

2020 GREATER DERRY LONDONDERRY Chamber Magazine and Regional Business Directory

**INNOVATION
TEAMWORK
COMMUNITY**



**Greater Derry Londonderry
Chamber of Commerce**

*Atkinson • Auburn • Chester • Derry • Hampstead
Londonderry • Sandown • Windham*



Greater Derry Londonderry
Chamber of Commerce
Atkinson • Auburn • Chester • Derry • Hampstead
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WELCOME TO GREATER DERRY LONDONDERRY



Ashley Haseltine

Welcome Dear Friends,

On behalf of the Greater Derry Londonderry Chamber of Commerce Board of Directors, welcome to the Greater Derry Londonderry region!

I am proud to present you with this copy of the 2020 Greater Derry Londonderry Magazine & Regional Business Directory. Our Chamber supports eight wonderful communities: Atkinson, Auburn, Chester, Derry, Hampstead, Londonderry, Sandown and Windham.

Whether you're stopping by on your way through, planning a move or are a longtime area resident, this magazine will highlight the best that our region has to offer and what makes it so special.

From town centers featuring everything from delicious dining options and shopping to picturesque farmland to high-tech manufacturing, the Greater Derry Londonderry region offers a full spectrum of economic opportunity. Also boasting some of the nation's greatest schools and safest places to live, the region is the heart of southern New Hampshire and a great location not just to visit, but also to call home.

It is my hope that you visit the businesses included in these pages as you explore the region. Longtime resident? Make sure to check out some of the establishments you may not have frequented before. Without the generous support of our Chamber members, this great resource simply would not be possible.

Finally, I invite you to use the Chamber as your starting point for information. Our office at 29 West Broadway – inside the Adams Memorial Building in beautiful downtown Derry – includes everything from brochures and upcoming event information to engaging staff and volunteers who can provide you with the information you need.

Likewise, you can find a wealth of helpful information on upcoming events and regional businesses, including the Chamber's online business directory, on our website at gdlchamber.org.

Regards,

ASHLEY HASELTINE

President

Greater Derry Londonderry Chamber of Commerce

Ashley E. Haseltine

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DERRY NEWS

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Bright foliage frames Frost Farm in Derry.

About the Greater Derry Londonderry Chamber of Commerce



The Greater Derry Londonderry Chamber of Commerce is based in the Adams Memorial Building on West Broadway in Derry. The circa-1904 property is on the U.S. National Register of Historic Places.

Founded in 1947, the Greater Derry Londonderry Chamber of Commerce is the largest and most influential business organization in the Derry-Londonderry area.

Serving the towns of Atkinson, Auburn, Chester, Derry, Hampstead, Londonderry, Sandown and Windham, the Greater Derry Londonderry Chamber of Commerce is dedicated to promoting regional economic growth, advancing business-friendly public policies, and serving our members through outstanding programs, benefits and services.

The Greater Derry Londonderry Chamber of Commerce is a 501(c)(6) nonprofit and independent business advocacy organization. We are not a department or division of any local or state governmental entity. The organization's operations and initiatives are funded entirely by our member businesses through annual membership dues, sponsorship dollars and program fees.

Likewise, the Greater Derry Londonderry Chamber of Commerce is not a division of, or otherwise associated with, the U.S. Chamber of Commerce, and the views of the U.S. Chamber of Commerce do not necessarily reflect the views of the Greater Derry Londonderry Chamber of Commerce. The Greater Derry Londonderry Chamber of Commerce is a nonpartisan organization and does not support, financially or otherwise, any candidate or candidate's party.

GREATER DERRY LONDONDERRY CHAMBER OF COMMERCE

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What is the Greater Derry Londonderry region all about?



From high-tech manufacturing facilities to charming town centers to picturesque farmland, the Derry Londonderry region has something for everyone.

With a combined population of approximately 107,080, the eight communities that comprise the region each have their own unique personalities and, together, offer an array of housing styles and living environments.

What they all have in common, however, is a high quality of life: excellent schools, low crime, and an abundance of restaurants, shops and other amenities.

Over the centuries, Revolutionary War hero Major Gen. John Stark, Pulitzer Prize-winning poet Robert Frost, and Alan Shepard, the first American in space, have called the Greater Derry Londonderry region home.

COMMUNITY PROFILES

ATKINSON

Population: 6,979

Atkinson is a quiet bedroom community in southern New Hampshire. The winding road of Main Street is both historic and beautiful and was recently adopted as one of New Hampshire's scenic byways. Conveniently located between Routes 125 and 111, Atkinson offers country living with easy access to shopping and urban areas.

