



**A Note
from the Chair**

Values are **intentional**...that was the message from Tom Chappell of Tom's of Maine at a May breakfast forum hosted by the Portsmouth Chamber of Commerce. A simple yet powerful message. Tom stated that we, the business community, need to be certain that we make our values deliberate and integrate them into our professional lives. Mr. Chappell is one of the founders of The Saltwater Institute, an NHBSR member that seeks to help others "lead with their values". Listening to him talk, it's clear that we can all learn much from each other on this front and it is definitely a journey...an ongoing process.

As we strive to lead with our values, it has been a busy spring for your NHBSR Board. We are busy with many administrative tasks, welcoming three new members and planning a **member-focused event on November 19th in the afternoon**. Stay tuned to see how you can get involved.

And finally, our **2003 Go On Tour** program is off and running. NHPTV hosted in April and the NH Association for the Blind was our host in June. Thank you to both organizations for opening their doors to us. Next up is a tour with Lonza Biologics in Portsmouth, NH on September 4th...don't miss it!

A glorious summer to all!
Wendy Formichelli, NHBSR Chair

**Go On Tour...
with NH Public Television**

Members of NHBSR were treated to a tour of NH Public Television's Durham Studio on April 10th.



Participants learned about NHPTV's distance learning program, auctions, children's literacy outreach, public/private partnerships and its teacher training classroom from its management team and on-air talent.

NHPTV also showed how it embraces learning and social capital at all levels, engaging its viewers, partners and supporters.

Thank you to **NHPTV** for keeping public television alive and well in New Hampshire!

Larry Hoffman, Communications Manager, dazzles the NHBSR GOT participants with NHPTV trivia.



Member Spotlight

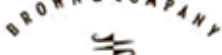
NH Association for the Blind



The Americans with Disabilities Act (ADA) has brought new awareness to the needs of the disabled in the workplace. Currently, there is an explosive rise in vision impairment in our senior and baby boomer population...on June 3rd, NHBSR members learned from a nationally recognized leader in vision rehabilitation how they can help blind and visually impaired children and working age adults be fully independent through assistive and communications technology that permits them to work as equals with sighted peers and co-workers.

The **NH Association for the Blind** is a 90-year-old non-profit providing direct rehabilitation services to help people regain independence following vision loss. Services are provided to 1400+ people annually both in homes and at the McGreal Sight Center in Concord and the Portsmouth Senior Center at Parrott Avenue Place. The NHAB provides information to help overcome barriers to employing the visually impaired and provides guidance concerning employer responsibilities brought about by the ADA. We are proud to have the NH Association for the Blind as members of NHBSR and encourage you to learn more about this great organization at www.sightcenter.org.

Special thanks to the NHBSR Founding Members and sponsors of this E-Newsletter!



The Transformation of a Building By Wes Tator

This is a story about Social Responsibility in the streets of Dover, NH. It centers around a building called the Victory Chapel Building named for a group that was a building tenant in 2001 when the building went on sale. At that time the building was one of Dover's landmarks due to its location in the center of town and because it had unfortunately deteriorated. The story ends with the awarding of two prizes to the people who transformed the building.

I am a commercial realtor. The day I got the listing on this property, I suddenly realized that I would need to find a buyer for this building that had remained untouched for 70 years, had several layers of exterior siding and a basement that provided a history lesson. The tenants were paying rents established when the market rate was about half of the current level. To complete the scene, the property was almost invisible behind trees that lined the sidewalk.

Enter the Design Committee of Dover Main Street.

Dover Main Street is a local non-profit organization that focuses on economic enhancement and historic preservation of downtown Dover. Its Design Committee provides professional quality design assistance to property and building owners and in this case, it provided a

historical context to the building. The committee had ideas as to how the building's facade could be affordably upgraded so that market rents could be charged. Finally, it pointed out that the building was two blocks from the train station. Thanks to the Design Committee, I soon had a financial presentation of the building's potential for interested buyers.

Enter Steve Dumont. Steve had previously purchased a number of properties but none in Dover. After a short negotiation, bought the building. Before the closing, Steve was introduced to the City Manager, the Chamber of Commerce, and the Executive Director of Dover Main Street. Steve really wanted the trees trimmed by the city which the Main Street Director brokered after the closing.



Once in control of the building, Steve learned what he had gotten himself into. The main building needed a new furnace; the floor of the old restaurant was so rotten that it had to be replaced and the electrical system left lots to be desired. Unfortunately, it was the sort of situation that most construction crews would find overwhelming. Those crews not overwhelmed would charge so much that the project would not be feasible. Six months after the closing the first new tenant was wondering how it was that he had locked himself into a lease without his build-out completed. In addition, no new tenants were on board since the building was in worse shape than it had been when it sold.

It was at this point that the Chairman of Dover Main Street's Design Committee, Tim Sheldon provided an acceptable bid to complete the build out. Six weeks later Thai Cuisine Restaurant opened and two months after that Dover's first oriental market opened. Soon, a real estate company became a tenant upstairs and the remaining space became an apartment. To his credit, Steve has continued to work with existing tenants. He has not raised rents substantially, believing that people need time to adjust.

