

# Chamber

THE CHAMBER OF COMMERCE OF EASTERN CONNECTICUT

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## Congratulations and thank you to those who represent us

By Tony Sheridan  
President and CEO

The elections are over, the charges and counter-charges have quieted for now and the lawn signs are down, most of them anyway.

It is time, in other words, for those who won earlier this month to switch gears from politics to governing. It is time to look to the future, and to say thank you to those who serve us.

At one time or another we've all been critical of a public official for doing something we didn't like, or for not doing something we wanted done. It's perfectly natural and a legitimate part of the process.

But when the votes are counted and the winners declared, it is time to come together, not just in the various communities, but in the region as a whole. It is also time to pause and express our appreciation to those who step forward and put themselves through what can be a grueling process. In short, we owe them a debt of gratitude.

These are people, after all, who spend countless hours away from their homes and their families working on behalf of us all.

As they begin their new terms, the Chamber has high expectations of these public servants, not just that they will focus on their particular communities, but that they will come together and begin to take a broader view of their

**"It is time to switch gears from politics to governing."**

responsibilities.

There have been some isolated examples of inter-town cooperation, but not enough. It is time to take a serious look at the kind of savings that can be achieved by sharing essential services.

The Chamber represents 1,600 businesses throughout eastern Connecticut. Most of these businesses are relatively small and all are affected by the decisions made in our town halls.

That is why we believe that our local governments need to break down the barriers that block regional cooperation, and come together to achieve the kind of savings that will result from a regional approach to governance.

We need a business-friendly environment when it comes to regulations and permitting processes, but we also need local governments that are able to achieve the kind of savings that will come through region-wide cooperation.

Each year, the Chamber operates a candidates' academy to encourage participation in the political process. In addition, we host regular updates, where business people and the general public can be briefed on municipal and state operations.

We do these things and more because sharing information, and hearing informed viewpoints is important.

We encourage those who won in their election contests to pursue their goals with an invigorated sense of purpose, and to work towards greater regional sharing of services. Over the years, our leaders have taken baby steps toward this goal. It is time to step up the pace.

It will take a certain amount of political courage, but all of eastern Connecticut will benefit from it. Thank you to all who sought office and to those who won.

## We're all about your Business

At the Chamber of Commerce of Eastern Connecticut our sole purpose is quite simple: to promote our members. We work daily to create a supportive atmosphere to allow them to succeed as a business. The Chamber is their voice in the region.

Do you want the region to be aware of your business? If so, we have the tools to help you.

As a Chamber, our duty is to build a positive business climate to meet current and future needs of our members, to support balanced economic development and growth, and to actively work to strengthen our region.

Our region is only as strong as the businesses that support it. Being a part of the Chamber isn't just a membership, it's an investment in the region; an investment in your future.

We offer a number of different ways to allow our members to create a positive business climate, in particular with all the events and programs we organize throughout the year.

In 2010 alone, we hosted over 150 events, and that number has grown to over 200 in 2011. From networking events and business breakfasts, to educational seminars and ribbon cuttings, the Chamber works hard to provide you the opportunity to get your name out there and generate more business.

The Chamber not only promotes and supports you, our members, it is also a great resource for information. Over 90% of our members are small business owners, so we know what is important to you.

We not only support our members locally, we are your voice in Hartford when it is necessary to support or oppose legislation being proposed there. In addition, we monitor national business news and related government activities and act as a communication vehicle for news and information that could directly affect your business.



Above: Governor Malloy visiting with employees from Thames Shipyard in New London. The Governor met with Cross Sound Ferry Services and Thames Shipyard last month from a campaign promise to improve New London's port system.

Whether it is economic development resources, regional statistics, legislative bill tracking, or searching for a business on our online business directory, we pride ourselves in offering the most pertinent information possible to help you make the right decisions relating to your business.

Our website, [www.ChamberECT.com](http://www.ChamberECT.com), should be your go to resource for anything business-related in eastern Connecticut.

We recently sent out a request to our over five thousand weekly e-news subscribers asking our members to submit a brief (25-50 word) description of their business or organization.

