

# Business

## Newsreel

### Entrepreneur of Year award for the young is launched

MANCHESTER — New Hampshire's Rising Stars Awards has added the Young Entrepreneur of the Year Award to its annual competition. Nominations will be accepted until July 25.

The award — to be presented in partnership with the abi HUB and the New Hampshire High Tech Council — will recognize a young entrepreneur who dedicates his or her time to starting and operating a new business, making a positive contribution to the state's economy and adding community vibrancy.

The Rising Stars Awards also include College Student of the Year, Young Professional of the Year, Civic Leader of the Year, Coolest Companies for Young Professionals and Leadership Development Program Award.

Winners will be honored on Oct. 6. For more information visit [stay-workplay.org/risingstarsawards](http://stay-workplay.org/risingstarsawards).

### Tea firm founder to keynote conference

CONCORD — The co-founder of Honest Tea will deliver the keynote address at the New Hampshire Businesses for Social Responsibility's annual conference at 9 a.m. Monday.

Seth Goldman will discuss his company's startup story and the changes and opportunities that happened after Coca-Cola acquired the company several years ago.

Attendees can ask questions and will receive a copy of his book, "Mission in a Bottle: The Honest Guide to Doing Business Differently — and Succeeding."

The conference runs from 8 a.m. to 4 p.m. at the Grappone Conference Center.

For information, go to [nhbsr.org/conference-2014](http://nhbsr.org/conference-2014).

### Boucher named to foundation board

WELLESLEY, MASS. — The Harvard Pilgrim Health Care Foundation, which serves communities in Massachusetts, New Hampshire and Maine through health-related programs, grants and service,

has appointed three new members to its board of directors: Dr. Charles Deutch,



TOM BOUCHER

senior research scientist at Harvard School of Public Health in Boston; Lisa DeSisto, CEO of Maine Today Media in Portland, Maine; and Tom Boucher, CEO and owner of Great New Hampshire Restaurants Inc. in Bedford, which operates The Copper Door, T-Bones, and Cactus Jack's.

### Restaurants unite for marketing

MANCHESTER — Eat a meal or see a show at eight participating city businesses and earn a \$25 gift card through the New Hampshire Entertainment and

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# Brady Sullivan buys Anthem property

◆ Potential tenants start calling: College campus mentioned as possible use.

By DOUG ALDEN  
New Hampshire Union Leader

MANCHESTER — Brady Sullivan Properties did not have to go far for its latest acquisition.

The Mill Yard-based developer is the new owner of the complex that was home to Anthem Blue Cross Blue Shield New Hampshire at 3000 Goffe's Falls Road, just north of Manchester-Boston Regional Airport.

"It's a great campus setting and we're just thrilled to have it as part of our portfolio," owner Arthur Sullivan said Wednesday.

The property includes two buildings, with about 210,000 square feet, on 34 acres overlooking Pine Island Pond. Anthem recently completed its move to a new downtown space on Elm Street before its lease expired April 30.

Brady Sullivan obtained the entire campus last month for \$5 million from SNH Medical Office Properties Trust of Newton, Mass., and has been fielding calls from a range of potential tenants. The property also features more than 850 parking spaces as well as tranquil outdoor amenities, including its own island.

"Obviously, we're hoping to get one tenant. That would be ideal," Sullivan said. "Either way, we also have it all laid out to break it



Brady Sullivan Properties has acquired the Anthem Blue Cross Blue Shield building on Goffe's Falls Road in Manchester.

THOMAS ROY/UNION LEADER

into smaller spaces."

Sullivan would not name the interested parties because the discussions have all been preliminary, although three have already toured the property.

Brady Sullivan attorney Marc Pinard outlined the potential uses to the Board of Aldermen's Committee

on Lands and Buildings during a meeting Tuesday night, including colleges or universities. While the campus setting would be ideal for a school, the future tenant or tenants will depend on the market.

"Brady Sullivan has done pretty well with making properties work and we're

very excited about this one," Pinard said Wednesday.

Sullivan said schools have been among the inquiries as well as businesses, one of which was particularly attracted to the property's proximity to the airport.

"If everything goes right, hopefully some time in the

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Owner Jeanine Sylvester talks about her reasons for opening the fourth Runner's Alley store in downtown Concord.

DAVID LANE/UNION LEADER



# Runner's Alley opens Concord store today

By MICHAEL COUSINEAU  
New Hampshire Union Leader

CONCORD — Runner's Alley, which provides hands-on service to sell its footwear, is expanding its footprint.

The New Hampshire company opens its fourth store today on North Main Street, diagonally across from the State House.

"We kind of heard the call from the Concord community," manager Sean Gray said this week.

Gray said he estimated the Manchester store, where he had worked, drew up to a quarter of its customers from the Concord area.

