ConnectiCare

ConnectiCare is a leading health plan in the state of Connecticut and is ranked among the top commercial health plans in the nation. ConnectiCare’s mission is to make it easy for members to get the care they need. ConnectiCare has a full range of products and services for businesses, municipalities, individuals, and those who are Medicare-eligible.

**Foxwoods Resort Casino**

Foxwoods Resort Casino is the premier hotel, gaming, shopping and entertainment destination in the northeast. As one of the largest resort casinos in North America, Foxwoods offers a vast array of gaming, hotels, restaurants, spas, entertainment, golf, outdoor adventures, and more.

**People's United Bank**

People’s United Bank, the largest independent bank headquartered in New England, is a diversified financial services company with $44 billion in assets. Founded in 1842, it has over 400 retail locations in New England.

**Chelsea Groton Bank**

Chelsea Groton Bank is a mutually owned bank with 14 locations throughout New London County. The Bank has over $1 billion in assets and serves businesses, individuals, and families throughout CT and RI.

**Groton Utilities**

Groton Utilities is a municipally owned and operated utility providing electric, water, cable TV, high-speed internet access, and digital phone services to thousands of consumers in southeastern Connecticut.

**Putnam Bank**

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

**Quinn & Harvy**

Our experienced team of marketing and communications professionals, designers, web developers and wordsmiths are prepared to use every tool in our creative arsenal to help our clients achieve their brand objectives and drive business.

**Jay B. Levin**

Jay B. Levin provides government relations consulting services on federal, state, and local levels.

**Eversource**

Eversource transmits and delivers electricity and natural gas for more than 3.6 million electric and natural gas customers in Connecticut, Massachusetts, and New Hampshire.

**Charter Oak Federal Credit Union**

Charter Oak Federal Credit Union, headquartered in Waterford, Connecticut, offers a broad range of financial services to individuals, businesses, non-profits and professionals in New London and Windham counties.

**Cross Sound Ferry**


**Dominion Energy**

Dominion is one of the nation’s largest producers and transporters of energy, with a portfolio of approximately 26,000 megawatts of electric generation. Dominion is a world-class nuclear operator and owns and operates the Millstone Power Station in Waterford, CT.

**Diime Bank**

Established in 1869, Dime Bank is a mutual bank with over $800 million in assets and 12 convenient branch locations throughout southeastern and shoreline Connecticut and Westerly, Rhode Island.

**Suisman Shapiro**

Suisman Shapiro is the largest law firm in eastern Connecticut, serving the community for over 80 years with a wide range of legal services.

**General Dynamics Electric Boat**

With more than a century of experience, Electric Boat has established standards of excellence in the design, construction, and lifecycle support of submarines for the U.S. Navy.

**Saybrook Point Inn, Marina & Spa**

Saybrook Point Inn, Marina & Spa offers well-appointed accommodations, award-winning dining, a luxurious spa, attractive event spaces, and stunning shoreline views.

**The Backus Health System**

The Backus Health System includes a not-for-profit, 213-bed hospital in Norwich and numerous off-site locations.

**The Bulletin**

The Bulletin is a daily newspaper covering Eastern Connecticut. The scope of our coverage, like our readership, extends well beyond the city in which we are published.
We are very proud that the Chamber has been working hard on behalf of local businesses since 1910. As we mark another Annual Meeting, we are pleased to let you know that the Board of Directors, Trustees, and Chamber staff take great pride in completing another successful year working hard on behalf of the region’s businesses and organizations.

The past year was one of change and growth. We retooled some of our programs and introduced new initiatives all aimed at supporting and promoting our wonderful region. We also expanded our high-quality networking and training opportunities and promoted our region and our members through all our available platforms and mediums.

We undertook two initiatives in 2017 that will set the groundwork for establishing eastern Connecticut as a welcoming place for all to visit, work, and live. The newly-established Greater Mystic Tourism Marketing Committee developed marketing strategies that will take our region’s tourism marketing in an exciting new direction. The Chamber’s Community Concierge initiative, produced with the support of CTNext as part of the Thames River Innovation Place project, began hosting a series of events to welcome newcomers to the region and help them get settled.

