th Anniversary at Annual Dinner and Awards Ceremony

SEACOAST FLORIST
2010 Business of the Year

Awards—Continued on page 3

Remembering
JOHN D. "JACK" KNOX
(1919-2010)
See page 5 for Tribute

Join Doc Noel and the Hampton Chamber for a 12-Day Vacation to the Italian Lakes & Greek Islands Including a 7-Night Mediterranean Cruise!!

Don't Miss This One!

Chamber President Doc Noel is shown here with Rebecca Bernier, Business Development Manager for AAA of Northern New England planning for the trip from Collette Travel in association with AAA of Northern New England.

Attend an informational meeting at the Chamber office on Tuesday, March 23 at 6:00pm. RSVP to Chamber at 603-926-8718

See separate insert in this newsletter for complete details!

Mark Your Calendar!

"Toast to the Coast"

Annual Wine Tasting Event

In Cooperation with the Exeter Chamber

Thursday, May 13, 2010

Ashworth By The Sea

Sponsored by OCEAN BANK

Proudly Serving Hampton, Hampton Beach, Hampton Falls, North Hampton, Rye & Seabrook

MEMBER NEWS

New Generation, Inc. is pleased to announce an award of \$1,000 from the Trustees of the Rosamond Thaxter Foundation. This grant will help cover the cost of transportation for residents. This vital service of New Generation ensures that women will be transported to prenatal and postnatal doctor's appointments, housing appointments, employment and/or schooling.

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. Other services: *Second Generation Thrift Shoppes (in Greenland, Rochester and Seabrook)*, and *Generation Gap Furniture Barn*. For further info, stop by at 568 Portsmouth Avenue, Greenland, call 603-436-4989, or visit the website at www.newgennh.org.

Only two years after opening its doors for business, **Optima Bank & Trust's** assets are nearing the \$100 million mark, said Daniel R. Morrison, Optima's president and chief executive officer.

"Our growth has exceeded expectations," said Morrison, of the bank that has headquarters at Two Harbour Place in Portsmouth and a second branch in North Hampton. "And we continue to grow every day."

Recording the largest percentage growth in 2008 and 2009 in the Portsmouth market, Optima has climbed to fifth among the 17 bank branches in the market. With a 31 percent growth in market share in 2009 and 26 percent in 2008, Optima topped the list, in which 10 of the branches had a decrease in market share in 2009.

"Our customers are our greatest marketers," Morrison said. "They have referred their families and friends to our locally-owned bank, where we take service seriously and we are eager to sit down and talk business."

Optima's second branch in North Hampton, where deposits were at the \$12.7 million mark only 12 weeks after opening, has been equally successful, he said. "Growth in the North Hampton market has been remarkable," Morrison said. "We have been welcoming new customers every day since opening in November."

The Seacoast's only locally-owned commercial bank, Optima owes its success to "being able to provide all of the latest banking technology to our customers, while being responsive to their needs in a timely, professional and personal manner," he said.

In addition, Morrison noted, Optima has had no loan losses and financial results continued to be ahead of plan throughout 2009 with growth across the board in loans, deposits and revenues.

To learn more about Optima Bank's services, call the bank's headquarters at 603-433-9600 or the North Hampton location at 603-433-9633, visit the website at www.optimabank.com or stop by one of their two locations, Two Harbour Place in Portsmouth or 26 Lafayette Road in North Hampton.

The financial-services firm **Edward Jones** ranked No. 2 on FORTUNE magazine's "100 Best Companies to Work For 2010" list in its 11th year on the prestigious list, according to **Scott P. Zimmermann**. Edward Jones also ranked No. 1 for Large-sized companies. The full list and related stories appear in the February 8 issue of FORTUNE and currently at www.fortune.com/bestcompanies.

Edward Jones' 11 FORTUNE rankings include top 10 finishes for eight years and consecutive No. 1 rankings in 2002 and 2003. This is the firm's second consecutive year in the No. 2 spot. In naming Edward Jones to the list, FORTUNE editors said, "The investment advisor weathered the recession without closing one of its 12,615 offices or laying off a single employee. Salaries were frozen, but profit sharing continued."