Atkinson Town Offices

21 Academy Ave.
(603) 362-5266
town-atkinsonnh.com

AUBURN

Population: 5,607

Auburn provides a perfect setting that mixes rural living with the serene beauty of nature. Auburn is 12 miles east of Manchester, the state's largest city — close enough to take advantage of city amenities, but far enough away to retain a quiet, relaxed pace. Auburn includes the largest portion of Lake Massabesic, a 2,500-acre watershed, and is home to Massabesic Audubon Sanctuary, which includes 130 acres of fields and forests. Settled in 1720 and incorporated in 1845, Auburn has maintained a slow pace in growth and a relaxed attitude.

Auburn Town Offices

47 Chester Road
(603) 483-2281
auburnnh.us

CHESTER

Population: 5,263

Chester is a small, semi-rural bedroom community. Chester Center, located at the intersection of Routes 102 and 121, is the geographic center of the community. It remains little changed from 100 years ago, and is still the commercial and civic center of the community. Chester Center is a landmark, with National Historic Sites — Village Church, Village Cemetery and Stevens Memorial Hall — on three of the four corners.

Chester Town Offices

84 Chester St.
(603) 887-3636
chesternh.org

HAMPSTEAD

Population: 8,745

Hampstead is rich in history and often described as a picture-postcard town

with an elegant historic Main Street, characterized by antique colonial homes. Hampstead contains 13.4 square miles of land or approximately 8,350 acres — 400 of which are inland water areas of Big Island Pond, Sunset Lake and Angle Pond. The lakes attract a significant seasonal population and summer youth camp to town.

Hampstead Town Offices

11 Main St.
(603) 329-4100
hampsteadnh.us

LONDONDERRY

Population: 26,022

Londonderry was chartered in 1722. Since that time, residents, elected and appointed officials, and town staff have worked hard to maintain Londonderry's enviable quality of life by supporting an excellent school system, preserving thousands of acres of open space, and encouraging land use practices to promote a healthy suburban lifestyle. Londonderry is also a haven for economic opportunity,

given it hosts Manchester-Boston Regional Airport and it is in close proximity to Interstate 93, the Everett Turnpike (Route 3), the Airport Access Road, and Greater Boston.

Londonderry Town Offices

268B Mammoth Road
(603) 432-1100
londonderrynh.org

SANDOWN

Population: 6,449

Sandown is a quiet community with roots going back to 1774. The town covers 14.4 square miles and features multiple lakes as well as access to an extensive network of recreational trails. Sandown offers access to the Seacoast, Manchester-Boston Regional Airport and other area destinations, while still boasting its original 1773 Meetinghouse.

Sandown Town Offices

320 Main St.
(603) 887-3646
sandown.us

DERRY

Population: 33,308

Derry is the largest community in the region and the fourth-largest municipality in the state. Boasting the region's only downtown, Derry is home to one of the oldest private schools in the nation — Pinkerton Academy, founded in 1814. Derry was also home to astronaut Alan Shepard and poet Robert Frost. The town boasts a wide array of recreational and entertainment amenities, including Beaver Lake, the Derry Rail Trail and the Derry Opera House.

