

100
YEARSCHAMBER OF COMMERCE
EASTERN CONNECTICUT
1910 - 2010 / SUPPORTING BUSINESSES
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Chamber

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THE CHAMBER OF COMMERCE OF EASTERN CONNECTICUT

DECEMBER, 2010

Chamber Ends Busy Year with a Salute to Non-profit Organizations

The year that is rapidly coming to a close began with a change in leadership at the Chamber of Commerce of Eastern Connecticut when Dr. Grace S. Jones assumed the chairmanship of the Chamber's board of directors.

The president of Three Rivers Community College, she replaced Keith Fontaine, a vice president of the W.W. Backus Hospital who had served a year in the position.

The year will end with a major event to honor non-profit organizations in the region. By any standard it has been a significant year. In between, we celebrated our 100th anniversary, staged a Welcome to Connecticut event at the Cross Sound Ferry terminal, complete with a proclamation signed by Gov. M. Jodi Rell and helped to organize a major tourism jobs rally in Hartford in the face of a state decision to halt tourism marketing in Connecticut.

"It was a busy year as we continued to be the active voice of business in eastern Connecticut," said Tony Sheridan, the Chamber's president and CEO.

"We look forward to an equally busy year ahead. We are a member-driven organization and will be here for our members as we begin our second century of service."

Thanks to a grant from Northeast Utilities, we also produced a video highlighting the region's many attractions. The video was shown on Cross Sound ferries that run between New York and New London.

The 100th anniversary ball at the Mystic Marriott was in a class all by itself. About 500 Chamber members and guests, many of them dressed in period costume, attended the dinner dance.

In what could very well become an annual event, the Chamber organized a Military Appreciation Breakfast Nov. 19 at the Mystic Marriott.

"We've been at this for some time now because it is important that we tell the men and women who serve us in uniform that we very much appreciate what they are doing," said Lian Obrey, who co-chairs the Chamber's Military Affairs Council. The event was sponsored by Shop Rite Supermarkets.

The last major Chamber event of 2010 will be the second annual business breakfast to honor non-profits in the region. The Lawrence & Memorial Hospital and the W.W. Backus Hospital are sponsors of the program to salute those who also serve.



Give Locally: Support Those Who Help Here

By **Tony Sheridan**
President and CEO

If you are like most of us, the time between Thanksgiving and the end-of-the-year holidays is special. Lasting a little more than a month, it is a time that affords an opportunity to be with family and friends in joyous celebration; it is a time to take stock of the year as it comes to an end.

And, it is a time when we think of reaching out and extending the hand of friendship to those in need.

Yes, it is a time to donate to worthy causes. But where to start? Where to share? What to do?

Before you make any decisions to donate you have to reach some basic conclusions. Looking online recently, I came across a site that offered a "personal philanthropy plan," along with a guide to develop it.

You may not need an elaborate process, but it is there for you: http://ecfd.oregon.gov/GCFS/docs/philanthropy_plan.pdf

Basically, the process begins with the identification of the issues or populations that come to mind as possible beneficiaries, and an answer to the question: what is important to you? What do you care about?

The next step involves defining your values, listing your belief(s), mission, philosophy. The plan suggests you list the top three, and then it asks whether you see a relationship between your values and the issues or populations that are important to you.

Give Locally

If this basic process reveals that community stewardship and organizations that serve people in the community are important to you, then I would offer a suggestion.

The Chamber of Commerce of Eastern Connecticut is known for being the voice of business in our region. It is also known as a place where the business community comes together with the non-profit organizations in our midst.

Visit our website to see the list of local non-profits we have there. Go to: www.chamberect.com. Once you do that, click on business directory and type in non profit in the search box.

Look over the many fine organizations, chamber members, all, who are making important contributions to people in the eastern Connecticut region. When speaking to groups throughout the year, I will almost without fail, ask people to shop locally.

Please, in this time of giving, take the time to look over our list of non profits and give locally as well.



Early in 2010, the Chamber had a change in leadership. Dr. Grace S. Jones replaced Keith Fontaine as chair of the board of directors.

Business Tip: How To Be More Efficient

Take advantage of electronic devices such as email, PDAs, and database file management to categorize your work. Choose the calendar system that's best for your organizational style, and stick with it. If it is computer-based, back up, back up, back up!

-SCORE, America's small business mentors

Events

For a complete listing of our upcoming events and to register, visit www.chamberect.com or call us at 860-701-9113.

December 17, 2010 Business Breakfast: Honoring Eastern CT's Non-Profit Community

Non-profit organizations are facing extraordinary difficult times due to the current economic environment, and the important work they do is often taken for granted or goes unrecognized.