The Chamber continued efforts to serve locally-owned small and medium-size businesses. We provided a free and comprehensive marketing toolkit for businesses to promote themselves ahead of Small Business Saturday. We ran 140 educational, networking, business, and community-related events in 2017. Our successful partnership with the Home Builders and Remodelers Association of Eastern Connecticut once again produced a successful Home Show, and our fifth annual Total Life Expo with the Mohegan Tribe provided more venues for members to showcase their products and services.

Our work in Hartford ensured eastern Connecticut voices were heard on a wide variety of issues ranging from tourism to streamlining the regulatory process. Our participation with the Connecticut Metro Chambers provided our region a seat at the table on state wide issues that impacted our state’s business climate.

Our membership along with Chamber finances remain strong. In fact, we added 130 new business members and dozens of new Young Professional members. We celebrated the 30th anniversary of our Leadership program and supported our members through our robust social media platforms.

We couldn’t achieve any of our successes without the guidance of our Board of Directors and Trustees, as well as the support of our regional benefactors, our dedicated staff, and our many volunteers.

The Chamber has a proud history of advocating for its members, working to improve the business environment, and partnering with others to grow our economy to create jobs and build for the future. We look ahead to an equally productive year working for our members.

Thank you.

Eileen Duggan
Board Chair

Tony Sheridan
President and CEO
Mission
The Chamber of Commerce of Eastern Connecticut
- Creates forward thinking regional coalitions
- Builds a positive business climate to meet current and future needs of our members
- Supports balanced economic development and growth
- Actively works to strengthen our region as a great place to live, work and play

Vision
Promote and support the business community and economic vitality in eastern Connecticut
## Board of Directors 2017

**Chair**  
Eileen Duggan  
*Suisman Shapiro Attorneys-at-Law*

**Vice Chair**  
Al Ayers  
*General Dynamics Electric Boat*

**Vice Chair**  
Jennifer Granger  
*United Community & Family Services*

**Vice Chair**  
Drew Rankin  
*Connecticut Municipal Electric Energy Cooperative (CMEEC)*

**Secretary**  
B. Michael Rauh Jr.  
*Chelsea Groton Bank*

**Treasurer**  
Edward DeMuzzio  
*EverNet Consulting*

**Legal Counsel**  
Jeff Godley (Ex-Officio)  
*Brown Jacobson, P.C.*

**Past Chair**  
David Pugliese  
*Levine Insurance Group*

**John Antonino**  
*The Antonino Auto Group*

**Kevin Brown**  
*Mohagen Tribe*

**Stephen M. Coan**  
*Mystic Aquarium*

**Gary Farrugia**  
*The Day Publishing Company*

**Eileen Howley**  
*LEARN*

**Christine Languedoc**  
*Pfizer Inc.*

**Stan Mickus**  
*Cross Sound Ferry*

**Meagan Seacor (Ex-Officio)**  
*Young Professionals of Eastern CT*

**Tony Sheridan (Ex-Officio)**  
*Chamber of Commerce of Eastern CT*

**Jean Swift**  
*Mashantucket Pequot Tribal Nation*

**Norton Wheeler**  
*Mystic River Building Company*

**Steve White**  
*Mystic Seaport*

## Board of Trustees 2017

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Workforce Development

We continued our work with the Eastern CT Workforce Investment Board (EWIB) Business Services Team at American Job Center-East, covering a 41 town region. This included providing assistance to businesses in recruiting and training employees. Additionally, information and support are provided to businesses on other programs such as on-the-job Training, STEP UP, apprenticeships, incumbent worker training, tax credits, labor market information, downsizing, and more.

Business Development

This initiative identifies minority-owned businesses that can benefit from Chamber membership. Chamber membership supports these small business owners through introduction into the wider community, promotion of their company, networking opportunities, and free informational seminars.

Economic Development

Connecticut Small Business Development Centers and Connecticut’s Metro Chambers, in partnership with the University of Connecticut, work to drive economic development and provide business education across the state. The partnership works to build upon the newly launched ecosystem in Connecticut that supports and grows innovation and entrepreneurship throughout the state by assisting companies with fewer than 100 employees to accelerate their growth as well as fostering startups.

