



CHAMBER of COMMERCE
EASTERN CONNECTICUT
1910 - 2010 | SUPPORTING BUSINESSES

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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. Please call the Chamber for an appointment.

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



A Special Thank You

GENERAL DYNAMICS
Electric Boat

Governor candidates invited to tourism, culture and leisure Jobs Forum

The Chamber has joined with other metro chambers and the leaders of Connecticut's culture, leisure and tourism industry to organize a Tourism Jobs Forum in Hartford later this month.

Tourism is a revenue-generating part of our state's economy, and the state's decision to stop marketing Connecticut in this competitive field could very well have a negative impact on jobs and much needed revenue for our vital government services.

Republican Tom Foley and Democrat Dannel Malloy, the candidates for governor of Connecticut, have been invited to attend

the Sept. 29th jobs forum at the Connecticut Convention Center in Hartford.

"We wanted to impress on our next governor the importance of this significant area of our state's economy," said Tony Sheridan, president and CEO of the Chamber of Commerce of Eastern Connecticut. "We must invest in our state's future and we need to start with a realistic approach to marketing Connecticut to attract visitors just like every other state does."

The jobs forum was organized after the state eliminated its tourism marketing budget, making it the only state in the country without one. The

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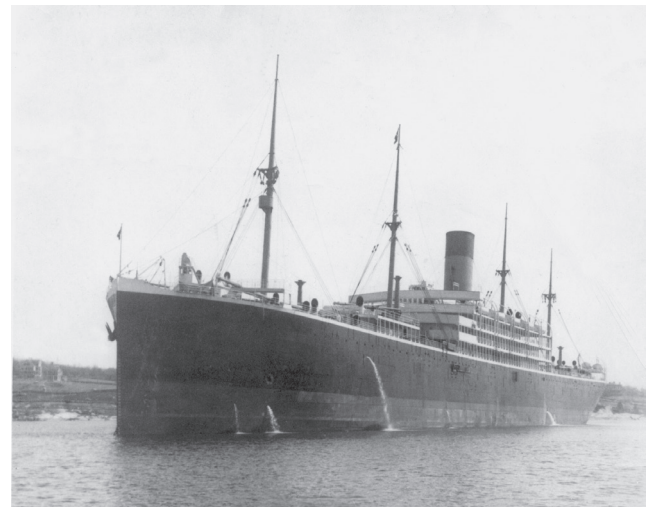


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Looking Back

The S.S. Minnesota, shown here, was launched in 1903 by the Eastern Shipbuilding Company in Groton where today Electric Boat constructs submarines. As Groton Mayor and town historian Jim Streeter pointed out in his book, Groton: Historical Bits and Pieces, the Minnesota was one of two "monster-size freight and passenger steamships" built along the Groton side of the Thames River.

At the time, the Minnesota and the Dakota were the largest such vessels ever built, Streeter pointed out. The Minnesota launching attracted more than 40,000 viewers. Rail trains with special cars added brought visitors from as far away as Putnam and Westerly. This and other interesting information is in Streeter's book, which is available for sale locally. In 1910, the year the chamber was incorporated, the New London Ship and Engine Company took over the shipyard that eventually became the home of Electric Boat. (If you have any other historical tidbits about shipbuilding on the Thames, send it to: bmacdonald@chamberect.com.



Through their commitment to the Chamber, these companies have demonstrated support for the many smaller businesses we serve.



Business Breakfast

“Education & Industry-Partners
in Preparing the Workforce of
Tomorrow”

Invited Speakers Include:

Michael Alfultis, Campus Director, UCONN Avery Point

Leo Higdon, President, Connecticut College

Dr. Grace S. Jones, President, Three Rivers Community College

Mary Ellen Jukoski, President, Mitchell College

Friday, September 24

7:45 a.m. to 9:00 a.m.

Three Rivers Community College

574 New London Turnpike, Norwich, CT

Cost: \$17 members and \$25 nonmembers

Sponsored by:



New Members

Aflac - Sarah Stack and Christine Woodman

Big Night Entertainment Group

Boys and Girls Club of Southeastern Connecticut

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Golden Horizons Elder Care Services, Inc.

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Members: Have news?

Send in your press releases to be posted on our Business News Page. Check it out at www.chamberect.com/business-news.