Derry Town Offices

14 Manning St.
(603) 432-6105
derry-nh.org

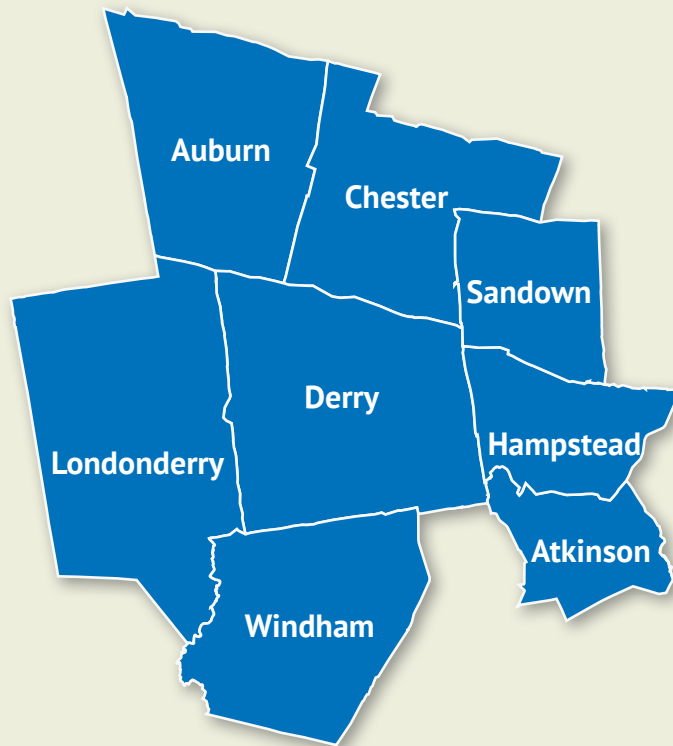
WINDHAM

Population: 14,707

Windham is a thriving community offering excellent educational, recreational and business opportunities. Local access to Interstate 93 and other major routes provides ease in commuting to Boston, Manchester-Boston Regional Airport, the Seacoast and the White Mountains. As a community, Windham consistently maintains its rural, open character with large areas of open space and conservation land throughout, while welcoming influxes of economic development.

Windham Town Offices

3 North Lowell Road
(603) 965-1200
windhamnewhampshire.com





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TRANSPORTATION



GETTING HERE BY CAR

Served primarily by Exits 3, 4 and 5 along **Interstate 93**, the Derry Londonderry region is less than 50 miles from Boston and less than an hour's drive from New England's most popular ski areas, the state's Lakes Region and the Seacoast.

GETTING HERE BY PLANE

Located in Londonderry, **Manchester-Boston Regional Airport** is the premier aviation gateway for northern New England.

Featuring world-class aviation facilities and infrastructure, competitive fares and affordable parking, Manchester-Boston Regional Airport is a lower-hassle alternative to Logan Airport in Boston and offers nonstop service to cities along the East Coast and in the Midwest via Southwest, Delta, United and American airlines. The airport's vast options for rental car companies and limousine services make it easy to travel from the airport to any destination in the region.

Visit flymanchester.com to learn more.

GETTING HERE BY BUS

Offering clean, modern coaches with free Wi-Fi, **Boston Express** provides more than 20 round-trip rides each weekday and 17 round-trip options on Saturdays and Sundays, connecting the Greater Derry Londonderry region with Boston's South Station and Logan Airport. Other New Hampshire destinations accessible from the region via Boston Express include Manchester, Concord and Salem.

Visit bostonexpress.com to learn more.

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BlueLion

Alison Milioto, left, and Toni Runci chose to base their human resources and operations consulting firm in the Greater Derry Londonderry region because of the tremendous level of support that exists here for the local business community.



603 Birch Realty

Adam Gaudet launched his real estate agency, 603 Birch Realty, in his hometown of Chester because of the enormous potential he sees in the region and the shared commitment to thrive.

Courtesy photos

A sense of **COMMUNITY**

Young business professionals value the region's support, encouragement

The allure of the Greater Derry Londonderry region is rooted deep in the past – in the historic charm and agrarian roots of the apple orchards and farmland that dominated the landscape centuries ago.

But it comes alive today in the vibrancy and variety of the enterprises that have sprung up all throughout the terrain – from Woodmont Commons in Londonderry to the new Gateway Park in Windham and all along the Interstate 93 corridor.

From the local manufacturing facilities where high-tech workers are utilizing smart technology to the small businesses where budding entrepreneurs are eager to make their mark, the region's attractiveness is wholly evident.

It is within this environment that today's young business people are being lured to southern New Hampshire and its tax-free, high-quality way of life.

But these young professionals say it's the caliber of the people living and working here and their shared love of community that's ultimately driving them to open up shop in the Greater Derry Londonderry region.

Trend Moving & Storage

Twenty-something entrepreneurs Rob Giles and Zach Mathieu left their jobs working for someone else to launch Trend Moving & Storage on Rockingham Road in Derry. They realized that by teaming up, they could provide clients better service and value.

In three short years, they say they have grown to become the largest private moving company in the region.

Giles and Mathieu say they are on a mission to be “the baddest boys in the moving game.”

One key to their success is their commitment to providing a positive work environment and decent wages for their 15 employees.



Trend Moving & Storage

**Rob Giles and Zach Mathieu are
right at home serving the Greater
Derry Londonderry region.**

“This isn’t a work boots-and-jeans operation. It’s not a hired labor situation; these are our employees – they are professionals,” says Giles, who adds that the company hasn’t lost a single employee since opening.

