

# Business

## Brin Realty Group Opens in Bedford



### Growth at Brin Realty Group continues...

The Amherst office is bursting with 15 agents and support staff and is finding 2009 to be a strong year in sales....

Rene Brin, Broker/Owner of Brin Realty said, "While 2009 has been a difficult year in NH real estate, our office continues to grow and gain marketshare. Our NH agents are highly experienced and focused; they know how to get the job done in this challenging market."

"I have planned on opening a Bedford real estate office for a while, waiting until I found the perfect location. I recently found space that was exactly what I was looking for. We will be sharing the space at the newly rebuilt property at the corner of Hardy Road and Route 101. This will give us a highly visible storefront on the busy Route 101 corridor in Bedford. We will share the space with Beal's Insurance who will occupy the main floor of the cape style property and our office will be in

the newly rebuilt barn, with open beams and cathedral ceilings."

We feel we can better serve our clients in both towns and surrounding areas with the dual office plan.

We want to enhance agent participation to cross the town lines in terms of buyer activity, broker open houses, etc. This will also give us a larger pool of inventory for our International and domestic buyers that come to our websites 24/7.

We will continue to grow the business with the same principles and determination that have been so successful in our Amherst real estate office. We will bring in a few more experienced agents that embrace the hard work ethic of the group. Agents from both offices will have the opportunity to use either office to conduct business and meet clients.

We are looking forward to a grand opening by January 2010.

## Eating Your Way through the Holidays, or Not

Please join us to hear Mary Beth Saunders share tips and strategies on how to control our eating, manage our stress and take care of ourselves over the busy holiday season.

Mary Beth has been a Weight Watchers' facilitator for 18 years and a member for over twenty

The luncheon takes place on Thursday November 19th, from 11:00 am - 1:00 pm at the Crowne Plaza, Exit 8, Nashua, NH. To kick off our new season of meetings,

the cost is \$16.00 for members and \$20.00 for non-members. An RSVP is not required. The meeting includes networking, buffet lunch, and speaker.

For additional information regarding meetings and membership contact Membership Chairperson Laura Aronson at membership@bpwnashua.com or by visiting the web at <http://www.BPWNashua.com> or leave a message on our toll free voicemail number at 866-816-6817.

## Centrix Bank Reports Record Assets, Loans and Deposits in Third Quarter 2009

BEDFORD, N.H. – Centrix Bank (OTC Bulletin Board: CXBT), a full-service commercial bank offering highly personalized and responsive service to small and medium sized businesses and professionals, municipalities and not-for-profits, today announced third quarter 2009 financial results that included the Bank's highest-ever levels of total assets, loans and deposits.

For the quarter ended September 30, 2009, Centrix reported net income available to common shareholders of \$617,000 or \$0.20 per share (diluted) compared with \$926,000 or \$0.31 per share (diluted) for the same period the prior year. This decline primarily reflects an increase in the Bank's provision for loan losses and a decline in net interest margin. The decrease in the net interest margin is primarily the result of the low interest rate environment and the related asset sensitivity of the Bank.

Total assets at the end of the third quarter 2009 were a record \$582.8 million, up more than 27% from \$457.7 million at the end of the third quarter 2008 and up nearly 24% from the \$471.4 million reported at December 31, 2008. Net loans of \$343.7 million at September 30, 2008 rose 19% to \$409.1 million at September 30, 2009. Deposits at September 30, 2009 totaled \$484.4 million compared with \$373.3 million at September 30, 2008, an increase of 30%.

"Our ability to continue growing the loan portfolio and deposits in a difficult economy underscores the value we're bringing to the Southern New Hampshire market and our continuing ability to grow market share with outstanding service and quality financial products," said Joseph B. Reilly, President/CEO.

"A critical component of our growth has been building and expanding customer relationships, which have generated cross-selling opportunities. Relationship banking enables us to offer excellent value to customers and avoid the need to offer promotional rates to attract business. We are encouraged by the continuing success of our business model."

