

Plaistow Area Commerce Exchange

Volume 17, Issue 4

March-April 2009

NEWSLETTER

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P.A.C.E. 2009 CALENDAR

- **March 28** (Saturday) Annual Scholarship & Community Service Auction; **Time:** 6:30 pm; **Place:** Granite Rose, Hampstead. All donations accepted and appreciated and may be brought to Ocean Bank in Plaistow..
- **April 9** (Thursday), **Time:** 11:30am Luncheon Meeting; **Place:** Atkinson Country Club; **Speaker:** Thomas L. Mortimer, Exec. Sr. V.P., Pentucket Bank along with Atty. Seth Bostock and Kathy Wentworth of Leader Bank.
- **May 14** (Thursday), **Time:** 11:30am Luncheon Meeting; **Place:** Atkinson Country Club; **Speaker:** Karen Keisling will be speaking about the Civil Air Patrol.
- **June 11 After Hours** (Thursday), **Time:** 5:30pm to 7:30pm; **Place:** Rick's Pond View in Kingston
- No Meetings during the summer months.

For reservations call P.A.C.E. (603) 382-3634 or email lucilleduquette@comcast.net or pace@pacenh.com

Dianne McDermott, McDermott & Company Marketing Guest Speaker — February 12, 2009

Branding and Beyond: Three Cs To Success

A brand is more than a logo; the entirety of customer experience can influence and validate, or negate a brand. Simply having a brand isn't enough in this era of communication and media overload. Small and medium size businesses can level the playing field and compete with the huge investments being made by ever growing mega companies. The presentation defined how to build, communicate and nourish a successful brand to achieve company

and product success. Even in today's economy.

Dianne McDermott founded McDermott and Company Marketing in 2003 after a 25 years career in corporate marketing. Her corporate experience with companies ranging from start up to \$500M, gives her the edge to bring sophisticated marketing strategies to entrepreneurs in a wide variety of industries from technology to consumer. Her extensive expertise in branding, image development, promotion, public relations and sales gives her

clients a complete range of solutions to their marketing Ms. McDermott serves on the Board of Directors of The Haverhill YMCA, also serves on the Corporate Advisory Committee of the Foundation for Alcohol Research. Ms. McDermott holds a Masters Degree from Boston University and a BS from Springfield College. McDermott & Company serves Client Markets including: Technology, Real Estate, Community, Beauty/Salons, Consumer/Retail, Finance, Health, Wellness, Banking, Pets, B2B, +++++

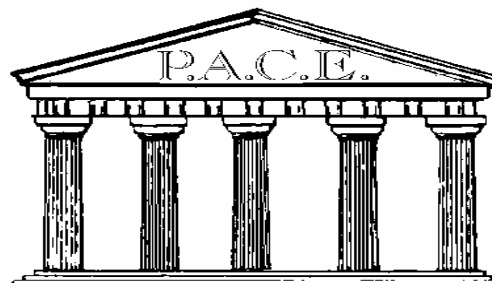
Guest Speakers for the April 9th Meeting at the Atkinson Country Club, 11:30 am

In the wake of the historic bail out recently provided by the United States Government, many individuals are concerned as to what options are available to them during this stressful time.

Kathleen Wentworth of Leader Bank and Seth M. Bostock, Esq., Managing Partner of Bostock Donais, PLLC will discuss mortgage options and debt restructuring / elimination in this current economic state.

Mr. Thomas L. Mortimer, Exec. Sr. V.P. of Pentucket Bank will discuss the impact of the current economic crisis on community bank's regulatory changes in the banking industry and the current mortgage lending environment.

