



CHAMBER of COMMERCE
EASTERN CONNECTICUT
1910 - 2010 | SUPPORTING BUSINESSES

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Waterford, CT 06385

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www.chamberect.com

Business Center

Need help for your business? Visit the Chamber! **SCORE, a free, confidential organization supported by the Small Business Administration**, is available at the Chamber office every Tuesday from 11 a.m. to 2 p.m. and at Dime Bank in Norwich every second and fourth Wednesday from 10 a.m. to 1 p.m.

Insurance Resource Center representatives are available every day.

An advisor from the **Small Business Development Center** will be available the first and third Thursday of each month to provide free one-on-one counseling at the Chamber offices by appointment only. For more information, call the Chamber at 860-701-9113.

Special Thanks to Our Regional Benefactors



Wintry Weather Policy

Please be advised that the Chamber of Commerce of Eastern CT office follows the state schedule for inclement weather. If the state is delayed or closed, the Chamber of Commerce offices will be as well.

Events:

Cancellations and delays of events will be posted on www.chamberect.com as well as on WBMW106.5 FM, JAMMIN' 107.7 FM, Radio 104.1 FM, WICH-1310 AM, WCTY 97.7 FM, WNLC 98.7 FM, Kool 101 – 100.9 FM, NBC 30, and News Channel 8.

Save The Date

22nd Annual Golf Tournament

Monday, June 7, 2010

Mohegan Sun Country Club at Pautipaug

www.chamberect.com

Annual Regional Construction Forecast Breakfast



Annual Regional Construction Forecast Breakfast, Friday, February 19 7:45 a.m. Holiday Inn, Norwich

Co-Presented by the Builders Association of Eastern CT and the Eastern CT Association of Realtors

This event will include presentations by town and city planning officials on public and private projects in the planning stages throughout eastern Connecticut, including a \$15 million dollar construction project ready to go to bid next month in Norwich.

A consultant to the city of Norwich will explain the process and special

credentials contractors must have from the Department of Transportation in order to do business on projects like this.

The cost to attend is \$17 for members and \$25 for non-members. To register, visit www.chamberect.com/chamber-activities or call 860-701-9113.

SAVE THE DATE: Business Breakfast Tourism Eastern CT: Yes We Can April 16 Visit chamberect.com for details.

Upcoming Council Events

Annual State of Montville
Friday, February 12
7:45 - 9 a.m.
Hyatt Place, Uncasville
\$5/\$10

B2B on the Road with the Waterford Council
Thursday, February 18
8-9 a.m.
Gabriele's Martial Arts

Lyme-Old Lyme Council Meeting
Thursday, February 18
6:15-9 p.m.
The Hideaway Restaurant, Old Lyme
\$24

B2B on the Road with the Norwich Council
Thursday, March 18
8-9 a.m.
Three Rivers Community College

Lyme-Old Lyme Council Meeting
Thursday, March 18
6:15-9 p.m.
The Hideaway Restaurant, Old Lyme
\$24

Technology Center

The Chamber is pleased to announce the establishment of the Technology Center at the Chamber, with equipment generously donated by **AT&T**. We would like to extend our thanks to AT&T for their generous support of the Chamber.



New Members

Amity Construction & Design -
Russ Smith
Andrew O'Reilly, *William Pitt Sotheby's International Realty*
Chaplin's Restaurant
Christian Driscoll, *William Pitt Sotheby's International Realty*
Dyann DeGaetano, *William Pitt Sotheby's International Realty*
Guided Imagery Center of Connecticut
Homestead Funding Corp.
INCITE - International Center for Integrated Therapy & Education
Thames Eye Group - Mystic
Thames Eye Group - Westerly
Tim Bray - *William Pitt Sotheby's International Realty*
William Millsom, *William Pitt Sotheby's International Realty*

Your employees need
insurance.



We can help you get it.

Call the Insurance Resource
Center today at
860-701-9113 or
visit www.chamberect.com

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Political Candidate Academy

Join us for the Chamber's next Political Candidate Academy coming this March:

March 2: Launching the Campaign
March 9: Running the Campaign, Part I
March 16: Running the Campaign, Part II
March 23: Closing the Campaign

The Chamber launched the Academy in 2009 to encourage more people to run for office, and to assist those already running with navigating all the details. The cost is \$50 for four sessions. To register, please visit www.chamberect.com or call 860-701-9113.