"This honor is especially gratifying in the face of the adversity and challenges the financial-services industry has faced the last two years,"

CHAMBER CONNECTION

A Daytime Networking Event

Wednesday, April 7, 2010 11:30 to 12:30

Speaker: Jim Latimer, SeacoastDiningGuide.com

Hampton Area Chamber members and their guests are invited to join us for this straightforward networking opportunity at the Chamber office, One Lafayette Road, Hampton, on the first Wednesday of most months from 11:30 to 12:30. Attendees will meet other professionals to make contacts and expand visibility for their businesses. There will be time for a short infomercial about your business, a featured speaker will present a topic of interest, and the rest is all about networking.

Contact Katie Curran at (603) 926-8718 ext. 104 or e-mail katie@hamptonchamber.com to reserve a spot. Space is limited to the first 25 reservations received. Reservations are required. An e-mail confirmation will be sent to each month's attendees.

said Zimmermann. "But we were able to stay focused on the long-term because we are a partnership and we know who we are and what we do. We had no layoffs. We had to make some difficult decisions in terms of cutting back expenses, which we did successfully. But when you respect the people who work here, you take care of them — not just in the good times, but in the difficult times as well."

Edward Jones provides financial services for individual investors in the United States and, through its affiliate, in Canada. Every aspect of the firm's business, from the types of investment options offered to the location of branch offices, is designed to cater to individual investors in the communities in which they live and work. The firm's 12,000-plus financial advisors work directly with nearly 7 million clients to understand their personal goals—from college savings to retirement—and create long-term investment solutions that emphasize a well-balanced portfolio and a buy-and-hold strategy. Edward Jones embraces the importance of building long-term, face-to-face relationships with clients, helping them to understand and make sense of the investment options available today.

The Edward Jones web site is located at www.edwardjones.com, and its recruiting web site is www.careers.edwardjones.com. Member SIPC.

WELCOME NEW MEMBER

Mathnasium of North Hampton is a learning center where students go year round to boost their math skills. The center is highly specialized; they teach only math. The program is for students in 2nd through 12th grade. Members pay a monthly membership fee, and usually attend twice a week for about an hour.

At Mathnasium of North Hampton, their goal is to significantly increase each child's math skills, understanding of math concepts, and overall school performance, while building confidence and forging a positive attitude toward the subject. Mathnasium offers an environment and method in which children really do develop the mathematical understanding they will need to succeed in the information age.

For more information, visit www.mathnasium.com.

*Boston Bruins Alumni Benefit Game for
THE MOLLY FUND*

See Separate Insert in this Newsletter

BUSINESS OF THE YEAR: Seacoast Florist



“This business owner’s family moved to Hampton in 1957 from Lynn, MA. In 1967 she became employed at the Hampton Flower & Garden Shop. After 2 years of training left to live in other states working in the same industry, eventually managing flower shops as she moved. This business opened on May 5, 1981 on Route 1. She started her own florist shop at the age of 30 having begun working in a florist shop at the age of 16 learning from the basics.

Mass marketers, such as grocery stores and others, have increased flower awareness and have made them a more year round item rather than just for major holidays.

By now, you may know I speak of Cindy Willis and Seacoast Florist. She is much more than a business person, she exemplifies someone who gives back to her community in so many ways.

She joined the Hampton Area Chamber of Commerce in 1981, the same year she opened her business, and has been involved with so many of our events throughout the years including: Chairing the Christmas Parade, Co-chairing the Holiday Auction, she Co-founded Hampton & Professional Association, assisting the Chamber of Commerce, she helped institute the Business After Hours program, a recipient of the William “Bill” Elliot Award, in 1987 was named Vice Chairman of the Chamber’s Board of Directors, she co-chaired the Mini-Golf Open that year with Jake Fleming to raise funds to help defray costs for a heart and lung transplant for Alta Dubois, she was named the Chairman of the Board for the Chamber in 1987, was involved with the “Destination Downtown” program hanging flower baskets in the summer and wreaths in the winter to beautify downtown Hampton.