An alliance of commercial enterprises in
Atkinson
Danville
Hampstead
Kingston
Newton
Plaistow
Sandown



Prosperity
and
Strength
Through
Unity

P.A.C.E. 2008-2009 Officers and
Board of Directors

President (2 year term)

Christine Clarke Swift (11/1/09)
OnTrac Life Coaching Svcs., PO Box 472
Atkinson, NH 03811 — (603) 702-0649
Christine@ontrachypnosis.com

Vice President (1 year term)

Karen Keisling (11/1/09)
Ind. Consultant - Mary Kay Cosmetics
31 Pentucket Drive
E. Hampstead, NH 03826
(603) 475-2534
karenkeisling@marykay.com

Secretary (1 year term)

Jennifer Selfridge (11/1/09)
Coord. Timberlane Safe & Drug Free
Community Coalition
7 Farm Road, Kingston, NH 03848
(603) 347-1702
jenniferselfridge@comcast.net

Treasurer (2 year term)

David Stratton (11/1/09)
Comprehensive Business Services
P.O. Box 1050, Plaistow, NH 03865
(603) 382-7114
dstratton@choiceonemail.com

Board of Directors (2 year term)

Dave Anderson (Term expires 11/1/10)
Dingo Creative
11 Whitney Grove Road
Derry, NH 03038
(603) 890-0105
danderson@dingocreative.com

Cynthia Carver (Term expires 11/1/10)
Pentucket Bank, Mortgage Loan Office
P.O. Box 791
Haverhill, MA 01831
(978) 556-5444
ccarver@pentucketbank.com

Jane Dichard (Term expires 11/1/10)
Region 10 Community Support
8 Commerce Drive, Unit 801
Atkinson, NH 03811
(603) 893-1299
jdichard@region10nh.com

Dale Gerry, II (11/1/09)
Shurtleff Appraisal Associates, Inc.
P.O. Box 665, Hampstead, NH 03841
(603) 329-4808 —
dmg2@shurtleffappraisal.com

Mary Lonergan (11/1/09)
Pentucket Bank, Sr. Branch Manager
201 Rte. 111, Hampstead Commons,
Suite 110, Hampstead, NH 03841
(603) 329-7333
mlonergan@pentucketbank.com

Kathleen Wentworth (11/1/09)
Leader Bank, Arlington, MA (617) 388-8521
kwentworth@leaderbank.com

Administrative Consultant:

Lucy Duquette
(603) 382-8992
lucilleduquette@comcast.net

PRESIDENT'S MESSAGE

The Annual Scholarship Silent and Live Auction Event is scheduled for March 28th, 2009 at the Granite Rose Facility, on Rt. 111 in Hampstead NH.

We will be honoring Philip Plante of Ocean Bank as our 'Business Person of the Year' for his continued generous and supportive involvement in PACE and the greater Plaistow community. Please join us in honoring 'Phil' this year as a highlight during the fundraiser event.

The PACE Board of Directors, Lucy Duquette, Administrative Assistant, and the community of donators deserve praise for their continuous efforts to make the Annual PACE Scholarship Auction fun and pros-

perous. Hope you are a part of the bidding battles that develop and engage in the generosity as a result of the fun. We are so grateful for all that participate and join in this effort to raise money for scholarships. Your continued generosity is greatly appreciated.

Scholarship applications for high school seniors attending college in the fall of 2009 are available at each of the receiving high schools. There are two \$1000 scholarships for Timberlane Regional High School students and a \$1000 scholarship each for both a Sanborn Regional High School student and a Hampstead student attending Pinkerton Academy. PACE members' chil-



dren or grandchildren are given preference in the selection process. An affidavit letter can be obtained through Lucy Duquette.

I wish you all success, peace and good health in the great year of 2009.

Christine Clarke-Swift,
MS, CI — OnTrac Coaching, Inc., PACE President

Looking for Auction Donations

**Twentieth Annual
PACE Scholarship and Community Service
Dinner and Auction**

**The Granite Rose
22 Garland Drive
Hampstead, New Hampshire**

Saturday, March 28, 2009

Cocktails & Silent Auction: 6:30 p.m.—7:30 p.m.

Dinner: 7:30 p.m.

Entertainment & Live Auction: 8:15 p.m.