Business Development

The Community Foundation of Eastern CT provided us with the seed funding to begin our Immigrant Resource Center. With this grant, the Chamber has developed a specific resource for immigrants on our website which provides them with comprehensive information on starting or expanding a business in eastern Connecticut. Our Immigrant Resource Center webpage offers links to translation services. Other activities include a focus group of immigrant business owners, the creation of a project brochure, and an immigrant entrepreneur survey. Specific immigrant entrepreneurs have been helped by our President & CEO with public hearings related to their businesses, letters of support to the U.S. Citizenship and Immigration Services, and by enrollment in continuing education.
The Chamber continued an active partnership with SCORE (Counselors to America’s Small Business), providing free consultation to small businesses or those interested in starting a small business. SCORE counselors keep office hours at the Chamber and other locations throughout the region.

Our partnership with the Metro Chambers continues to serve the region well. Our partners include the Middlesex County Chamber of Commerce, the Greater New Haven Chamber of Commerce, the MetroHartford Alliance, the Waterbury Regional Chamber of Commerce, the Bridgeport Regional Business Council, the Business Council of Fairfield County, Central Connecticut Chambers of Commerce and the Chamber of Commerce of Eastern Connecticut. Meeting monthly, the goal is to influence legislation that improves the business climate of the state.

The Chamber provides administrative support services to SECWAC, a regional membership organization. SECWAC aims to foster an understanding of issues of foreign policy and international affairs through study, debate, and educational programming. It provides a forum for nonpartisan, non-advocacy dialogue between our members and U.S. policy makers and other experts on foreign relations. The Chamber helps raise public awareness of SECWAC and its 8-10 annual meetings and activities.

The Chamber continued its partnership with the Home Builders and Remodelers Association of Eastern CT to best serve the region’s home building and services community. The Chamber and the Association co-presented Eastern CT’s Premier Home Show on March 4 and 5, connecting local residents with home contractors in a festive “buy local” environment. The Chamber also performs light administrative functions for the Association.

Additional Partners

Chamber Insurance Trust
Chamber of Commerce of Eastern CT Foundation
ConnectiCare
Connecticut Business & Industry Association (CBIA)
Connecticut Eastern Regional Tourism District
Connecticut Economic Resource Center (CERC)
Connecticut Tourism Coalition
CT Department of Economic & Community Development (DECD)
CT Department of Labor
CTNext
Eastern Connecticut Workforce Investment Board (EWIB)
Eversource
Greater Mystic Chamber of Commerce
Greater Norwich Area Chamber of Commerce
New England Chamber of Commerce
New London Main Street
Northeast Connecticut Chamber of Commerce
Ocean Community Chamber of Commerce
Old Saybrook Chamber of Commerce
Renaissance City Development Association
Small Business Administration
Southeastern Connecticut Cultural Coalition
Southeastern Connecticut Council of Governments
Southeastern Connecticut Enterprise Region (seCTer)
Thames River Heritage Park
Thames River Innovation Place (TRIP)
United States Coast Guard Academy
United States Department of Commerce
United States Naval Submarine Base New London
Windham Region Chamber of Commerce
### Membership by Area
- **28%** New London/Waterford
- **23%** Groton/Mystic/Stonington
- **22%** Greater Norwich
- **9%** East Lyme/Old Lyme/Lyme
- **5%** Greater Hartford/Middletown
- **4%** Ledyard/Mashantucket
- **3%** Out of State
- **2%** Westbrook/Clinton/Old Saybrook
- **2%** Greater New Haven
- **2%** Montville/Uncasville/Salem
- **1%** Other CT Regions

### Membership by Category
- **20%** Professional Services
- **17%** Finance & Insurance
- **11%** Government & Public Service
- **11%** Food/Beverage/Dining
- **10%** Healthcare
- **10%** Transportation & Utilities
- **7%** Retail & Consumer Service
- **6%** Skilled Trades
- **6%** Attractions & Entertainment
- **2%** Accommodations

### New Members by City
- New London: 20
- Other CT Regions: 19
- Norwich Area: 16
- Mystic: 15
- Waterford: 13
- East Lyme: 11
- Groton: 9
- Out of State: 9
- Uncasville/Montville: 8
- Stonington/North Stonington: 7
- Lyme/Old Lyme: 3