We did this to better promote our members. We received several responses within hours, and new ones continue to flow in. If you would like to submit a description of your business, please e-mail it to [communications@chamberect.com](mailto:communications@chamberect.com). The more we know about you the more we can help you.

We would like to thank you, our valued members, for entrusting us to help the region support a successful business community.

Feel free to let us know if there is anything we can do to help your business. Call us, e-mail us, or stop by the office. We are, after all, here for you.

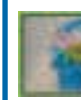
## Member Spotlight



DISCOVERY

**Quantum Discovery LLC** - New London, CT - (860) 608-1738 - [www.QuantumDiscoveryLLC.com](http://www.QuantumDiscoveryLLC.com)

Quantum Discovery is a premier provider of electronic data and document management solutions for law firms and corporate legal departments throughout the United States based here in New London.



APRIL'S  
BALLOON  
CREATIONS

**April's Balloon Creations** - Ledyard, CT - (401) 316-7266 - [www.AprilsBalloonCreations.com](http://www.AprilsBalloonCreations.com)

Balloon Artist who offers Balloon Twisting for parties, events, and all types of celebrations. Balloon sculptures also make beautiful and unique gifts.

Membership in the Chamber has **measurable value**. Here's what you get:

**Referred. Promoted. Educated. Represented. Networking Contacts.  
Insurance Options. Partnerships. Support. Town/City Divisions.**

**Start benefitting today.**

Visit [www.ChamberECT.com/why-join](http://www.ChamberECT.com/why-join) for more details.

## Events

For a complete listing of our upcoming events and to register, visit [www.ChamberECT.com](http://www.ChamberECT.com) or call us at 860-701-9113.

**November 16, 2011**

**Business Education Series:  
Managing the Workforce  
using the Tools in the Tool-  
box with Eileen Duggan of Suis-  
man Shapiro, Attorneys at Law**

Please join the Chamber November 16th, at 8:30 a.m. at VNA of SECT, 403 N. Frontage Road, Waterford for our business education series.

At this seminar Eileen Duggan will explain what "tools" are available to handle employee issues such as discipline, FMLA, hours of work, benefits, workplace harassment. Time permitting, she will also review recent updates in labor law.

Cost: \$35 members and \$50 non-members - Continental Breakfast will be provided.

**Suisman Shapiro**  
Attorneys-At-Law

**November 18, 2011**

**Business Breakfast:  
The QR Alphabet:  
26 ways to use Quick Response  
codes to engage target markets**

Please join the Chamber staff and fellow members Friday, November 18th, at Three Rivers Community College in Norwich for a very informative presentation on QR technology.

If you're interested in learning how QR codes could be used in your 2012 marketing plans, join **Maria Miranda** for her annual new media lecture to fellow Chamber members.

Cost to attend this breakfast is \$17 for members, and \$25 for non-members. Pre-register to avoid the \$5 walk-in fee! Breakfast will be provided.

**Sponsored by:**

**Comcast**  
Business Class

**December 2, 2011**

**Business Breakfast:  
Healthcare Today & Tomorrow**

Come hear what is going on in the different aspects of the healthcare system on the national level, the state level and on the private side.

Christie Hager, Regional Director of the U.S. Department of Health & Human Services, Frances Padilla, Executive Vice President, of the Universal Healthcare Foundation of CT, and Jeffrey Hogan of Rogers Benefit Group will be the panelists for the breakfast.

Cost to attend is \$17 for members, and \$25 for non-members. Pre-register to avoid the \$5 walk-in fee! Breakfast will be provided.

**Sponsored by:**

**UnitedHealthcare**



# CHAMBER of COMMERCE EASTERN CONNECTICUT

1910 - 2011 | SUPPORTING BUSINESS

## Chamber Benefactor Highlights



Putnam Bank is a community bank headquartered in Putnam, Connecticut. They are dedicated to providing superior products and exceptional customer service.