During the third quarter 2009, the Bank increased its reserves to

reflect loan growth and anticipated economic weakness into the first half of 2010. Reilly noted that, while the Bank has had a low amount of non-performing assets and few charge-offs, higher reserves were appropriate. For the quarter ended September 30, 2009, the provision for loan losses was \$647,000 compared with \$90,000 in the third quarter 2008.

In the second quarter 2009, the Bank opened a full-service branch in downtown Dover, New Hampshire, replacing a temporary loan production office. The opening of this new branch contributed to slightly higher operating expenses in the third quarter 2009 compared with the prior year's quarter. Reilly noted, however, that the branch has already been generating significant additional business in this key market.

"The Bank continues to be very well capitalized, giving us the resources to pursue quality lending opportunities in a market that continues to be characterized by large regional and national banks limiting their lending to small and middle market businesses," said Reilly. "We believe there is significant opportunity to build market share."

Reilly also stated that the Bank is pleased to announce that Sherilyn Burnett Young, founder and President of the firm Rath, Young and Pignatelli, P.C., will join the Bank's Board of Directors, effective November 1, 2009. Ms. Young's many accomplishments and past bank board experience will compliment the Bank's existing strong Board of Directors. "Our Board plays an important role in providing leadership for the Bank. Board members have an active role in building relationships with the area's business community and have been a key component in our success," said Reilly.

He concluded, "As we mark our tenth year of operations, we are gratified that during this very difficult period for banks, our approach to banking has continued to yield positive results. We are exceptionally proud of our employees, who have worked diligently to provide the service and support that generates tremendous customer loyalty."

## First Colebrook Bank Celebrates 120 Years With Food Drive To Benefit Those In Need

AMHERST – First Colebrook Bank is celebrating 120 years of service to New Hampshire with a food drive at all four locations. Bank employees will bring in donations of food items and invite customers to do the same. "There are many families in need throughout the region this year," says President and CEO Jim Tibbetts, "and our goal is to collect over a thousand canned goods and food items."

First Colebrook Bank can trace its roots back to 1889 in New Hampshire's Great North Woods, serving the timber and tourism industries. "We've been serving the banking needs of individuals and small business in the New Hampshire region ever since. Today we have branches throughout the state – Colebrook, Concord, Amherst, and Portsmouth – and that's something to celebrate!"

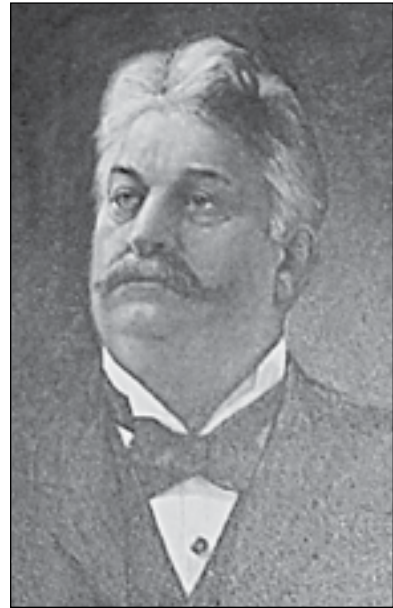
On November 17, bank employees will wear late 1800s costumes, offer cookies and refreshments, and invite customers to put their names into a prize drawing. Local historical societies will judge the costumes and award special recognition to the winners. "It's not every day the Moose celebrates 120 years," adds Tibbetts. "Come join us! And if you can, bring a canned or other non-perishable food item to benefit the local food pantry."

At the close of the business day, an employee pizza party will be followed by a teleconference award ceremony. Every year, First Colebrook Bank employees are recognized for milestone years of service to the bank. The culmination of the day's events and awards will be the naming of this year's Bill Bromage Memorial Community Service Award

recipient.