At the Manchester store, colorful running gear greeted customers while sales staff offered advice on the proper shoe.

"Most people who come in are looking for some guidance," said Katie Trice, a sales associate at the Hanover Street location.

Trice convinced customer Ann Marshall she needed a half-size bigger in her Saucony running shoe.

Marshall said she chose this store over a national department chain "because they help you out like this and Kohl's doesn't."

With less than 48 hours before left before its opening, the Concord store awaited its sidewalk awning, and mannequins waited to be clothed.

Gray said the Concord store will carry 50 to 60 models each for men and women. Prices range from \$89.99 to \$174.99.

An organized 3-mile run is planned for 6

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Runner's Alley Owner Jeanine Sylvester heads to her car while preparing the store



Sean Gray stocks a wall of merchandise at the new Runner's Alley store in downtown Concord.

# Amazon's profit weakness highlighted by Alibaba's IPO filing

By ADAM SATARIANO  
Bloomberg News

SAN FRANCISCO — Alibaba Group Holding is often called the Amazon.com of China. Yet the Asian company's initial public offering filing shows that the differences between the two e-commerce giants are vast.

Alibaba disclosed Tuesday in its prospectus with the Securities and Exchange Commission that its profit totaled \$2.8 billion for the nine months ended Dec. 31 on revenue of \$6.5 billion.

By contrast, Amazon hasn't had much in the way of net income during its 20-year history, with \$274 million

earned for all of 2013 on sales of \$74.45 billion.

Put another way, Amazon makes less than a penny for every dollar in revenue, while Alibaba makes about 43 cents.

"People may be very surprised by comparing the balance sheets of Amazon and Alibaba," said Yan Zhang, professor of strategic management at Rice University, who has been tracking Alibaba. "Once they see the differences in the business models, they'll understand why."

Alibaba's ability to churn out profits underscores how Amazon Chief Executive Officer Jeff Bezos' strategy of pouring money back into the business

and pressuring already razor-thin margins isn't the only way to become one of the world's biggest online-commerce companies. That may exacerbate investors' recent dissatisfaction with Amazon — they have pushed down the company's shares 25 percent so far this year, as Bezos ramps up spending on fulfillment centers and delivery operations.

Having Alibaba's shares trading on a U.S. stock exchange will offer global investors an alternative to Amazon's stock, said Edward Williams, an analyst at BMO Capital Markets. The option to invest in either Amazon or Alibaba may sharpen as both compa-

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# New bicycle store in Salem

◆ Grand opening: Colonial Bicycle Co. will hold a barbecue at 10 a.m. Saturday at its 419 South Broadway location.

By ADAM SWIFT  
Union Leader correspondent

SALEM — May is national bicycle month and just in time, a new bicycle retail store is coming to Salem.

Colonial Bicycle Co. at 419 South Broadway will hold its grand opening with a ribbon cutting followed by a free barbecue at 10 a.m. on Saturday.

Colonial Bicycle Co. is owned by Portsmouth resident Ed Kinnaly, who also owns the Trek Bicycle Store in Portsmouth.

Colonial Bicycle is a Trek concept store, and is built to the exacting retail standards of the bestselling line of bicycles in America, according to store manager Dave Ricker.

Independent retailers like Colonial Bicycle also provide the customer service and support that can be missing from big-box retailers and general sporting goods superstores.

"We are certainly dedicated to the bicycle industry, so we have the customer service, and it is going to be a better assembly process than at the big-box stores," Ricker said. "We have an in-depth knowledge about bicycles, and we are passionate about them."

Ricker said Colonial Bicycle will not be an intimidating experience for those starting out in the sport. The store stocks everything from entry-level Trek road and mountain bikes to the most advanced pro-level European bicycles.

In addition to the bicycles, the store will also stock clothing and accessories handpicked by Ricker and his staff. The repair center offers bicycle fitting for all makes and models, not just Treks.

Ricker said it's important that once someone buys a new bicycle, they take the steps necessary to keep it running smoothly.

"A bike is a machine, and it needs proper maintenance to last longer," Ricker said.

In the coming months, Salem's sister store in Portsmouth will change its

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Concord store

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p.m. today from the Concord store.

The Concord store opens everyday at 10 a.m. It closes at 5 p.m. on the weekends, 8 p.m. on Thursdays and 6 p.m. on the remaining weekdays.

Owner Jeanine Sylvester said the stores attract a wide demographic of customers.

"We go from the high school athlete, even the middle school athlete, to senior citizens," she said. "Everyone's trying to stay in shape these days."

Gray said the sales staff will ask customers to run barefoot in the store to examine their gait before recommending a shoe.

"How their foot is landing" and the position of their hips and whether their shoulders dip, he said.

A recent trend is for cus-

tomers wanting more cushioning for support in their shoes.

