

Movers and Shakers

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Federal Savings Bank welcomes Gibson Hearn

PORTSMOUTH Federal Savings Bank Executive Vice President and COO, James J. O'Neill Jr. is pleased to announce that Gibson Hearn has joined the bank's mortgage lending team.

Hearn graduated with a bachelor's degree in business management from Ithaca College in New York. With several years of mortgage lending experience, he brings a broad understanding of many lending programs and superior customer service skills.

His energetic and creative approach to building long-term customer relationships is key to his success in helping customers reach their financial goals.

A resident of Farmington, Hearn enjoys skiing and spending time with his family. In his spare time, he is an assistant coach with the Rochester Youth Soccer Association and is an avid volunteer at Tri-City Christian Academy in Somersworth.

Hearn will work out of the bank's Woodbury Avenue office in Portsmouth.

Since 1890, Federal Savings Bank has operated as a true community bank, a "mutual" bank owned by its depositors. The bank has offices in Dover, Barrington, Durham, and two offices in Portsmouth.

Fire protection group honors Bliss, Wickham

BOSTON Two local people were recognized by the National Fire Protection Association for outstanding service in the development of codes and standards.

Donald Bliss, the former New Hampshire fire marshal and now principal in the Portsmouth-based National Infrastructure Institute, along with Robert T. Wickham, of Wickham Associates in Stratham. were the 2007 winners for special achievement.

Awards were presented to 35 individuals at the World Safety Conference Exposition, which took place in Boston June 3-7.

Rumbletree the agency of record for The Works

PORTSMOUTH Rumbletree, a Portsmouth-based, full-service marketing agency, teams with The Works Family Health Fitness Center, a diverse and modern fitness center owned by Wentworth-Douglass Hospital and located on Route 108 in Somersworth.

Projects include quarterly and annual activities guides, direct-mail campaigns and member newsletters.

Most recently, Rumbletree designed an e-mail newsletter for The Works to assist it in its efforts to become environmentally friendly and to reduce its reliance on paper products.

Since its new addition opened in December 2006, membership has grown from 7,049 to 8,500 members to date.

The Works provides many services including summer camps for kids, a nursery, adult and kids' fitness center, racquetball, an Olympic-sized lap pool, family aquatic center and family outdoor aquatic center, swim lessons, group exercise programs, three group exercise studios hosting yoga, Pilates, kick boxing, senior programs and more.

Rumbletree has been providing media planning, buying and analysis for print and broadcast, communications, creative and strategic planning, and interactive services since 1990.

City DPW's Jim Holmes named 'Roads Scholar'

DURHAM Jim Holmes, city of Portsmouth Public Works, has been named a "Roads Scholar" in a program for municipal road officials at the University of New Hampshire's Technology Transfer Center.

The Roads Scholar Program establishes educational requirements for municipal highway officials, offers courses on subjects essential to effective road management, and recognizes participation and achievement.

Holmes received the Master Roads Scholar award, the last of four levels of achievement, for completing 100 hours of instruction in the program, and meeting specific subject area coverage as required by Roads Scholar level 2.

"It is a credit to the city of Portsmouth to have an employee who has achieved this level of professional development," said Kathy DesRoches, Technology Transfer Center director of educational programs.

Located in the Civil Engineering Department at UNH, the Technology Transfer Center is one of 57 centers established by Congress to assist public works departments and other municipal offices concerned with maintenance of local roads.

In addition to training offered for municipal highway officials, the UNH T2 Center publishes a quarterly newsletter, provides technical assistance, maintains a video and publications library and mailing list, hosts a Web site (www.t2.unh.edu) and several listservs for public works affiliates, and supports the N.H. Mutual Aid Program.

Samantha Connors is chosen Realtor of Year

DOVER Samantha J. Connors, of Realty Executives of the Seacoast in Dover, has been selected as the Realtor of the Year for the Strafford County Board of Realtors, Ann Kelley announced at the June membership meeting at Flag Hill Winery in Lee.

Connors has served as chairperson of the Communications Committee and on the board of directors for the Strafford County board.

She has been actively involved in many community service projects, including the N.H. Marines Toys for Tots Program and the American Cancer Society Relay for Life.

She is also a third-year member of the New Hampshire Association of Realtors Honor Society.

Connors, who resides in Rochester, has been a Realtor for five years and has been a part of Team Kelley of Realty Executives of the Seacoast in Dover for eight years.

After making the announcement, Ann Kelley explained that the board's judges made their selection after considering the records of several contenders for the honor. The basis of judgment, she said, was the contribution Connors made to her Realtor Association, the community, her volunteer work and conduct of business reflecting the code of ethics of the National Association of Realtors.

The Strafford County board plans to submit the name and record of its Realtor of the Year in the New Hampshire Association of Realtors statewide competition for the State Realtor of the Year, where all board ROTYs are recognized at the state convention in September.

Realtor Mike Rudolph awarded CRS status

PORTSMOUTH Mike Rudolph, a Portsmouth Realtor, has been awarded the prestigious Certified Residential Specialist (CRS) designation by the Council of Residential Specialists, the largest not-for-profit affiliate of the National Association of Realtors.

Realtors who receive the CRS designation have completed advanced courses and have demonstrated professional expertise in the field of residential real estate. Fewer than 38,000 Realtors nationwide have earned the credential.

Home buyers and sellers can be assured that CRS designees subscribe to the strict Realtor code of ethics, have access to the latest technology, and are specialists in helping clients maximize profits and minimize costs when buying or selling a home.

Rudolph is a sales associate with RE/MAX Coast to Coast Properties in Portsmouth. He is a member of the Strafford County Board of Realtors.

