



CHAMBER of COMMERCE  
EASTERN CONNECTICUT  
1910 - 2011 | SUPPORTING BUSINESSES

914 Hartford Turnpike  
Waterford, CT 06385

PRESORTED  
STANDARD MAIL  
U.S. POSTAGE  
**PAID**  
Norwich, CT  
PERMIT NO. 9

Change service requested



(860) 701-9113



(860) 701-9902



[www.ChamberECT.com](http://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. Please call the Chamber for an appointment.

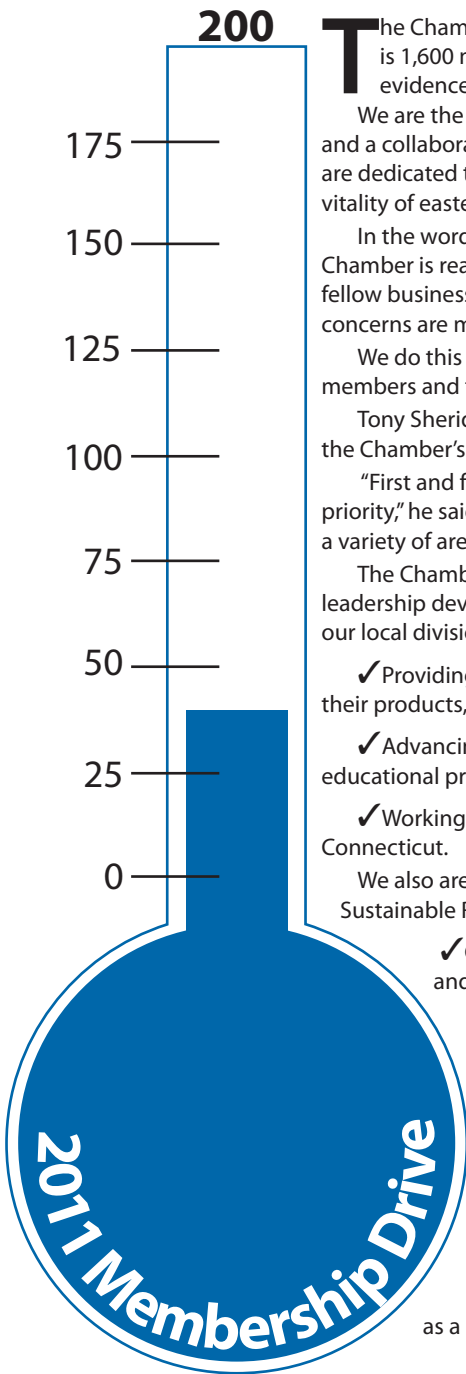
**Insurance Resource Center** representatives are available every day.

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



# The Chamber is dedicated to our members



**T**he Chamber of Commerce of Eastern Connecticut is 1,600 members strong and growing each day, as evidenced by the recent spurt in membership.

We are the century-old voice of business in the region and a collaborative of business and community leaders who are dedicated to securing and enhancing the economic vitality of eastern Connecticut.

In the words of our former chair, Keith Fontaine: "The Chamber is really a great place to reach out to find other fellow business people and to really make sure that all of our concerns are met."

We do this in a number of ways by creating value for our members and for the region as a whole.

Tony Sheridan, the president and CEO, often speaks to the Chamber's commitment to its members.

"First and foremost, Chamber members are our top priority," he said. "We have a talented staff who work daily in a variety of areas that all relate back to our mission."

The Chamber provides forums for business networking, leadership development and works on issues of concern to our local divisions by:

- ✓ Providing opportunities for our members to showcase their products, services and accomplishments;
- ✓ Advancing the success of small business through educational programs;
- ✓ Working to reduce the costs of doing business in Connecticut.

We also are working to build and promote a Strong and Sustainable Regional Economy by:

- ✓ Creating regional awareness locally, statewide and nationally
- ✓ Acting as "the voice of business" for our region in Connecticut government
- ✓ Advocating for membership diversity and opportunities for their growth and development
- ✓ Actively working to enhance our region's hospitality and support for our military personnel and their families
- ✓ Promoting our region's value and virtues as a great place to live, work and play

**Refer a member, and be entered to win**

*There is strength in numbers*

Our Chamber Membership Drive is producing results. Check out our website, [www.ChamberECT.com](http://www.ChamberECT.com) to track the progress, and view the details of our great rewards program. If you refer a company that joins, you will automatically become eligible for a fabulous prize. The more businesses you refer, the more you can win. Prizes include an iPad, flat screen TV, romantic evening for two, and more.

✓ Developing the Chamber's Staff and Infrastructure to support continued Membership Growth, Value and Service

Chamber membership brings value in another way. A study commissioned by the American Chamber of Commerce Executives and carried out by the Atlanta-based polling firm, The Schapiro Group addressed the question of what a business gets through its chamber membership. A scientific, web-based survey of 2,000 people across the country, showed what chamber leaders have long felt.

"Most consumers (59 percent) think that being active in the local chamber of commerce is an effective business strategy overall. It is 29 percent more effective, however, for communicating to consumers that a company uses good business practices and 26 percent more effective for communicating that a business is reputable."

There were many other findings that support the value of chamber membership. One, in particular, is relevant to what our chamber has been saying.

"When consumers know that a small business is a member of the chamber of commerce, they are 44 percent more likely to think favorably of it and 63 percent more likely to purchase goods or services from the company in the future."