“We treat it like a sports team. You either hit 300 or you don’t – no excuses.”

Choosing to open their business in Derry was a no-brainer for the two men, who were heavily involved in local athletics and the community growing up here.

“We’re both big Derry advocates,” Giles says.

But Giles says why they’ve stayed in Derry – and why their friends also are starting businesses here – goes beyond hometown loyalty.

“We love southern New Hampshire – an hour away from the ocean, an hour away from the mountains and an

By Jennifer Solis



HomeGrown Barber Co.

Native Londonderry barber Kelly Smith likes working in a town where he's a familiar face. His hometown pride shines through in the name of his shop.

hour away from Boston,” he says, calling the region “vacation land for Massachusetts and Connecticut.”

Giles believes the recent growth in the region is partly related to its tax-free status compared to its southern neighbor — which he deems a “non-competitive state” because of Massachusetts’ higher regulatory requirements and the added hoops businesses in the Bay State must jump through when seeking operating licenses.

A nexus for major routes and highways, Derry boasts a demographic that’s the ideal target audience for Trend Moving and Storage, Giles says. The community also offers a wealth of great programs, including those sponsored by the Greater Derry Londonderry Chamber of Commerce, he says.

Social media platforms — including community Facebook pages, where residents share ideas and recommendations — are also an asset for small businesses like Trend Moving that heavily rely on personal referrals, Giles says.

“You can’t even put enough value on that,” he insists.

603 Birch Realty

Adam Gaudet, who owns 603 Birch Realty in his hometown of Chester, agrees about the importance of

community on a region.

“People here love supporting local businesses,” he says.

Chester is where Gaudet grew up and where he watched his mother successfully navigate a 20-year career in real estate. So when the old hardware store in town became available, the 35-year-old Gaudet decided to convert it into a space for his growing business.

The young entrepreneur began selling residential properties in 2014 and opened his own brokerage firm four years ago. He now leads “a wonderful team of seven energetic, passionate, creative people who love helping buyers find a home.”

Gaudet says he enjoys being part of the Chester community, where local consumers go out of their way to shop in their neighborhood and where businesses frequently partner together on initiatives and support each other. He points to the time he teamed with 603 Brewery, The Title Team in Londonderry and a local home inspector to offer a workshop for first-time homebuyers.

“The response was overwhelming,” he says.

The region’s robust economy helps to fuel new business, Gaudet contends. And by being situated here, his business

doesn’t feel like it’s “hidden in the crowd,” like it might be in a larger city, such as Manchester.

Many young entrepreneurs, including Gaudet, like the proximity to both Boston and Portsmouth that the region affords. Gaudet’s husband works in Boston and takes advantage of public transportation, where the bus terminal offers free parking and the available Wi-Fi connection makes the ride more enjoyable and productive.

As a member of the Greater Derry Londonderry Chamber of Commerce, Gaudet says he has discovered a growing number of thriving businesses that are based in southern New Hampshire. He’s always encouraging the owners of new businesses to join the local Chamber. He says he enjoys bringing people and businesses together.

“I’m just more of a connector in general,” he says.

HomeGrown Barber Co.

Kelly Smith has been cutting hair for 10 years, since he was 15 years old. After graduating from Londonderry High School, he went straight to barber school and got his New Hampshire barber license at the age of 18.

He opened HomeGrown Barber Co. in his hometown of Londonderry about

3½ years ago. He says once he realized how much of a townie he is, he came up with the company name. He enjoys working in a town where he's a familiar face and says he and his team represent the community not just as barbers, but as residents.

That's provided some relief during the COVID-19 pandemic this spring.

"If we cannot completely control what's going on, we can control how we react to it – together as a community," he says while urging support for local businesses to remain strong.

BlueLion

For Alison Milioto, the Greater Derry Londonderry region "is Hometown, NH."

Milioto, 36, opened BlueLion, a human resource and operations consulting firm, two years ago with business partner Toni Runci, 32, after the duo had spent six years working together at another company.

BlueLion, which the women run remotely out of their homes and through site visits with clients, assists small companies in developing their HR capacity and supplying benefits to their employees.

Milioto points to the variety of programming the Greater Derry Londonderry Chamber makes available to business owners – from regularly scheduled networking luncheons and evenings to ribbon-cutting ceremonies for new businesses – as integral in creating an atmosphere in which the commercial industry in the region can thrive.

"It's the fastest-growing Chamber in the state," she notes.

