

# Open Up New Hampshire

Economic  
Survey

WHAT'S NEW AND NOTEWORTHY ACROSS THE GRANITE STATE

MAKING IT IN NEW HAMPSHIRE:

## Where ingenuity rules

New Hampshire is fertile ground for entrepreneurs. Meet the chief executives who are leading the growth of three home-grown businesses: Paul Schuepp of Animetrics in Conway; James M. Dunphy of Hampshire First Bank in Manchester; and James D. Norrod of Segway in Bedford.



THOMAS ROY/UNION LEADER

Jim Dunphy, president and CEO of Hampshire First Bank.

### Flexibility works for Hampshire First Bank

◆**Still growing:** Plans for a fourth branch are proceeding, to join locations in Manchester, Nashua and Keene.

By DENIS PAISTE  
New Hampshire Union Leader

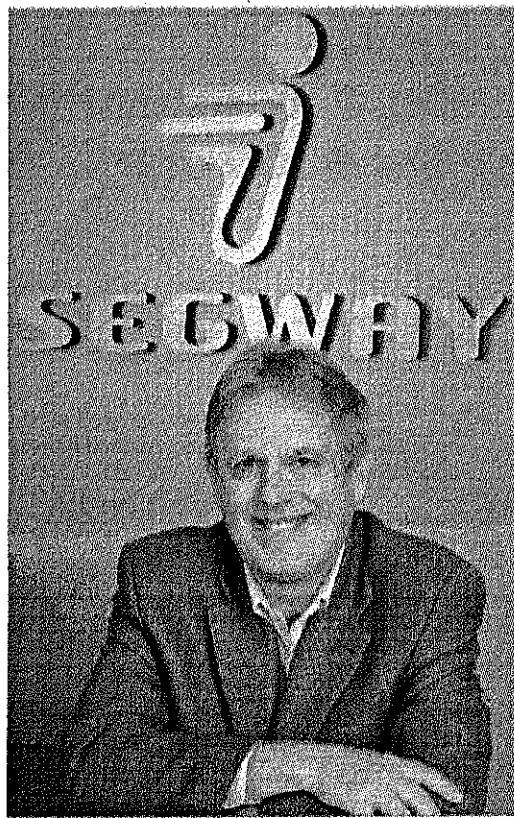
MANCHESTER

**H**AMPSHIRE FIRST Bank continues to grow, with plans for a fourth branch next year.

"We're looking sometime in '09 to add a fourth location," president and chief executive officer James M. Dunphy said in a recent interview. Location hasn't been decided yet.

The state-chartered, commercial bank, which was founded in November 2006, first added branches in Nashua and Keene.

► See *Hampshire*, Page H6



COURTESY

James D. "Jim" Norrod, president and CEO of Segway Inc. in Bedford.

### Segway chief looks at new concepts

◆**The next level:** Company's leader hopes to take the personal transporter to new heights with some innovative design ideas.

By DENIS PAISTE  
New Hampshire Union Leader

BEDFORD

**S**IX AND A HALF years into its life, Segway Inc. is still operating in entrepreneurial mode, envisioning new uses for the self-balancing technology that drives it. Segway expects to have a portfolio of solutions in addi-

► See *Segway*, Page H2



BOB LAPREE/UNION LEADER

Paul Schuepp, president and CEO of Animetrics, in Conway.

### Animetrics starting to catch the curve

◆**Terrorist watch:** Conway-based company develops software that can recognize faces in a crowd.

By DENIS PAISTE  
New Hampshire Union Leader

MANCHESTER

**B**UOYED BY DEFENSE work and enriched by consumer applications of its facial recognition technology, Conway-based Animetrics is on a growth spurt.

Last year, Animetrics had over a million dollars in revenues and this year plans to double that.

"We're starting to catch the curve now," president and CEO Paul Schuepp said during a recent interview at New Hampshire Union Leader

► See *Animetrics*, Page H3

Union Leader, The/New Hampshire Sunday News (Manchester, NH)

July 20, 2008

**Flexibility works for Hampshire First Bank**

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**MANCHESTER -- HAMPSHIRE FIRST Bank continues to grow, with plans for a fourth branch next year.**

"We're looking sometime in '09 to add a fourth location," president and chief executive officer James M. Dunphy said in a recent interview. Location hasn't been decided yet.

The state-chartered, commercial bank, which was founded in November 2006, first added branches in Nashua and Keene.

"From the beginning we were going to expand," Dunphy said, but Keene wasn't automatically on Hampshire First's radar.

"We had a lot of folks from the Keene area calling us wanting to work with us, and so we were drawn there by demand," he said.

As an entrepreneur, leading the bank's start up, Dunphy said, "I've enjoyed it immensely. It's been a lot of fun, but it's been a lot of hard work."

The bank has a broad base of customers, ranging from restaurants and hotels to manufacturers.

Customers are drawn to the bank by its flexibility in structuring loans, Dunphy said.

"Larger banks have to control the process through very detailed loan policies," he said. "We're able to look at a deal and structure it so that it makes sense for the bank and the customer."

Variables include how deposits are made, how coin and currency are handled and how accounts and fees are structured.

Where cash is tight, the bank can accept a variety of collateral, including real estate, physical plant and equipment, inventory and receivables. "We can bring it all under one roof and be able to structure a deal to use equity pieces, equipment, real estate," he said.

"Basically, everyday we're here coming out with unique ways to get loans done," Dunphy said. "That's what excited me to do it."

Consolidation of larger banks and removal of decision making from the local area created a niche for community banking to fill, he said.

In line with its community emphasis, Hampshire First has committed to offering below-market-rate loans for the Gas Light District in Manchester between Verizon Wireless Arena and Merchantsauto.com stadium, Dunphy said. The bank's 80 Canal St. headquarters is within the district.

"A bank's mission is to deploy capital to help companies grow and provide financial resources, so just the idea of new banks coming into any community in the state is a positive statement," Dunphy said.

The bank has been in business about a year and a half. Hampshire First Bank is an affiliate of Meridian Interstate Bancorp Inc. (Nasdaq: EBSB), the holding company for East Boston Savings Bank. Meridian provided 40 percent of its start-up funds, but a majority of Hampshire First's board of directors are required to live in New Hampshire.

Hampshire First has not yet posted a profit or paid a dividend to its investors. "In the beginning all funds will be reinvested for growth; that's the initial plan," he said.

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Hampshire First Bank

State-chartered, commercial bank

Branches: 3

Employees: 27

Total assets: \$70.5 million

Net loans and leases: \$44.7 million

Total deposits: \$43.5 million

Net loss: \$360,000

Branches:

80 Canal St., Manchester

221 Main St., Nashua

391 West St., Keene

Source: Federal Deposit Insurance Corp.

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