In 1994 she relocated her business from Route 1 to its current location in Depot Square. We celebrate Cindy Willis and Seacoast Florist as our 2010 Business of the Year and for 29 years of successful business in our downtown community of Hampton.”

SPECIAL RECOGNITION AWARD: Tobey & Merrill Insurance



“As the Chamber celebrates 95 years of service there is another business in Hampton celebrating it’s 90th year.

Where Bob’s Barber Shop is now located, Tobey & Merrill Insurance began in 1920 and is now located at 20 High Street. Although they have had several

locations in Hampton, they have grown with the town through the years and have always been a very strong supporter of the Hampton Area Chamber of Commerce and many other non-profit and charitable causes in so many ways.

It is with great pleasure to present our Special Recognition Award to Tobey & Merrill Insurance and to the Merrill Family.”

LIFETIME ACHIEVEMENT AWARD: Russell A. Merrill



“Our recipient is a native son of Hampton and has done more in his life giving back to this town than one could imagine. Born on Academy Ave. in Hampton, a graduate of Hampton Academy Junior High School (a member of the 1st class to go a full four years in the new building), one of first student pilots to solo from Hampton Airfield, a WW2 veteran, an American Legion member, Charter member of St. James Lodge, former building inspector, past president of Hampton Kiwanis, Past President of NH

Insurance Agents Association, incorporator of Exeter Hospital, Board of Directors member of Hampton National Bank, WHS Board Member, Trustee Hampton Academy trustees, Board Member and volunteer for the Hampton Historical Society, President of the Independent Insurance agents of NH, State National Director for 6 years of the National Independent Insurance agents of America, member of the order of the Purple Duck, Profile Automobile League, collector of antique autos (Model T’s), and with nothing else to do is also President and Chairman of the Board for Tobey & Merrill Insurance Co. and a member of the Hampton Area Chamber of Commerce for as long as one can remember.

He and his wife Ada have two sons, Dean and Geoff, and a daughter Lisa, and 6 grandchildren (all girls).

It is with great pleasure, on behalf of everyone involved with the Hampton Area Chamber of Commerce, the Board of Directors and membership, to award this year’s recipient of our Lifetime Achievement Award to Mr. Russ Merrill.”

Awards—Continued on page 4

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FAITH IN THE FUTURE: Boardwalk Inn and Cafe

“This business began many years ago when his parents met at Hampton Beach during the 1950s; this business owner grew up in Haverhill, MA and summered here at the beach.

At the age of 12 he started selling newspapers at Hampton Beach, then worked at Playland and in years that followed, up to now, he's owned 8 different businesses on Hampton Beach: Natural Pickle in 1979, JB Roast Beef in 1980, Boardwalk Fries in 1984, Star Trax Video in 1987, John's Popcorn in 1988, Casino Ice Cream in 1989, and Casino Concession in 1992.

In 2004 he purchased the Colonial Inn, built in 1918 it sits on the corner of Ocean Blvd. and F St. At the time, it was a 24 room hotel with 2 street level shops. He changed the name to the Boardwalk Inn & Cafe and immediately started renovating it by turning the entire street level into a 236 seat restaurant and restructured the hotel from 24 rooms to 17 hotel suites and added the first street level dining patio at Hampton Beach. In 2008 the second floor was renovated by adding an indoor and outdoor patio while further revamping the remaining 11 hotel suites. The structure of the building has remained the same over the years while the inside has been 100% transformed with a blend of yesteryear's charm and today's modern conveniences.

He truly personifies Faith in the Future with this award for The Boardwalk Inn & Cafe. He's helped to beautify Hampton Beach and here to accept the award is Mr. Jim Trainor.”



SEAFOOD FESTIVAL AWARD: New Hampshire Distributors

“New Hampshire Distributors, Inc. was founded in August of 1946 and was originally located in Epping. After a short stint the company moved their headquarters to Concord, where it has been for the last 60 plus years.