This socially responsible approach has not been a hardship for Steve either. His investment has given him a building that rents at market rates and income to cover the development. Furthermore, today he has a property that appraises well above the purchase price plus his additional investment.

Today the façade of the building attractively preserves the original design lines while a substantial interior portion has been modernized.
Dover

This spring Main Street Program was awarded a \$2,000 prize for the work of its design committee and also received the award for the best adaptive reuse of a building for over \$50,000 in 2002.



Member News ~ CEI Community Ventures

NHBSR member, CEI Community Ventures (CCVI), a socially responsible venture capital fund, announced on May 5th that it has closed its New Markets Venture Capital Fund (NMVC) focused on supporting companies in New Hampshire's economically distressed communities with equity finance and operational assistance resources. One of only seven such entities authorized by SBA, CCVI manages more than \$10M in equity finance and \$3M of operational assistance resources.

With its geographic focus in northern New England, CCVI will be the only NMVC operating in New Hampshire and will seek investment opportunities in communities within the following counties: Belknap, Carroll, Cheshire, Coos, Grafton, Hillsborough, Merrimack, Strafford and Sullivan (for specific areas within these counties, see http://www.ceicommunityventures.com/criteria/map_nh.htm).

Governor Benson comments "Venture capital is a key driver of economic and entrepreneurial growth in our communities. CCVI offers an important program for New Hampshire, promoting job growth and environmental sustainability using venture capital and operational assistance. I am excited that they will be able to help build the next generation of successful New Hampshire companies."

In July 2001, SBA's NMVC program gave conditional approval to seven organizations (including CCVI) operating in different geographic regions to go out and

raise capital to support an equity investment and an operational assistance program, for which SBA would provide matching funds. The OAP is designed to support professional services that can help companies either become "equity-ready" or to help them execute their business plans once CCVI has made an investment.

CCVI's President Michael Gurau commented "At a time when the venture capital industry is in a state of contraction, it is particularly exciting to be bring a new fund to this region and, in particular, to underserved communities. New Hampshire has a tremendous entrepreneurial culture and I am looking forward to funding and working with growth oriented companies in these areas."

CCVI's seeks to invest \$100,000 to \$500,000 from its own funds (and can lead larger investment transactions with its network partners) financing companies that support its social, environmental and financial goals. "CCVI seeks opportunities at all stage of development and across a wide range of market sectors from manufacturing to technology to service businesses. I encourage interested companies and professional service providers to visit our web site at www.ceicommunityventures.com."

2003 Governor's Pollution Prevention Award Winners Announced

Concord, NH—Three New Hampshire companies received the Governor's Award for Pollution Prevention at the 11th Annual N.H. Pollution Prevention Conference held on April 21st in Durham. This conference brought together experts in pollution prevention, environmental regulations, green chemistry and energy conservation to help companies adopt successful pollution prevention strategies.

The winners of this year's award include Portex, Inc., of Keene; Sullivan Tire Company of Bow; and Wausau Papers of New Hampshire Inc., of Groveton.

Three New Hampshire businesses and organizations received Honorable Mention Awards for their pollution prevention efforts. These were **Cirtronics Corporation in Milford**; the City of Nashua Division of Public Works, Wastewater Treatment Facility; and **Public Service of New Hampshire - Newington Station**.

Congratulations to member companies Cirtronics Corporation and Public Service of New Hampshire on this award!

Corporate Giving and The Environment Even the garbage counts!

Times are tough and every nickel counts. Budgets are slashed and discretionary spending is greatly curtailed or eliminated. Many people suffer, but none more than our small but vital non-profit organizations. These organizations do not have big advertising budgets or celebrities touting their cause. They count on their members, the community and, if they are lucky, corporate sponsors to help them find the money they need to carry on their work. To these groups \$1,000 a month in donations is like \$1 million to larger, more visible charitable organizations.

There **is** something you can do to help and help the environment at the same time. Recycle your office waste and donate the proceeds to a worthy cause. By doing this, you'll be reducing solid waste and keeping harmful chemicals out of the air and water. All of these benefits are FREE!

RecycleFirst of Dover specializes in the recycling of inkjet and laser toner cartridges as well as cell phones. There are several collection options available for both industrial applications and employee directed programs. The waste products are sold and a significant share of the proceeds are donated to a designated non-profit in the name of the contributing sponsor. These programs provide non-profits with an annuity income stream that continues to grow as the programs mature.



Welcome New Member!

JPSCoaching.com



SMIGA

Recyclable waste is quickly returned to the market in the form of remanufactured products that both reduce waste and save the business community and the consumer a great deal of money. Returns that cannot be either remanufactured or their components salvaged are disposed of in an environmentally friendly and legal manner.

If your company already has a waste management program, make sure it is maximizing the potential good for your company, employees and the environment. For more information on the RecycleFirst environmental fundraising programs, visit www.recyclefirst.com or 603-516-3717.

Departing Board Members

A heartfelt "THANK YOU to
Bonnie White
a retiree of Verizon
&
George Theriault
the NH Association for the Blind
for their contributions and commitment to the Board of NHBSR.

Best of luck to you...
You will be missed!

Special thanks to NHBSR Gold Level Sponsors...
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