A native of New Hampshire, Milioto has lived in Derry for the past five years. She says she and Runci enjoy being part of a mutually supportive community

where the residents, the local businesses and the Chamber of Commerce all back each other.

"I know how important small business is to our communities," she says.

Kierra's Couture

Kierra Ebbett, 20, of Kierra's Couture in Chester, is also grateful for the small-town community feeling of the region, where she's been operating her alterations business and sewing classes for almost three years.

"Everyone is super supportive of small businesses and word-of-mouth is reliable," she says. "It's a fun place to be."

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Lauren Thomason/Studio Lab photo

Studio Lab in Derry provides event and creative media professionals a collaborative workspace outfitted with state-of-the-art production equipment.



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was the driving force behind the local company he founded in October 2016. Eco-Smart Landscaping in Derry takes a holistic approach to lawn care in an environmentally friendly way.

"I'm New Hampshire's first and only zero-emissions, all-organic and nontoxic lawn maintenance company," Tumblety says.

His interest in sustainable landscaping blossomed a couple of years ago when the family dog got sick from consuming grass treated with chemical fertilizer.

Thankfully, the Labrador retriever mix recovered, but it was an eye-opener for Tumblety. He began investigating organic fertilizers — eventually developing his own process — as a way to keep his family safe.

"I have four young boys that like to eat dirt," he quips.

In addition to organic fertilizer, the landscaper relies solely on solar- and battery-powered handheld equipment and buys carbon offsets at the end of each year for the combustible engines in his trucks.

Although his fertilizers cost twice as much as the chemicals used by other

INNOVATION FROM THE GROUND UP



Lauren Thomason/Studio Lab photo

Events United's Tim Messina, right, poses with the Dropkick Murphys' Ken Casey, whose band was forced to livestream its annual St. Patrick's Day concert from the Derry production studio. Messina and his team pulled together the logistics for the show in 24 hours.

The region's businesses are succeeding in inventive new ways

By Jennifer Solis

Business magnate Steve Jobs once said the key to innovation lies in “the ability to see change as an opportunity – not a threat.”

Innovation is more than just having a good idea. True innovators use ideas to foster solutions that add value to their business – and to the community. Whether it’s refining an existing service or launching a new product, turning ideas into solutions is the lifeblood of a small business.

The Greater Derry Londonderry region is one of the most rapidly growing sections of the state in large part because its small business owners have so deftly adapted to new circumstances and changing times.

In a matter of hours this past March, for example, Tim Messina’s thriving business, Events United in Derry, lost 100% of its scheduled work.

Like so many U.S. businesses, the 10-year old company – which produces top-notch audio-video staging for festivals, concerts, corporate conferences and other events across the U.S. – was a casualty of the COVID-19 global pandemic.

“Every ounce of work was canceled – all the money just went away,” the 36-year old entrepreneur says. “It was devastating.”

But with a 16-person, full-time staff and large overhead, Messina didn’t have time for a pity party. He knew he had to adapt – and adapt quickly – if he was going to be able to save any of what is typically the event industry’s busiest season of the year.

His first step was to review his assets. In addition to lots of audiovisual equipment, he had his Studio Lab, a state-of-the-art shared workspace he had launched for creative entrepreneurs.

Messina realized the Studio Lab, equipped with high-quality cameras and the technology to create digital displays as backdrops, offered the ability to become a virtual stage that could provide clients with broadcast-quality, top-level production at minimal cost.

“We could invite talent here so they don’t have to be exposed to large groups,” Messina began thinking. “They could stream live or record here.”

Within a day, Messina and his team were hard at work putting his idea into action – innovating to literally save the business, while also providing a new and valuable service to clients and the community.



Eco-Smart Landscaping owner Sean Tumblety, center, pictured with two of his team members, devotes his business to sustainable practices designed to keep people and pets safe from harmful chemicals.

“We just wanted to pay our guys and keep them employed and also help out people whose events were canceled,” Messina says.

Events United’s first gig in the era of social distancing was with the Dropkick Murphys – the popular Celtic punk band that was forced to revamp its St. Patrick’s Day show – its biggest live concert of the year – due to the coronavirus.

Messina’s company had been hired to handle the audio-control system for the band’s live tour. But instead, the company transitioned and assisted

the band in livestreaming its March 17 concert from its Studio Lab in Derry to more than 10 million viewers worldwide. Messina and crew stitched the logistics together in just one day.

“It was crazy,” he says. “But it brought people something positive – they were dancing around their living rooms.”