"Anybody who's serious about their running and fitness wants to make sure they have the right shoe," Sylvester said.

She opened the Portsmouth location in 1997, Manchester in 2001 and Nashua in 2009.

"Most of it is need-based," she said.

The Concord location will mean "we'll get a lot more customers up north and further west," she said.

Sylvester doesn't think outlet stores in Tilton threaten her business.

"We don't think our customer is the same customer shopping the outlets," she said.

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Tastes of the State (NH EATS) membership.

The NH EATS founding partners are 900 Degrees Neapolitan Pizzeria, Gauthos Churrascaria Brazilian Steak House, Hooked Seafood Restaurant & Raw Bar, Ignite Bar & Grille, Jade Dragon, N'awlins

Grille & All that JAZZ, the Palace Theatre and the Red Arrow Diner.

To participate, people need to pick up the NH EATS passports at participating members or at several community events this spring.

Anthem property

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next six months we could start to see some tenants moving in," Sullivan said. "We're in no rush. We bought the property at a price where we can take our time with it."

Mayor Ted Gatsas said he got a close look at the property when Anthem donated some furniture to the city during its move. At the time, Gatsas said he knew of a few interested buyers and was happy to see Brady Sullivan close the deal.

"I think it's important," Gatsas said.

Gatsas, back at work this week after taking time to recover from heart bypass surgery a month ago, thought the property would also make a great retail center. Sullivan said the company is making some cosmetic updates, but the property will be ready when-

ever the future tenant or tenants wish.

"We are in discussions, but those type of transactions don't happen overnight," he said. "I think it's a great opportunity for Manchester to bring in more jobs. That's always a very positive thing for everybody."

Anthem first moved to the property in 1992, but no longer needed so much space and announced last summer it was relocating to 1155 Elm St. Gatsas said the city wins on both transactions by keeping Anthem in town and having Brady Sullivan taking over the on Goffs Falls Road property, which has been a business complex since the late 1970s.

"There's a lot of opportunity at that location," Sullivan said.

By ANGELA MOON Reuters

NEW YORK — Stocks mostly rose on Wednesday after comments from Federal Reserve Chair Janet Yellen signaled continued support for the economy, but the Nasdaq fell for a second session as momentum names sold off.

Financials and utilities were the day's biggest gainers, with the S&P financial sector index up 1.3 percent and the utilities sector index up 1.6 percent.

On the Nasdaq, Yahoo! Inc fell 6.6 percent to \$34.07 after Alibaba Group filed for an initial public offering that valued the Chinese e-commerce company well below analysts' consensus estimate.

Analysts at BGC Partners and Atlantic Equities told Re-

uters that Alibaba's valuation disappointed some Yahoo investors. Yahoo holds a 22.6 percent stake in Alibaba, of which it must sell more than a third through the IPO.

"The Alibaba IPO is drawing money out of Internet stocks because investors have to raise capital for the Alibaba IPO. That's why we see pressure on names like Google, Facebook and Amazon today," said Tim Ghriskey, chief investment officer of Solaris Group in Bedford Hills, New York.

Google shares fell 1 percent to \$509.96 while Facebook shares slid 2 percent at \$57.39. Amazon.com Inc declined 1.6 percent to \$292.71.

Groupon Inc sank 20.7 percent to end at \$5.33 as its sales and profit projections for the current quarter trailed some

estimates.

Twitter Inc lost 3.7 percent to close at \$30.66 after leading a selloff in Internet shares on Tuesday with an 18 percent tumble.

The Dow Jones industrial average rose 117.52 points or 0.72 percent, to close at 16,518.54. The S&P 500 gained 10.49 points or 0.56 percent, to end at 1,878.21.

The Nasdaq Composite dropped 13.085 points or 0.32 percent, to finish at 4,067.673.

After declining in the morning session, the Dow and the S&P 500 moved into positive territory after Yellen said the U.S. economy was still in need of lots of support, given the "considerable slack" in the labor market in remarks to the congressional Joint Economic Committee.

Yellen's comments enabled

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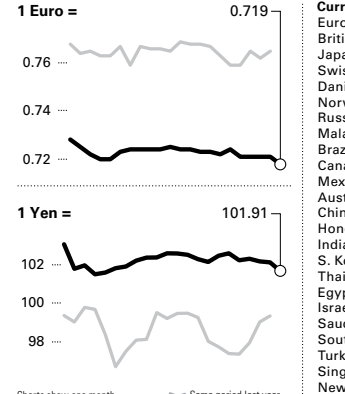
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investors to shift attention to what may be an easing of the tensions in Ukraine, as Russian President Vladimir Putin called on pro-Moscow separatists in Ukraine to postpone a vote on secession just five days before it was to be held.