Please join us as we come together in support of those who go above and beyond for our community Friday, December 17, 7:45 a.m. to 9:00 a.m. at the Radisson Hotel, 35 Governor Winthrop Blvd, New London.

The cost is \$17 for members, \$25 for non-members.

This event is sponsored by:
**W.W Backus Hospital and
Lawrence & Memorial Hospital**

Save Big in 2011: Business After Hours Subscription

Take advantage of our Business After Hours Package. For \$150 you can attend all of these great networking events. That's a savings of \$120 for all opportunities to make contacts and do business in a relaxed, social setting.

Each month, an average of 150 business leaders gather at these informal meetings to conduct business, make new contacts, and develop leads that add to their bottom line. Complimentary hors d'oeuvres, wine, beer, and soft drinks will be served. Don't forget your business cards.

Confirmed 2011 BAH Locations

- Hoffman Audi of New London - January 5th, 2011
- The Black Sheep - March 2, 2011
- CorePlus Federal Credit Union - March 30, 2011
- USCG Academy Alumni Center - April 6, 2011
- Jimmy Buffett's Margaritaville - May 4, 2011
- Eugene O'Neill Theater Center in conjunction with Liberty Bank - June 1, 2011
- Mystic Marriott Hotel & Spa - TBD
- Florence Griswold Museum - August 3, 2011
- Harp & Dragon - September 20, 2011
- Courtyard by Marriot - October 5, 2011

Plus EIGHT more Business After Hours - Locations TBD

Join the Chamber

10 reasons to join

1. Networking Opportunities
2. Business Referrals
3. Community Advancement
4. Development Assistance
5. Business Lobbying
6. Promote your Business
7. Insurance Benefits
8. Human Resources Consultation
9. Business Education Seminars
10. Strategic Partnerships

Joining our regional Chamber of Commerce could be one of the most important decisions you will make as a business owner. **Call us today at 860-701-9113 to find out how you can join the Chamber.**



**Buy Local
this Holiday Season!**

Quote of the month

"We are continuously improving our practices so that we may increase in size and serve innovative new products to our market."

- Paula Marshall, Ph.D, CEO, The Bama Companies Tulsa, OK.



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Chamber Benefactor Highlights



Putnam Bank is a community bank, headquartered in Putnam, Connecticut, dedicated to providing superior products and exceptional customer service. Putnam Bank is more than just a bank, it is the people who work day-in and day-out to improve both the Bank and the communities we serve.



Connecticut Light & Power

The Northeast Utilities System

CL&P provides more than 1.2 million customers with safe and reliable electricity. CL&P plays a major role in the growth and vitality of Connecticut's economy and quality of life. CL&P serves customers as a regulated electric power distribution company. They are dedicated to providing safe, dependable and reasonably priced energy.

The Many Faces of Our Chamber



Clockwise from top left: Atria Crossroads Place ribbon cutting; CorePlus 25th anniversary celebration; NHance opening; groundbreaking for Norwich Intermodal Transportation Center; AllState - Sue Bird Agency ribbon cutting; Harp & Dragon ribbon cutting.

We take photos at all our events. Check out our website to view our gallery:
www.chamberect.com/flickr



Member News

Suisman Shapiro attorneys Matthew E. Auger, Matthew Shafner and John A. Collins, III have been named 2011 Connecticut and New England Super Lawyers by Minneapolis based Law & Politics Publishing. In addition, firm attorney Robert G. Tukey was named to the Super Lawyers Connecticut and New England Rising Stars 2011 lists. Each year, only five percent of attorneys in Connecticut, Massachusetts, Rhode Island, Vermont, New Hampshire and Maine receive Super Lawyers honors.

The Board of Trustees of **Chelsea Groton Bank** announced that B. Michael Rauh, Jr. has been selected to succeed Duncan Stoddard as President and Chief Executive Officer of the Bank. Mr. Rauh began working

at Chelsea Groton on December 1, 2010 as President and will assume the additional title of Chief Executive Officer when Mr. Stoddard retires in 2011.

Brian Sullivan, owner of **NHance**, has launched a unique business within The Home Depot stores in Waterford, Montville, and Lisbon. His company uses a revolutionary wood renewal process, and said his business will serve a wide section in the eastern part of Connecticut.

Read more Member News at our website
www.chamberect.com/business-news

Love dining out?

Go to www.chamberect.com/eat-smart
With our program, Eat Smart ECT, dining out has never been so easy and affordable. Purchase gift certificates to your favorite restaurants for half-price and save your appetite!



Wish your news was here, too?

If you are a member, email your news to communications@chamberect.com and your news could be featured on this page next month.

If you are not a member, call us today at 860-701-9113 and find out how you can become a member.