## A Special Thank You



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

## Chamber Photos



We take pictures at all our events. Check out our flickr page on our website: [www.ChamberECT.com/photos](http://www.ChamberECT.com/photos)



Sailfest Charter Oak 5K Road Race, July 10, 2011



Ribbon Cutting Ceremony  
Buon Appetito, North Stonington



Business After Hours  
Stonecroft Country Inn, Ledyard

## CHAMBER STAFF

TONY SHERIDAN  
President & CEO  
tsheridan@chamberect.com

MEGHAN AKEMAN  
Manager, Programs & Events  
makeman@chamberect.com

DEBY MARTINEZ  
Administrative Assistant  
dmartinez@chamberect.com

CAROL MURPHY  
Grant Financial Coordinator  
cmurphy@chamberect.com

SHERI COTE  
Vice President  
scote@chamberect.com

KATHY CHARTIER  
Business Services Representative  
kchartier.ctwbs@ct.gov

BAMBI POPPICK  
Membership Sales Coordinator  
bpoppick@chamberect.com

MATTHEW LIPMAN  
Graphic/Web Designer  
mlipman@chamberect.com

DENNY HICKS  
Director of Strategic Planning  
dhicks@chamberect.com

RON HAUBERT  
Membership Sales Coordinator  
rhaubert@chamberect.com

FRANK MCLAUGHLIN  
Downtown Development &  
Investment Coordinator  
f.mclaughlin@snet.net

ALLYSON SMITH  
Marketing/Programs & Events  
asmith@chamberect.com

BRUCE MAC DONALD  
Director of Communications  
bmacdonald@chamberect.com

LORI THOMPSON  
Bookkeeper  
lthompson@chamberect.com

# News and Editorial

## Member News

### Summer time is tour time in Mystic

Want to check out the local sights? You might want to consider some new tours from the Mystic Visitors Center located in the Olde Mistick Village. There are: historic, vineyard and Mystic Pizza film location tours, plus others. Visit [www.mysticinfo.com](http://www.mysticinfo.com) for more details.

### Chelsea Groton Bank Distributes \$14,000 in Scholarships

Chelsea Groton Bank held its annual scholarship presentation and distributed \$14,000 in awards to students from local high schools. Scholarship award winners were selected based upon academic merit, character and financial need.

The scholarships were awarded to: Ariel May of Academy of the Holy Family, Teresa Lan of East Lyme High School, Jake Clark of Fitch High School, Ashley Gathers of Grasso Technical High School, Amanda Armstrong of Griswold High School, Elizabeth Vantroba of Ledyard High School, Ryann Wyatt Tagle of Montville High School, Joshua Zurita of New London High School, Alexis Seder of Norwich Free Academy, Brandon St. Jean of St. Bernard's High School, Emily Pinko of Stonington High School, Melanie Edson of Waterford High School, Hannah Whalen of Westerly High School and Erica Crowley of Wheeler High School.

### Sounds of Summer Sing Again at Harkness

Bring Our Music Back, Inc. has been awarded a 5-year contract from the State of Connecticut, to produce "August Nights at Harkness . . . Music the way it was!" at the revered state landmark, Harkness Memorial State Park, located along the shoreline in Waterford, CT.

The concerts will be held at Harkness Memorial State Park, Waterford, CT on Thursday, August 4 and 11, 2011 from 6:00p-10p.

Gates open at 5:30 pm for traditional picnicking. For all tickets go to [www.bringourmusicback.org](http://www.bringourmusicback.org) or call (860) 434-1882 Box Office, located at 16-A Lyme Street in Old Lyme..

### Members: Have news?

[www.ChamberECT.com/business-news](http://www.ChamberECT.com/business-news).

Send to: [communications@ChamberECT.com](mailto:communications@ChamberECT.com)

## LEADERSHIP PROGRAM

Seeking Participants for 2011-2012 Program



Like Never Before 

The Chamber Leadership Eastern CT Program prepares future community leaders for positions of responsibility by acquainting them with significant community processes and issues that affect our communities, businesses and the public.

### Tuition & Application Deadline

Tuition is \$875.00 for the entire program. Leadership applications will be accepted through Friday, August 26, 2011. **To receive an application, contact Meghan Akeman at 860-701-9113 or via e-mail at [makeman@ChamberECT.com](mailto:makeman@ChamberECT.com). The Leadership application is also available online at [www.ChamberECT.com/leadership](http://www.ChamberECT.com/leadership).**

## New Members

- |                            |                                      |
|----------------------------|--------------------------------------|
| Buon Appetito              | Mi Gente Express                     |
| Cafe Sol                   | Montville Education Foundation, Inc. |
| Carbone Siding & Windows   | Morgan Stanley Smith Barney          |
| Dreamcatchers LLC          | Linda Lee                            |
| Eric Auto Sales            | New England Airlines                 |
| freshconnections           | Northern Light Gems                  |
| The Full Circle LLC.       | Panda Market                         |
| Gina L. White, Realtor     | Port Niantic Inc.                    |
| Health at Home             | Ray's New Haven Style Pizza          |
| Hot Rod Cafe               | R&W Heating LLC                      |
| Hutter Chiropractic Office | Scorpion Bar                         |
| I M Technology, LLC.       | Shrine                               |
| Jamkat Entertainment       | Toll Brothers, Inc.                  |
| Jennette Construction LLC  | Tutor Doctor                         |
| Juan's Barber Shop         |                                      |
| Lisa's Landing Restaurant  |                                      |