Business Person of the Year Award Presentation

Honoree: Philip Plante of Ocean Bank

\$40.00 per person * \$400.00 per table (10)

To benefit Sanborn—Timberlane and Hampstead Students of Pinkerton Academy

**BUY
YOUR
TICKETS
NOW**

Donations may be dropped off at Ocean Bank, Main Street, Plaistow

Dual Memberships Available to PACE and GHCOG Members

The Greater Haverhill Chamber of Commerce (GHCOG) and the PACE Board of Directors have created an opportunity for new businesses to join both organizations. Current businesses will have an opportunity to join both organizations as well at the outlined rates: GHCOG base rate of \$295 less a \$25 Discount for PACE Members (or \$270) along with a PACE membership rate of \$95 less a \$15 discount (or \$80) for a total of \$350. The benefits of joining both organizations are that businesses in Southern New Hampshire

will have two strong sources for information and networking to help strengthen them individually at an affordable rate. PACE and the GHCOG will both increase membership, services and awareness by working together. The GHCOG offers Government regional outreach and PACE offers monthly meetings with guest speakers who cover numerous topics. PACE also has an annual Scholarship and Community Service Auction to benefit the local high school students and the local communities.

Photo below, from left:: Warren Gerety, Manager, Southern New Hampshire Division shows Christine Clarke-Swift of OnTrac Life Coaching Services and PACE President the new GHCOG office space at 95 Plaistow Road, Route 125, Plaistow. Warren has been a member of PACE for many years and is a former President.



“Thank you for Renewing your Membership”

- Council Electric, Inc.
- Difeo Oil
- Ed’s Carpet, Tile & Hardwood, Inc.
- K.N.C., Inc.
- LPO Marketing Communications, LLC
- Pest-End, Inc.
- United Business Machines

WELCOME NEW MEMBERS

- Michele (Mickie) Conte
PAC-TV Channel 17,
Plaistow
603-382-3146 - Host
And Producer—Plaistow
Connection—promoting
community Awareness
mickieconte@myfair
point.net
- Raymond Merrill
Plaistow Cabinet Company,
56 Newton Road, Plaistow
— 603-382-1098 — De-
sign, sales installation of
cabinetry for residential,
commercial and institu-
tional projects.
rmerrill@plaistowcabinet.
com
- Dr. Leonard E. DiPaolo
Village Dental of New Eng-
land 95 Plaistow Road,
Plaistow 603-382-1585 —
General dentistry, cosmetic
& implant dentistry, family
dentistry
aldente123@aol.com
- Warren Gerety , Manager,
So. NH Division of Greater
Haverhill Chamber of Com-
merce, 95 Plaistow Rd.,
Unit 4, Plaistow,
603-378-9115
Waren@haverhillchamber.
com

COME ABOARD

Take a test ride....

... you will be glad you did!

Member DIF Deposits Insured in Full Haverhill MA Hampstead NH Salem NH www.pentucketbank.com Member FDIC

So NH Division of the Haverhill Chamber of Commerce announces their March 24th Business After Hours & The Grand Reopening of Primo Pasta from 5:00 pm to 7:00 pm

Come celebrate one of So. NH’s staple restaurants mixed with a new look. Ribbon cutting ceremony promptly at 5:00 pm, 33 Plaistow Road. \$10 Chamber members/\$15 non-Chamber members. To register call Jen Cantwell at 978-373-5663 or jen@haverhillchamber.com

WELCOME NEW MEMBERS (Cont’d)

- Vincent Chestnut
Alpha Locksmith, 42 Russet Lane, East Hampstead, 603-382-5680 — Vincent has over 17 years of application experience to provide you with good solutions to your needs. We have more product knowledge to provide the correct hardware for your situation. Need a locksmith? Call Alpha Locksmith! vincechestnut@alphalocksmith.com
- Joanne Lawler
Jackson Hewitt Tax Service,
95 Plaistow Road, Plaistow,
603-382-4444
Provides tax services
Itaxing-
times@aol.com



**PACE 2009 BUSINESS PERSON OF THE YEAR AWARD
PHILIP PLANTE OF OCEAN BANK**

The Life of Phil.....

Moved to Plaistow in 1956.