Entrepreneur George Van Dyke opened what became First Colebrook Bank on November 25, 1889. Van Dyke was born in a log cabin in Stanbridge, Quebec, the fifth of eight children. He left school at 11 years of age and by 14 was cutting timber in the Androscoggin River watershed. For the rest of his life, Van Dyke was involved with lumber mills, railroads, and banking in New Hampshire, Vermont, Maine, and Quebec. First Colebrook Bank remains a New Hampshire-owned, community bank, still headquartered in Colebrook, with branches in Concord, Amherst, and Portsmouth.

First Colebrook Bank is a member of the FDIC and an Equal Housing Lender.



George Van Dyke

## Legislators of The Year Recognized By Home Builders and Remodelers Association of New Hampshire

CONCORD – The Home Builders & Remodelers Association of New Hampshire (HBRANH) recently recognized four New Hampshire legislators at its Annual Installation Banquet that took place at The Highlander Inn & Conference Center in Manchester.

Senate Betsi DeVries (Manchester), Senator Peter Bragdon (Milford), Representative Mary Cooney (Plymouth), and Representative Ed Butler (Harts Location) were all presented plaques of appreciation by Paul Morin, Chairman of the HBRANH Legislative Committee.

Each hard working legislator was recognized for their advocacy on

behalf of the home building and remodeling industry and on behalf of all small business throughout New Hampshire.

In announcing this year's recipients Morin stated that, "These individuals were always willing to sit down with representatives from the HBRANH and learn about our concerns and take our input under advisement prior to casting votes on legislation important to the industry and to home owners. They have always gone out of their way to listen and to ask questions on all issues and we appreciate their willingness to assist us."

## Music Together Opens in Amherst

Music Together of Milford & Greater Manchester/Nashua announces the opening of its newest studio on Rt. 101A in Amherst at Kathy Blake Dance Studios. Classes in music and movement will be offered for babies and preschoolers, ages 0-5, with their parents/grandparents/caregivers on Tuesday mornings at 9:15 and 10:15 a.m. pending enrollment.

All are welcome to a free demonstration class on Tues. Nov. 24 at 9:15 or 10:15 a.m.

To attend this demo you must register by calling 249-9560. Class will be taught by Nancy Wight, guitarist and flautist with over ten years experience teaching and directing the Music Together program.

For more information visit [www.musictogetherofmilford.com](http://www.musictogetherofmilford.com). Winter session begins Dec. 7 in Amherst, Milford, Nashua, Manchester, Merrimack and Bedford.



Simone Miller of Milford enjoying rhythm sticks.

## Southern NH Expo Scores Big Crowds in Hampshire Dome

New businesses took their place at the Southern NH Expo next to those long established for the chance to display their products and services to the over 3,000 visitors to the Expo on October 22. Booths represented the wide range of professional, commercial, educational, food service and retail companies that make up the business sector of the southern New Hampshire/northern Massachusetts region. Six area Chambers, North Central, Nashoba Valley, Greater Peterborough, Rindge, Jaffrey and Merrimack extended the invitation to their members to join in the Expo presented by the Souhegan Valley Chamber of Commerce. Open to all wanting to do business and find connections in the region, the Expo offered companies and consumers the chance to find a match for any need or interest at the Hampshire Dome in Milford.

"We know there are a lot of challenges facing our business community up and down the border. We also recognize the resiliency and the spirit of our people working hard, providing good products. The Expo is our way of showcasing these businesses throughout the region, a grassroots stimulus package. Our sponsors represent the very large and the very small companies. That is the strength of the region. Everyone pulling together," says Richard Mori, Mori Books, co-chairman of



Brand new Hollis-based Valicenti Organico, operated by David Valicenti with Michelle Splaine, producers of Red Gravy made from locally grown ingredients.

the Expo. Serving as the other co-chairman, Mike Brisebois, Hitchiner Manufacturing, is excited about next year. "We had demonstrations and activities for the family as well. We brought a lot of students to display their talents and what our area high schools are doing that is important and positive for the future workforce. The potential for adding more special features and more vendors to the 182 booths here this year is unlimited. Wait until you see what we do in 2010."

# Real Estate

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**AMHERST \$3000/MO**  
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