Thank You



for donating a structure for our new Norwich Tourism Booth! Look for a grand opening this spring.

News and Editorial

From Our Insurance Resource Center: The Benefits Of Physical Activity And Exercise

Physical activity (and exercise) is a cornerstone of a healthy lifestyle. Not only does physical activity make you look and feel better, but it is also critical for improving your health and extending your life. Being active significantly lowers your chances of developing potentially fatal illnesses, including heart disease, diabetes and cancer. In addition, remaining active throughout your life can help you stay healthy and disability-free as you age.

Some of the benefits you can expect from regular activity include a lower risk of early death, lower risk of heart disease, lower risk of high blood pressure (If your blood pressure is already elevated, you can expect it to drop), better weight control and lower risk of diabetes and other diseases. Chamber One and Aetna have teamed up to help you get the health insurance coverage that's right for you, your family and your budget. Call 1-800-953-4467 or visit www.chamberone.norvax.com to get more information or a free quote.

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EB: 2010 starting off on positive note

Electric Boat last month provided the Chamber and the business community with a legislative update outlining the positive impact the organization has on our region. We have included a summary of that update below, provided by Robert A. Hamilton, EB's director of communications.

A large backlog of work, a doubling of submarine production starting this calendar year and a new submarine design program endorsed at the highest levels of the Pentagon combine to give Electric Boat one of the most positive outlooks it has had in many years, EB Vice President John B. Padgett III told about 150 chamber members in January. Padgett, Vice President of Business Development and Strategic Planning, said employment levels should be fairly stable in 2010.

With a reduction in repair work and the delivery of the Missouri in the second quarter, the company expects to downsize its waterfront workforce by about 400, but some of those employees could apply for 100 designer positions opening this year. In addition, the company expects to hire 200-300 engineers, offsetting the reductions.

In addition, the company will continue to pursue submarine repair opportunities to retain as many of its highly skilled trades workers as possible.

"There is work out there to be done – we just have to be prepared to take advantage of it when it's identified," Padgett said. "The demonstrated capability of our people to delivery a quality product on time and often under budget allows us to be very competitive."

Strong cost and schedule performance on the Virginia submarine program, and advocacy by the Connecticut and Rhode Island congressional delegations, led Congress to approve

an increase in submarine production to two a year starting Oct. 1, 2010, a year ahead of the Navy plan, which will help stabilize the Groton trades workload in years to come, Padgett said.

The company is working on advanced submarine concepts such as enhanced payload capacity, electric drive, electric actuators that could replace hydraulic systems, and an extraordinarily fast manned submersible known as Underwater Express that should all maintain or improve submarine relevance in a post-Cold War environment. In addition, it is exploring business opportunities in areas that would take advantage of its ability to do sophisticated engineering and fabrication. Some of those areas include next-generation commercial nuclear power plants, and wind power.

Meanwhile, the Navy has \$500 million to begin work on design of a replacement for Trident strategic deterrent submarines, which were all built by Electric Boat. That program has been backed by the highest leaders of the Defense Department, and could help EB boost employment in coming years.

"The fundamental issue is we need to replace the Trident — I don't think anyone is arguing that is not the case," Padgett said. "The reason we have been so successful is that our products have been successful, and that should guarantee us work for years to come."

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CHAMBERECT.COM

Interested in
Starting your own business?
The Chamber of Commerce of Eastern CT can help.

Office services and more are available in the local area for small business start-ups.

- Office space
- Computer and internet access
- Networking opportunities
- Telephone
- Advice from SCORE and other partners

Contact Denny Hicks for more information.
Phone: (860) 701-9113 Email: dhicks@chamberect.com
The Chamber office has moved to its easily accessible new location: 914 Hartford Turnpike, Waterford, CT 06385.

Now available - call today!

This project is funded by a grant from the U.S. Small Business Administration (SBA). SBA's funding should not be construed as an endorsement of any products, opinions, or services. All SBA-funded projects are extended to the public on a nondiscriminatory basis.

GENERAL DYNAMICS
Electric Boat