



CHAMBER of COMMERCE
EASTERN CONNECTICUT
1910 - 2010 | 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

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



January 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.

Chamber Plans Major Membership Drive for 2011

Membership in the Chamber of Commerce of Eastern Connecticut brings value, and lots of it.

Chamber membership brings with it many benefits. We offer businesses of all size and type an opportunity to be a part of a vibrant community of individuals who share a core set of similar interests and concerns. We provide a number of valuable opportunities to our members, from networking, to educational opportunities and programs on important public issues.

On a different level, our chamber serves as the regional voice of business in the eastern third of our state, representing the interests and concerns of our membership in our state capital. We are in a position to assist our members with concerns through the government affairs representatives we retain.

In addition to the many specific benefits we

offer, there are less tangible, but equally important reasons to be associated with our chamber. To name one, a national survey concluded a few years ago that consumers felt that businesses within a chamber of commerce were more trustworthy. As anyone in business knows, trust is an important element that consumers consider when preparing to make a purchase.

Companies today want to be known as being more than the sum of their parts. Becoming a part of our chamber puts these companies in with others who share their values. It is not lost on those consumers who are considering from which company to buy a product, or service.

The Chamber of Commerce of Eastern Connecticut, too, is more than the sum of its parts. To cite an example:

Our military affairs council organized a giant military appreciation breakfast at the Mystic

continued on page 3



From left, Capt. James E. Rendon, assistant superintendent, and Rear Adm. Scott Burhoe, superintendent of the U.S. Coast Guard Academy display a proclamation issued by Gov. M. Jodi Rell honoring the Academy's 100th anniversary in New London. They also hold mementos presented by the city of New London at the Lyman Allyn Art Museum, Dec. 15.





Become a fan

facebook.com/ChamberECT

Search for Great Local Businesses Here.
Check out our Online Business Directory
www.chamberect.com/business-directory.html

New Members

- Brown, Werner & Brothers LLP
- EZ - Fone, LLC
- Fireside Brick Oven Creations
- Grasso Technical High School
- Hannoush Jewelers
- Harbor Financial
- Kenté Enterprises
- Nicholas Despoteris, Liberty Mutual
- Life Happens, LLC
- M&R Trucking & Excavating, LLC
- The McCabe Group, LLC
- Robert Hecker Jr., The Quintal Agency
- Read to Ride, Inc.
- Roni Deutch Tax Center
- Saltwater Farm Vineyard
- Seaport Auto, LLC
- S.T.E.P.S., Inc.
- Tint My Ride
- Wallach's Flooring
- W. Fraser, Project Facilitator, LLC
- Zelmanow Dental
- Zoë Village

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

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.

CHAMBER STAFF

TONY SHERIDAN
 President & CEO
tsheridan@chamberect.com

SHERI COTE
 Director of Operations
scote@chamberect.com

DENNY HICKS
 Director of Strategic Planning
dhicks@chamberect.com

BRUCE MAC DONALD
 Director of Communications
bmacdonald@chamberect.com

MEGHAN WHITEHEAD AKEMAN
 Programs and Events
makeman@chamberect.com

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

RON HAUBERT
 Membership Sales Coordinator
rhaubert@chamberect.com

LORI THOMPSON
 Bookkeeper
lthompson@chamberect.com

DEBY MARTINEZ
 Administrative Assistant
dmartinez@chamberect.com

BAMBI POPPICK
 Membership Sales Coordinator
bpoppick@chamberect.com

KATHLEEN GAITO
 Administrative Assistant
kgaito@chamberect.com

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

CAROL MURPHY
 Grant Financial Coordinator
cmurphy@chamberect.com

MATTHEW LIPMAN
 Graphic/Web Designer
mlipman@chamberect.com

ALLYSON SMITH
 Marketing Assistant
asmith@chamberect.com

JENNIFER COTE
 Marketing Intern
jcote@chamberect.com

News and Editorial

Chamber Seeking Annual Reports

If you produce one, please send us an electronic copy of your most recent Annual Report. With your permission, we will display it on our website.

“Providing this information will promote your company,” said Chamber President and CEO Tony Sheridan. “Our website receives thousands of visits monthly, and having your company there adds exposure for you.

“Having it available also could help our Chamber staff respond to the many inquiries we receive regarding businesses in our region.”

Please forward your annual reports in PDF format to communications@chamberect.com. If you have any questions, please do not hesitate to contact the Chamber’s Director of Communications, Bruce MacDonald, at bmacdonald@chamberect.com



Rear Adm. Scott Burhoe, superintendent of the U.S. Coast Guard Academy, addresses a group of city leaders at a Dec. 15th reception at the Lyman Allyn Art Museum to mark the Academy’s 100th year in New London. The event was organized by the Chamber for the city. On the left is Tony Sheridan, president and CEO of the Chamber and the Chamber’s board chair, Dr. Grace S. Jones.

Membership Drive *continued*

Marriott. Members of the region’s business community expressed their gratitude to those serving in the military in our area. This event was such a great success that the military affairs council plans to make it an annual event.

In another example, our non-profit Foundation has focused for many years on improving the lives of children in our region. Toward this end, our 27th Annual Holiday Gala kicked off last month at the Mohegan Sun. The Foundation was able to raise over \$98,000 for children’s charities throughout eastern Connecticut. Information about each event is available on our website, www.ChamberECT.com.

There are many specific benefits that, alone, are strong reasons to join the chamber and become a part of this vibrant organization. Among them are:

- Member-to-member discounts;
- Marketing opportunities for our members across the spectrum of our communications media;
- We have established local councils to share information about topics of importance within their respective communities and network;
- We operate an insurance resource center for the benefit of our members;
- We manage a business incubator to give fledgling businesses a chance to get off the ground in this competitive environment;
- We provide tourism information for visitors and those relocating to our area;

This past year, we produced a visitors’ video that was shown on ferries of the Cross Sound Ferry Co.; we organized a Welcome to Connecticut Day and were one of the principal organizers of a tourism jobs forum in Hartford demonstrated the importance of this sector of our economy in light of a state decision to stop marketing our many attractions. The three candidates for governor spoke on tourism to the more than 1,000 who attended from throughout Connecticut.

Those are some, but not all, of the reasons why your business or non-profit organization should join the Chamber of Commerce of Eastern Connecticut, long a strong voice for a better region.

Friday, January 21, 2011 7:45 a.m. to 9:00 a.m.

Business Breakfast: Annual Economic Forecast

Sponsored by: Groton Utilities

Held in conjunction with the Greater Mystic Chamber of Commerce

Groton Inn & Suites
99 Gold Star Highway, Groton

\$17 members, \$25 non-members
\$5 fee applied to all walk-ins

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

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

Save the Date: Annual Meeting

Sponsored by: NewportFed

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

Cost is \$35 to attend

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