The performance went global and was written up in Billboard magazine.

“It was a real big deal – and set a precedent that this kind of thing can be done,” Messina says.

For professional landscaper Sean Tumblety, 34, a precedent-setting idea



The team from Events United poses with the Dropkick Murphys and crew as the band streams its St. Patrick's Day concert to millions of listeners from the Derry studios.

landscapers in the area, business has been steady for Tumblety, who started out on his own and now leads a team of 10.

Tumblety grew up locally, so he feels driven to get the word out about the advantages his company has to offer people in terms of protecting themselves, their families and the environment. The fact that most residents in the area rely on well water is also a motivation for using organics on their lawns, he says.

"Most people just don't think about it," he says, "I want to be in the community because education is such a big piece of this."

Kelley Beavers, a business development manager for Bank of New England in Londonderry, says she sees firsthand the resourcefulness of the business community in southern New Hampshire, particularly when faced with adversity and upheaval as they have been during the unprecedented times brought on by COVID-19.

"You need to adapt to whatever challenges you are faced with, be flexible, creative, offer alternative options ... think outside the box," Beavers, 33, says.

That's precisely what she's had to do in her role at Bank of New England, as well.



Courtesy photos

Eco-Smart Landscaping is bringing its holistic approach to clients like the Boys & Girls Club of Greater Derry.

"In these crazy times, for instance, I'm reaching out to check on customers, working from home with full remote access to facilitate new accounts electronically, FaceTiming a new client to witness and notarize documents electronically, and picking up bank requests from their mailboxes," she says.

That ingenuity likely will result in lasting changes for many businesses long after the threat of the coronavirus has dissipated.

Messina is already starting to experience a shift in his business. Since the success of

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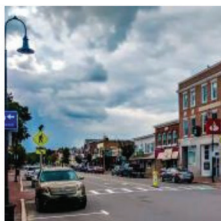
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Learn more at derrynh.org/economic-development



Kelley Beavers of Bank of New England says being able to adapt is critical to the success of most businesses.

the Dropkick Murphys' St. Patrick's Day concert, Events United has begun working with local houses of worship to help them offer virtual or livestreaming services to their parishioners.

He's assisting corporate clients who aren't able to physically visit the Studio Lab, too, by turning their live projects into ones carried out virtually using resources such as Zoom or Google Hangouts when individuals aren't able to be physically present at the Studio Lab.

Events United is also working with the rock band Godsmack from Lawrence, Massachusetts, as well as the Manchester-based junk rock band Recycled Percussion, whose energetic and innovative incorporation of nontraditional percussion instruments such as power tools, aluminum step ladders and panel doors earned the group a spot on "America's Got Talent" in 2009.

Messina is collaborating with Eventbrite, an event organizing website, on a platform that will allow him to monetize this new way of doing business.

He believes the event industry was in need of change even before the pandemic emergency pushed forward the urgency to adapt.

For some companies, the changes that emerge from this time period will simply be short-term solutions. But for enterprises like his own, the crisis will pave the way for newer, longer-lasting approaches to how business is done.

"A whole lot of companies are innovating right now," Messina says.

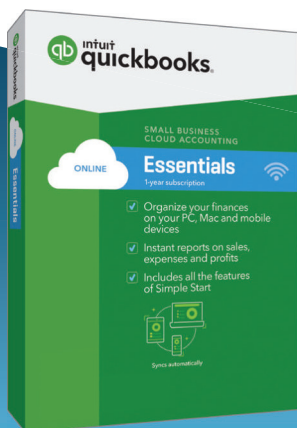
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General manager Kerrin Webster, head chef Will Foden and owner Maria Foden pose in front of Fody's Tavern in Derry.

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Nicole Manelas, center, of The Vitality Place in Derry, poses with her parents as the Chamber celebrated her trip to Super Bowl LIII in 2019.

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Troy Ward Sr. and Troy Ward Jr. pose inside Troy's Fresh Kitchen and Juice Bar, which joined the Londonderry business community in 2019. The business focuses on nourishing meals that promote optimal health.

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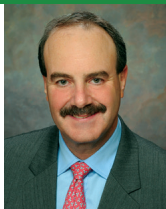


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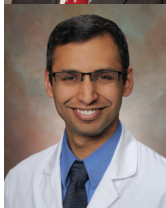
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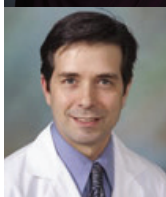
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