Send to: communications@chamberect.com

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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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.



at&t

Thank you



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

News and Editorial

Chamber names sales coordinator

A Mystic resident with a long history of involvement with a chamber of commerce has been named a membership sales coordinator, with primary responsibility for a territory ranging from the Thames River to the Rhode Island border.

The appointment of Bambi Poppick was announced by Tony Sheridan, president and CEO of the Chamber of Commerce of Eastern Connecticut.

"I am pleased to announce the appointment of such a seasoned professional to join our sales staff," Sheridan said. "Her background in the chamber profession, as a small business owner and more recently as membership and marketing manager for Girl Scouts of Ct., make her well qualified to help us as we continue to grow chamber membership."

Ms. Poppick earned a bachelor of science degree in general studies, with minors in psychology, sociology, and health science from the State University of New York, Cortland.

Reach her at 860-701-9113 or bpoppick@chamberect.com.



Thank you

To: **The Wronowski Family, Mohegan Sun** and all the sponsors of our annual cruise aboard the MV Jea Set 1 to view the Fireworks Extravaganza from the most unique vantage point possible: The Thames River.

In addition to the **Cross Sound Ferry, Cross Sound Deli Services** and the other businesses that helped make this possible were: **CTM Media Group; Mambo Bar Restaurant; New London Harbour Towers.**

I'm sure I speak for everyone who took the ride upriver aboard the Sea Jet recently when I say it was a memorable evening.

Tony Sheridan,
President and CEO

Candidates continued

jobs forum is to take place from 11 a.m. to 12:30 p.m on the 29th.

The Peter Pan Bus Company has donated buses to take forum participants to Hartford. Call the Chamber at 860-701-9113 to reserve a place.

Sheridan said the travel and leisure industry is a major contributor to the state's economy. He said there is a growing realization that the state cannot be the only one in the country without a tourism marketing budget.

He pointed to a tourism marketing report that showed five out of Connecticut's New England neighbors are spending \$20 million this year to promote their states to outside visitors.

"It just doesn't make sense for Connecticut to be on the sidelines in this very competitive market. Tourism is a money generator for the state," he said. "We have to stand up and make our voices heard."

The travel and leisure industry involves much more than large attractions that have traditionally drawn visitors to the state. There are many small and moderate-sized businesses that employ Connecticut residents and pay local and state taxes.

"These are the people, both employer and employee, who have a huge stake in what is going on, or not going on, in Hartford," Sheridan said.

In a report released earlier this year, the state's Commission on Culture and Tourism pointed out that the state earned \$87 million alone last year from hotel room taxes.

That amount nearly equaled the budgets of the state's Department of Veterans Affairs, \$34; Consumer Protection Department, \$11.7; and the DEP, the Department of Environmental Protection, \$40.4.

"Those numbers are but a small example of how important the travel and leisure industry is to our state, and a reminder of just how important this jobs forum is. Let's go to Hartford with that message."

Join us on the bus

Peter Pan buses will leave the Sears Automotive parking lot, Crystal Mall, 9:30 a.m., and return at 1 p.m. Learn how you can be on board by calling the Chamber at 860-701-9113. Reserve a seat today.



Friday, Nov. 5, 2010, 6:00 p.m.

100th Anniversary Ball

Mystic Marriott Hotel & Spa
625 North Road (Route 117), Groton

Join us in celebrating our hundredth year of supporting business in Eastern CT.

6:00 p.m. Cocktail Reception

7:00 p.m. Dinner

8:30 p.m. Dancing

1910 dress (Edwardian style) to 1920 dress (Flapper style) encouraged.

Event will feature performances by local theater companies and a live band.

\$80 per person, requested at time of registration.

To register, call 860-701-9113 or visit www.ChamberECT.com

Sponsorship opportunities available, call 860-701-9113.

Wednesday, Sept. 15, 2010, 8:00 a.m. to 10:30 a.m.

Business Education Series: The Art of the Pitch

Location to be announced

In the creative field, the ability to sell an idea is as important as the idea itself. Oftentimes, the most successful people in advertising, photography, graphic design and filmmaking are the ones who know how to "pitch" a proposal.

In this class, attendees will find the key to making a successful presentation.

- What are the essential steps to take prior to a meeting?
- What is the secret to delivering a persuasive presentation?
- How do you handle tough client questions?
- How do you keep an idea simmering after a meeting?

Continental breakfast provided.

Cost: \$35 members and \$50 nonmembers.