Has lived in several area towns, including Plaistow for 23 years, and now Hampstead for 22 years.

His near 36-year banking career has been spent serving the Greater Plaistow market area for all but two of those years.

Older people will remember Phil as a teller at Plaistow Bank & Trust, in the early 70's, where he climbed the organization ranks to ultimately become President in 1992. At that time he was the youngest bank president in New Hampshire, and there were a lot more banks.

In 1995 Phil & Dave Gauron embarked upon plans to establish Homestead Community Bank on Main Street in Plaistow. Homestead ultimately opened as Community Bank & Trust in 1996. Phil has remained at this location for 13 years while the bank has under gone several recent acquisitions. Today, this location is an office of Ocean Bank a Division of People's United Bank.

Early in 1995 Phil was approached by PACE Co-President, Frank Taillon, to become the next President. He did so, and continued as a Board member for 10 years.

Other notable affiliations include:

- 15-year member of Atkinson & Sandown Lions Clubs
- Past Finance Chair for Lonetree Council BSA
- Past Campaign Chair and Board member for DLT United Way and subsequently, a Board Member of Heritage United Way

Today Phil is completing his sixth year as a Board member for the Center for Life Management. This organization provides mental health services to the towns in the PACE catchment area, as well as Salem, Derry, Windham, Pelham, and Chester. As Board Chair he has helped guide the organization through a bond issue and the construction of a new 28,000 square foot consolidated facility in Derry, eliminating the need for 3 other older properties.

Phil enjoys golfing. He freely admits that with the amount of time he spends golfing, that his scores should be significantly lower. He attributes these higher scores to not wanting to hurt the feelings of his opponents, a technique he insists he learned from his good friend Bill Mears.


Congratulations to Pinnacle Physical Therapy partners and PACE members Leigh Boyle and Bob Worden.

The Lions Club of Atkinson and Plaistow at their regional annual meeting honored both Leigh and Bob. Leigh was recognized for her contributions to patient care and the community. Bob was named a Granite State Fellow, the highest



form of recognition by the Lions Sight and Hearing Foundation for exceptional

service to New Hampshire citizens. Pinnacle Physical Therapy has been involved in the support of the Lions Clubs civic mission over the past five years and has also raised over \$30,000 of food donations to The Plaistow Community Food Pantry at Holy Angels.




Pinnacle Physical Therapy
Sports and Orthopedic Rehabilitation

Leigh Boyle DPT, MPT, CSCS
Partner/Clinical Coordinator


95 Plaistow Rd.
Plaistow, NH 03865
Phone: 603-378-0082
Fax: 603-378-0083
Email: leigh@pinnaclerehab.net

ANDREW CARACE
General Manager



PEST-END, INC.
"We Make Ants Say Uncle"

General Pest & Termite Control
www.pestendinc.com



**PACE Meeting hosted by
Timberlane Regional High
School — 1-8-09**



From left—Allen Gilbert, Ram Printing; Dave Stratton, Comprehensive Business Services; Wayne Besaw, Delta Cleaning Services, Inc.



From left—Leanne Eastman, Haverhill Chamber of Commerce; Mike Dorman, Plaistow Building Inspector; Mike McConnell, Century Copier Specialists



Maria DiNola, Assistant Principal; Mary Magliocchetti, Sr. Class President — thank you for making PACE Members feel welcomed.

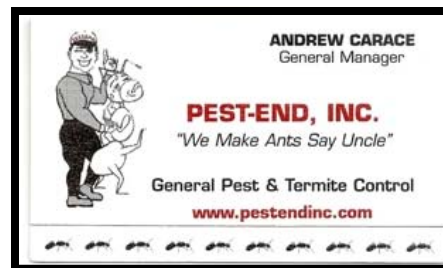
**MEMBER SPOTLIGHT:
Andrew and Nancy Carace of Pest End, Inc.**

Since 1977, Pest-End, Inc. has served residences, multi-unit dwellings, hospitals, restaurants, and both commercial and industrial businesses to address all types of pest problems like carpenter ants, cockroaches, mice, rats, powderpost beetles, silverfish, centipedes, bees, bedbugs and more. Pest-End uses only EPA-registered pesticides and their technicians always treat according to chemical label laws, and safety comes first.