Foreign Exchange

Dollar is stronger when exchange rates rise



S&P 500 Sectors

1 day = 1 week



Futures

Table of futures contracts including Crude oil, Natural gas, Heating oil, Gasoline, Platinum, Ethanol, Metals (Gold, Silver, Copper, Aluminum, Zinc, Lead, Tin, Nickel, Palladium), and Agricultural (Soybean, Corn, Wheat, Rice, Cocoa, Coffee, Sugar, Live cattle, Lean hogs) with their respective prices and changes.

Stocks, Mutual Funds

NH StockWatch

Table listing various stocks with columns for Name, Close, %Chg, and other financial metrics. Includes companies like Abbott Labs, Abbvie, Accenture, ACE, Activis, Adobe Systems, ADP, ADT, American ElPo, AES Corp, Aetna, Allac, Agilent Tech, AGI Resources, Alamo, Air Products, Airgas, Akamai Tech, Alcoa, Alexion Pharm, Allegheny Tech, Allegion, Allegiant, Alliance Data, Allstate, Alterra Corp, Altria Group, Amazon.com, American Intl, Ameren, American Expre, American Water, Ameriprise Fin, AmisourceBerber, Ametek, Amgen, Amphadrol, Anaperlo Petro, Analog Devices, Analogic, Anso Plc, Apache, Apple, Applied Materi, Archer Daniels, Archer Daniels, Baker Hughes, Ball, Bank of Americ, Bank of NY Mel, Baxter Intl, BB-T, BD, Bed Bath Beyond, Bemis, Berkshire Hath, Best Buy, Biogen Idec, BlackRock, Blackstone, Boeing, BorgWarner, Boston Ppty, Boston Science, Bristol-Myers, Broadcom, Brown Form, C.H. Robinson, CA, Cavitation Sys, Cameron Oil & Gas, Campbell Soup, Cardinal OneFi, Cardinalone, Carmax, Carfax, Carnival, CBS Corp, CBRE Group, Celgene, Centertel Pner, CenturyLink.

MUTUAL FUNDS

Table listing mutual funds with columns for Fund, NAV, Chg, YTD, and other metrics. Includes funds like Alpine, Fidelity, American Century, American Funds, CWGI-R, Gro-R, Bond A, Flnv A, CIB A, CWGI A, Eupc A, NWI A, NPER A, S&P 500, Fidelity Advisor, Fidelity Select, DeAero d, NatGts I, Fidelity Spartan, TotMktI d, Calamos, Growth A, Century Funds, Sharesins d, Cabens & Steers, Realty d, Realty d, Columbia Funds, Val&Rstr Z, Davis, NY Venture A, Intl Stock, Dodge & Cox, Dreyfus, DWS-Sudder, BIChpA m, ERMES, Neuberger Berman, Eaton Vance, Nicholas, Putnam, Fidelity, Freedom 2010, Adv Fr 2010 A, Freedom 2015, Freedom 2020, Freedom 2030, Freedom 2040, Freedom, Canada d, Cap App, Capital & Inc, Contrafl d, DivStk, Dvnd Intl, Equity-Lnc, FourtOneH, Opp C, Fidelity Indexes, Large-Cap Core, Large-Cap Growth, Mid-Cap Core, Mid-Cap Growth, Small-Cap Value, Small-Cap Growth.

MUTUAL FUNDS

Table listing mutual funds with columns for Fund, NAV, Chg, YTD, and other metrics. Includes funds like GrowthIncome, Inc-GAMA, InCoGrowth, Intl Discry, IntlSmCp d, IntlSmOpp d, LatinAmerica, Low-Pred Stk, Lvrqd Co Stk, Magellan Fund, Merit Mkt, Puritan, Sp Intl TBI Inv, Strategic Income, StrDivInc, US Bond Index, Value Fund, Fidelity Advisor, NewsIst A, Fidelity Select, DeAero d, NatGts I, Fidelity Spartan, TotMktI d, Calamos, Growth A, Century Funds, Sharesins d, Cabens & Steers, Realty d, Realty d, Columbia Funds, Val&Rstr Z, Davis, NY Venture A, Intl Stock, Dodge & Cox, Dreyfus, DWS-Sudder, BIChpA m, ERMES, Neuberger Berman, Eaton Vance, Nicholas, Putnam, Fidelity, Freedom 2010, Adv Fr 2010 A, Freedom 2015, Freedom 2020, Freedom 2030, Freedom 2040, Freedom, Canada d, Cap App, Capital & Inc, Contrafl d, DivStk, Dvnd Intl, Equity-Lnc, FourtOneH, Opp C, Fidelity Indexes, Large-Cap Core, Large-Cap Growth, Mid-Cap Core, Mid-Cap Growth, Small-Cap Value, Small-Cap Growth.