Ryan Cos. US Inc. taps Bottomline's technology

PORTSMOUTH Bottomline Technologies, a leading provider of collaborative payment and invoice automation solutions, announces that Ryan Companies US Inc., a national commercial real estate firm, has optimized its Oracle JD Edwards implementation with advanced capabilities from Bottomline for automating components of its payment, invoice and purchase order processes.

Bottomline's award-winning platform allows organizations to automate and manage business processes that rely heavily on transactional documents.

Through the electronic composition, routing, delivery and storage of transactional documents, organizations can operate and interact with customers and suppliers more efficiently and cost-effectively.

Integrating with industry-leading Enterprise Resource Planning (ERP) systems, organizations such as Ryan Companies US Inc. can leverage the platform to quickly create and deliver these electronic documents across multiple communication channels such as fax, e-mail, print or the Web.

McArdle named senior v.p. at Federal Savings

DOVER Donald Hatt, Federal Savings Bank President and CEO, is pleased to announce the appointment of David H. McArdle to the position of senior vice president and senior commercial lending officer.

McArdle began his banking career in 1980, focusing primarily on commercial lending. Over the past two decades, he has successfully managed lending teams in the Seacoast area by emphasizing the importance of relationship management and community involvement.

A resident of New Castle, McArdle currently volunteers for the Greater Seacoast of the United Way, where he serves on the finance committee. He is also an active Portsmouth Rotarian.

He will be located in the bank's main office in Dover.

Wellness Strategies aims to expand team

PORTSMOUTH Wellness Strategies launched a series of breakfast meetings recently designed to expand its team of associates.

Wellness Strategies LLC is a New Hampshire-based consulting, coaching and training organization that helps businesses build sustainable employee wellness programs.

By expanding its team of associates, it is able to offer a wider variety of wellness programs from "lunch and learn" sessions to full-fledged wellness fairs and seminars that include topics ranging from weight loss to smoking cessation, stress reduction to financial fitness, communications strategies and team-building.

Wellness Strategies Associates include licensed Reiki practitioners, massage therapists, yoga instructors, certified business and life coaches, nutritionists, organizational development consultants and others whose educational and service offerings are directed to improving employee well-being and creating healthy workplaces.

Link Marketing LLC lands Toyota contract

ELIOT, Maine Link Marketing LLC has landed a grassroots marketing contract with Toyota Motor Sales, U.S.A. Inc.'s New England regional office.

Link has been hired to identify, develop and activate an integrated grassroots marketing program that will target the core truck enthusiasts throughout the New England region.

The focus of the program is the all-new full sized 2007 Tundra.

In an effort to lure domestic full-size truck owners to see the all-new Tundra, Toyota has taken a grassroots approach by participating in local fishing, moto-cross, snowmobiling and other outdoor events.

"We had great success in working with the Link team in the past with our Scion launch and they clearly understood the goals our truck grassroots campaign," said Pete Lebish, Toyota regional truck manager. Link Marketing specializes in grassroots, action sports and event marketing.

Mad*Pow announces strategic additions

PORTSMOUTH Mad*Pow announces three strategic additions to its senior staff.

Brad Honeyman, business strategist for Mad*Pow, will help guide the company through its current growth stage and provide strategic services to Mad*Pow's client base; Michael Hawley has been brought on as user experience director; and Michael Woodard has joined Mad*Pow as a production designer/developer helping the company with development prototyping and design needs.

All three will support Mad*Pow's growing customer base of Fortune 500 brands such as Monster.com, Starwood Hotels Resorts, and Timberland.

Prior to his position with Mad*Pow, Honeyman served as vice president of marketing and business development with Exavera Technologies in Portsmouth, and prior to that vice president and strategic director with MicroArts in Greenland.

With more than 15 years experience in strategic vision, Honeyman will use his skills in marketing and business strategy to set Mad*Pow in motion for its next stage of growth.

Hawley served as usability project manager for Staples, Inc. in Framingham, Mass. He led the projects for customer-facing materials including e-commerce and Web sites, marketing communications, and print materials.

He received a master's in human factors in information design from Bentley College McCallum Graduate School of Business in Waltham, Mass., and has more than 13 years of usability experience.

Hawley will bring deep expertise in user experience research and usability design to Mad*Pow that will provide tremendous customer value.

Woodard joined Mad*Pow from Newpoint Technologies in Salem, N.H., serving as the company's webmaster and marketing administrator.

As a jack of all trades, Woodard will aid Mad*Pow in understanding the user experience vision and creative direction of a client's project and extending that vision across multiple screens and deliverables whether in vector, Flash, or HTML format.

Mad*Pow is a design firm based in Portsmouth. Mad*Pow was born out of the passion to deliver smart, highly intuitive, and visually stunning user experiences that are both applicable to the client's target audience and effectively meets the client's business goals.

The company employs its proprietary user-centered and business-aligned methodology to deliver positive customer experiences for software, hardware, rich internet applications, Web sites, internal systems, and interactive and printed marketing materials.

Stratham Physical Therapy open in Epping

STRATHAM and EPPING Joe Dattilo, co-founder and director of treatment at Stratham Physical Therapy, and Dave MacDonald, the practice's CEO, announced recently that its Epping location has opened its doors and is now accepting new patients.

Stratham Physical Therapy's Epping location is a 2,000-square-foot facility that is a satellite location for Stratham Physical Therapy. Located at 96 Calef Highway, Route 125, the Epping location is the second location for the growing physical therapy practice.

Dattilo noted that the practice has recently been named official physical therapy provider to Seacoast United athletic programs, and that the two regional organizations have partnered to offer a summer strength and conditioning camp for athletes.

Stratham Physical Therapy is a physical-therapist owned private practice that specializes in orthopedics, spine and sports medicine.

Stratham PT has locations in Stratham and Epping, and is affiliated with another clinic in Woburn, Mass.

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About the Author

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