Starting initially with a few small beer brands, New Hampshire Distributors has grown to represent over 30 suppliers between both beer and non-alcoholic beverages. Today, New Hampshire Distributors has 127 full-time employees and has become a broad based beverage distributor with their full lineup of 165 great beers.

New Hampshire Distributors takes their motto of “making friends is our business” very seriously across their wide ranging NH territory (Seabrook to North Conway, Lincoln to Concord and everything in between). New Hampshire Distributors services approximately 1800 accounts on a weekly basis within their territory.

More importantly, New Hampshire Distributors is involved with many local community activities such as the Hampton Beach Seafood Festival and many charitable causes. Many of their team members serve on local boards, coach youth sport teams and are involved in a range of group activities. They are very proud of their employee family and the difference they make in the quality of life in the communities they serve. They are also proud members of the Hampton Area Chamber of Commerce and enjoy supporting all of the Chamber events and activities.

It is with great pleasure, on behalf of the Hampton Area Chamber of Commerce and all involved with the Hampton Beach Seafood Festival, to award New Hampshire Distributors with this year's Seafood Festival Award for their continued support of the festival and community involvement.”

COMMUNITY SERVICE AWARD: St. Vincent de Paul

“This society was founded in France in 1833 by blessed Frederick Ozanam, he chose a fellow Frenchman, St. Vincent de Paul, to be the patron who had previously founded the Vincentian order two centuries earlier to serve the sick and needy.

Their mission is to serve those in need within their parish and community.

They operate a food pantry, clothing distribution and St. Vincent's Kitchen.

The food pantry is located in the St. Vincent de Paul building across from the rectory. Clothing items are also available in this building during office hours and by appointment, all at no charge.

St. Vincent's Kitchen operates mid-October to mid-May, two nights a week, and five other churches operate the kitchen on additional nights. In the 2008-2009 season alone, over 11,000 meals were served at the 37 Ashworth Ave. premises, generously donated by owner Robert Preston. Meals provided are coordinated by church members, Rotary and others and are cooked in local homes and brought to the kitchen and served from 5:00-6:45pm.

It is with great pleasure, on behalf of the Hampton Area Chamber of Commerce, to honor this year's Community Service Award to St. Vincent de Paul Society. Here to accept this award on behalf of the society is its President, Mr. Phil Filli.”



Remembering Our Friend . .

JACK KNOX

(1949-2010)

The Hampton Area Chamber of Commerce has lost one of our dearest friends and closest colleagues. Jack Knox was a man with a big talent, an even bigger personality, and a total dedication and devotion to his work, his friends, and his family.

Jack Knox had a record of service to Hampton and Hampton Beach that dated back more than three decades. In 1974 the then owner of the Hampton Beach Casino, John Dineen, approached the lead singer of the Continentals and asked him to fill in on an open night on the Seashell Stage at Hampton Beach. The Continentals made several appearances in the ten years that followed while performing every night in the Patriots Lounge of the Ashworth Hotel. In 1983 the Continentals again filled in open dates at the Seashell Stage. Because of the difficulty in finding a marching band for the annual Children's parade, the Continentals, with the charismatic Jack Knox at the helm, volunteered once again.

The Continentals have played all over the country, including Disneyland in California, Disneyworld in Orlando, Caesars Palace in Las Vegas, Detroit, Washington, and Texas.

KW Entertainment, Jack Knox's entertainment company, has been responsible for booking all entertainment at the Seashell Stage and for the Hampton Beach Seafood Festival for years. Each season the Seashell Stage hosts about 80 shows with a complete range of music.

Jack always understood the importance of recognizing major contributors to the entertainment program and took the time to explain to the audience the workings of the Hampton Beach Village Precinct and tirelessly recognized contributors, sponsors, Parks and Recreation staff, and the Chamber of Commerce. In 2008, the Chamber gave a Special Recognition Award to Jack Knox at the Annual Awards Dinner.

The Continentals have been a regular part of the Seashell Stage entertainment since 1988. Jack approached every performance with unmatched enthusiasm and excitement. It is difficult to imagine the upcoming season without him.

The Hampton Area Chamber will always hold a special place of honor in our memories for Jack Knox. We will miss him terribly.