“Pest-End, Inc. has been growing for the last 20 years,” says Andy Carace. “We have three locations: Methuen, Plaistow and Derry, serving customers from Manchester to Boston.” Andy and his wife, Nancy, along with their children Amanda and Adam, run the company.

“We take great pride in our level of service,” says Andy. “And we are always exploring new ways to better serve our customers, giving them the best service possible.” Their educated service technicians are licensed and professional, and are always available to answer questions from customers.

Professional pest control service is more comprehensive and more effective than a do-it-yourself solution.



Most do-it-yourself treatments are mostly guesswork, and are not usually that effective.

Professional pest control technicians know exactly what to do, eliminating any guesswork and wasted time and effort.

Professional service technicians follow careful safety procedures, designed to get rid of the pest problem with risk to you, your employees and customers.

“Let us make your “Ants say Uncle,” says Andy. “And visit us on the web for more information — www.pestendinc.com

82 Plaistow Road
Plaistow, NH
1-800-313-4733
www.pestendinc.com



A BIG Thank You to the students of Timberlane Regional High School who helped make our January 8, 2009 meeting the success that we had hoped for. Looking forward to next year.



PRESS RELEASE

Contact: Laurie Ota
603) 965-0754
lauriepota@comcast.net

There is still Time to Order your Tickets!

Why not give concert tickets and at the same time support a great cause. The Matt Savage Trio will be performing at the Stockbridge Theatre at Pinkerton Academy on Saturday, March 7, 2009. All proceeds from the concert will benefit the Center for Life Management Foundation, which supports the mission of the non-profit community mental health agency.

Sixteen-year-old Matt Savage has been called phenomenal and a jazz legend. Already a seasoned musician, he has performed with today's jazz greats such as Dave Brubeck, Chick Corea, McCoy Tyner and Chaka Khan, has appeared on The Late Show with David Letterman and at the prestigious Dizzy's Club Coca-Cola at Jazz at Lincoln Center. From his home in Frankestown, NH, Matt has flourished as a musician and composer to emerge from his disability with a rare form of autism. Matt is an inspiration to all but especially to those who struggle with autism or other disabilities. Listen and learn more about Matt at www.savagerecords.com.



Reserve your tickets today on line at www.stockbridgetheatre.com, by phone at 603-437-5210 or in person at the Stockbridge Theatre box office Monday-Friday 8 a.m. to 3 p.m.

The Matt Savage Benefit Concert and Silent Auction is being generously sponsored by CGI Employee Benefits, Ocean Bank, Goodnow Real Estate Services, Opechee Construction Corporation, Sheehan Phinney Bass and Green Attorneys at Law, Fred C. Church Insurance and Parkland Medical Center. For information about sponsoring this event, donating items for the silent auction or advertising in the program book, call CLM at 603-965-0754.

PACE January 8, 2009 Meeting hosted by Timberlane Regional High School

Barbara Hopkins, STEM Coach at Timberlane is also a PACE Member and did a great job greeting PACE and informing Members about the school and its students.



From left—Phil Gamache, Ameriprise Financial; Cynthia Carver, Pentucket Bank and PACE Board Member; Ken Quinney, Pentucket Bank along with Barbara Hopkins, STEM Coach at Timberlane Regional High School.

Photo to the right shows Mickie Conte of PAC-TV Channel 17 enjoying the January 8th PACE Meeting at Timberlane Regional High School



For more photos, visit our website at www.pacenh.com

**FOR EVENT
RESERVATIONS OR
INFORMATION ON PACE
CALL (603) 382-3634 OR EMAIL
lucilleduquette@comcast.net
pace@pacenh.com**

PACE meetings are a great way to meet and socialize with other local business owners. Come to a meeting and see how you can benefit. Do you know other local business owners who are not PACE Members? Bring them along. All are welcome.

NETWORKING

