



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



February 2011

LIVE | WORK | PLAY

A Special Thank You



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

State reaching out to minorities, women and veterans who are starting or leading technology companies

Three Rivers Community College in Norwich will be the location, March 7, of the latest information session conducted by Connecticut Innovations, the state's quasi-public authority responsible for technology investing and innovation development.

The agency is conducting the meeting as part of an outreach to minority, female and veteran technology entrepreneurs.

The public meeting at Three Rivers will focus on funds available to the state under the federal Small Business Innovation Research (SBIR) program. Additional details may be obtained at www.ctinnovations.com/fast.

"The SBIR program has helped numerous Connecticut-based technology companies develop cutting-edge technologies and will

go a long way toward enhancing the success of previously underrepresented businesses and increasing Connecticut's technological competitiveness," said Peter Longo, president and executive director of CI.

"We look forward to reaching out to minority, female and veteran technology entrepreneurs here in Connecticut and educating them about the valuable federal SBIR program.

Connecticut Innovations was one of 20 state organizations nationwide awarded a grant in FY 2010 through the FAST program, which is administered by the U.S. Small Business Administration's office of technology.

The grants are designed to help states improve the participation of small technology firms in the innovation and commercialization of new

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Hoffman Audi Business After Hours, last month: From left, Tony Sheridan, president and CEO of the Chamber; Jeffrey Hoffman, owner, and colleagues. The BAH was the Chamber's first for 2011. Such events are popular as they allow Chamber members and guests to meet with colleagues and make new contacts.



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

New Members

AML Meeting Resources, LLC
 CareCo. Shoreline Inc.
 eyeWitness USA LLC
 International Family Worship Center
 Mystic Arts Center
 Norwich Ice Rink
 Polito & Quinn, LLC
 The Outpost Guns & Ammo
 The Scuttlebutt
 Tamarack Lodge
 Visiting Angels of Southeastern CT

Support Our Military Community



Businesses who currently offer military discounts, or would like to offer a discount are encouraged to contact the Chamber so that they can be included in all marketing efforts promoted throughout eastern Connecticut.

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

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.



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News and Editorial

Wednesday, February 16, 2011 5:30 p.m.

Annual Meeting

Sponsored by:

NewportFed, Lawrence & Memorial Hospital, AT&T, Kostin,

Ruffkess & Company, LLC

The Spa at Norwich Inn
607 West Thames Street, Norwich

The order of business will include the 2010 year in review, projections and expectations for 2011, and our annual awards presentation. Heavy hors d'oeuvres reception immediately following.

Cost is \$35 to attend

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

Wednesday, March 2, 2011 8:30 a.m. to 10:00 a.m.

Business Education Series: Sexual Harassment Prevention Training For "Supervisors"

Featuring Meredith Diette & Ryan O'Donnell of Siegel, O'Connor, O'Donnell & Beck, P.C.

Visiting Nurses Association of Southeastern CT, Inc.
403 N. Frontage Road, Waterford

\$35 members, \$50 non-members

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



Chamber leaders at 2010 annual meeting: From left, Tony Sheridan, the Chamber's president and CEO; Matt Nick, vice chairman; Dr. Grace S. Jones, Chairwoman; immediate past Chairman Keith Fontaine, and Bill Turner of AT&T who was honored for his strong support of the Chamber.

Leading Technologies *continued*

technology through the federal SBIR program.

Connecticut's FAST initiative will leverage the successful outreach and technical assistance activities developed by the Connecticut SBIR Office over the past five years. It will also leverage the partnerships that the office has built with major defense prime contractors and other leading firms that share an interest in increasing the diversity of their innovative and talented supply chains.

In the five-year period from 2005 through 2009, minority-, women- and veteran-owned businesses represented about 8.6 percent of the 117 Connecticut firms engaged in the SBIR program, a rate that does not fully reflect the state's growing diversity. CI's near-term goal is to increase participation of these underrepresented communities in the SBIR program.

According to data published by the SBA, SBIR funding awarded annually to Connecticut small businesses has risen steadily in recent years, reaching \$32.9 million in FY-2008. Connecticut ranked 17th in the nation in FY-2008 in number of SBIR Phase I awards issued and funding obligations for new Phase II awards.

Member Spotlight

WOW is the only word to describe the Velocity Sports Performance program now available in southeastern Connecticut



The Wow factor is apparent when you enter the Renegade Sports Center on Fargo Road in Waterford, new home of the nationally recognized Velocity Sports Performance program.

Tony Duckwall, who came to the region from Florida to run the program, said the training is all age-specific and is unlike anything else available in the region.

"It's the only program of its kind in southeastern Connecticut," Tony says. "We offer a national curriculum for developing the bio mechanics that allows athletes to run faster, jump higher and change direction with more ease while greatly reducing the risk of injury."

Founded in 1999 by five-time NCAA track and field champion coach Loren Seagrave, Velocity Sports Performance delivers results-oriented training in a positive, safe and challenging environment.

In addition to a variety of professional equipment, the center offers an indoor soccer field with the kind of turf found in professional football arenas, a complex that includes computerized baseball and softball hitting cages that can be quickly converted to basketball or volleyball courts and a skilled staff.

The program is designed to allow athletes to get faster, stronger and more explosive on the field.

The Renegade Sports Center, formerly known as the Kidsports Arena, is part of the network of WOW centers, Work Out World, in Groton, New London, and Norwich.

Additional information may be obtained by calling 860-437-4504, or visiting www.velocitysp.com/waterford.