[www.putnambank.com](http://www.putnambank.com)



Connecticut  
Light & Power

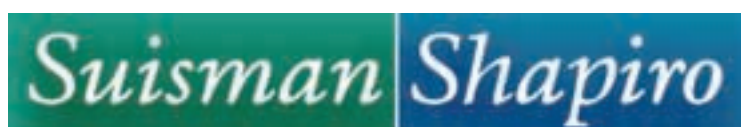


Northeast Utilities Companies

Connecticut Light & Power Company was formed in 1917. In 1966, Northeast Utilities was created as a parent company of CL&P and two other subsidiaries. Today, CL&P serves over 1.2 million customers.

[www.cl-p.com](http://www.cl-p.com)

### Suisman Shapiro Attorneys at Law Stars of eastern Connecticut



Attorneys-At-Law

The Chamber would like to congratulate four Suisman Shapiro Attorneys for being named again to the Connecticut and New England Super Lawyers and Rising Stars Lists.

Matthew E. Auger, Matthew Shafner and John A. Collins, III, of Suisman Shapiro Attorneys at Law have been named to the Connecticut and New England Super Lawyers lists as top attorneys for 2011 and 2012. In addition, firm attorney Robert G. Tukey was selected for inclusion on the Super Lawyers Connecticut and New England Rising Stars 2011 and 2012 lists.

Each year, no more than five percent of attorneys in Connecticut, Massachusetts, Rhode Island, Vermont, New Hampshire and Maine are selected by Super Lawyers, and only 2.5% of attorneys forty years old and under, or in practice for ten years or less, receive the Rising Stars honor.

Super Lawyers, a Thomson Reuters business, is a rating service of outstanding lawyers from more than 70 practice areas who have attained a high degree of peer recognition and professional achievement. The annual selections are made using a rigorous, multi-phased process that includes a statewide survey of lawyers, an individual research evaluation of candidates, and peer reviews by practice area. The Super Lawyers lists are published nationwide in Super Lawyers magazines and in leading city and regional magazines across the country. The first Super Lawyers list was published in 1991, and by 2009 the rating service had expanded nationwide. In February 2010, Super Lawyers was acquired by Thomson Reuters, the world's leading source of intelligent information for businesses and professionals.

Suisman Shapiro is the largest law firm in eastern Connecticut, providing residents and businesses along the coast from New Haven to Providence with a full range of legal services. The firm was established more than 70 years ago and is firmly rooted in the community. Suisman Shapiro regularly gives back to eastern Connecticut through its commitment to many local charitable programs, scholarships and sponsorships.



Left to right: John Collins, III, Matthew Auger, Matthew Shafner, and Robert Tukey.

The Chamber of Commerce  
of Eastern Connecticut Foundation

28th Annual



# Holiday Gala

Presented by:



Friday, December 9, 2011

Uncas Ballroom, Mohegan Sun

5:30 p.m. Silent Auction - 7:00 p.m. Live Auction

Champagne, Hors d'oeuvres, Dinner Stations,  
& Dessert Buffet

Tickets are available by calling 860-701-9113

## New Members

- Algiere's Landscaping, LLC
- Angel Care, LLC
- Carabetta Management Co.
- Caulkins Design Associates, Inc.
- Charter Oak Insurance and Financial Services Company
- Computech Complete Auto Repair
- Michelle N. Dempsey, Title XIX Specialist
- Panera Bread Groton
- Panera Bread Lisbon
- Dynamic Alliance, LLC
- Goldy's Restaurant
- Hilton Mystic
- KML Architects LLC
- Lux Bond & Green, Inc.
- The Maine Oxy Group
- Morgan Stanley Smith Barney Clare Sheridan
- USA Mobile Drug Testing of Southeastern CT
- W.B. Mason Co., Inc.
- Yuhas Performance Training



Know a business interested in joining?  
Call the Chamber at 860-701-9113.

## We're halfway there!

Recently we received our 100th new member during our 2011 Membership Drive, and are now over half way to our goal of 200! Help us reach our goal this year by referring new members to join by e-mailing [scote@chamberECT.com](mailto:scote@chamberECT.com), or calling 860-701-9113. You will be entered to win some great prizes. Have a smartphone? **Scan this QR code and download an application directly to your phone.**



[ChamberECT.com/drive](http://ChamberECT.com/drive)