**130 New Members**

↑ 10% increase from 2016
The Chamber’s financial stability stayed strong in 2017. Strong fiscal health has allowed membership dues to remain at the same rate for many years. 130 new members joined in 2017, representing a 10 percent increase in new membership compared to 2016. The organization remains committed to providing the best services and resources to eastern CT’s business community.
Throughout the year, the Chamber partners with members and other community organizations to lend marketing support or staff participation for their events and activities. Some of these included:

- AOPA Groton Airport Fly-In
- Battle of the Pans - Thames River Community Service
- CT Humane Society’s Faux Fur Ball
- Dinner in the Dark - Sofia Sees Hope
- Rose Arts Festival
- TVCCA’s Carnevale
- Workplace Health Symposium - Hartford Healthcare

### Parades

The Chamber’s staff and members of the Young Professionals of Eastern CT decorated a float and marched in the annual Mystic Irish Parade. The Chamber also carried a banner on behalf of parade sponsor Aer Lingus.

### Ribbon Cuttings, Grand Openings, and Celebrations

- 385 Bank - Classic Dining with a Twist
- 55 Penn Ave Gallery
- Advantage Personal Training Niantic
- ALDI in Groton
- ALDI in Waterford
- Arthur Murray Dance Studio 30th Anniversary
- Chelsea Groton Bank Center Groton Branch
- Copper Creek Mini Golf at Nature’s Art Village
- Fairfield Inn and Suites Uncasville
- Fields of Fire Adventure Park Open House
- First Physical Therapy Mystic First Anniversary
- Fore & Aft’r Artified Artifacts
- Happy Wines and Spirits
- Harbour House at Inn at Mystic Media Night Summer Preview
- Hartford Healthcare Constitution Surgery Center East
- Hot on Bank
- Independence Physical Therapy Uncasville
- Julia Balfour LLC Open House
- KnittyGrittyYarnGirl
- Madonna Place Renovations
- Masonicare at Mystic
- Minuteman Press Renovations and Apartments
- Mystic Knotwork Second Location
- Pasta Vita at Mohegan Sun Anniversary
- Pawcatuck Neighborhood Center Food Program Additions
- Quinn and Hary
- Shared Quarters
- Shipway 221 Condominiums Unveiling
- Tourism Brochure Booth at New London Train Station
- UCFS Healthcare Griswold Health Center Groundbreaking
- Urgo Agency LLC
- Wireless Zone New London Relocation
- Victoria Gardens Groundbreaking
Chamber Leadership ECT Program

In continuous operation since 1987, the Leadership program prepares future community leaders for positions of responsibility by acquainting them with significant community processes and issues that affect businesses and the public. Over 500 business leaders have completed the course. During the first year of the program, participants spend one day a month becoming acquainted with a variety of operations and industries. Class participants also pick a volunteer project to work on together. In the second year, participants build relationships with established leaders while planning sessions for the incoming class.

In 2017, participants of the Class of 2018 undertook a comprehensive rehabilitation of the family spaces of Madonna Place in Norwich. The renovations primarily focused on improvements to the facility’s kitchen, family dining area, and restroom spaces. Leadership participants formed sub-committees to raise funds, secure supplies, construct, and promote the project. Funding came from a mix of private and business contributions, totaling $8,590. Participants performed the renovations in May and celebrated in June with a special ribbon cutting ceremony. With these enhanced facilities, Madonna Place’s clients can enjoy a more conducive environment to strengthen their family skills and encourage good eating habits.


2018 Leadership Class

Rebecca Arce, Savings Institute Bank and Trust
Gilbert Bonafe, Higher Edge
Daniel Brandl, Eastern Connecticut Symphony Orchestra
Jennifer Brayman, Reliance Health
Frujen Bridgewater, The Light House
Joanne Cain, Chelsea Groton Bank
Michael DiFrancesco, General Dynamics Electric Boat
Rochelle Duyan, QDiscovery
Mary Eager, United Community & Family Services
Jeanne Gade, Mystic Seaport
Chap Hanley, Atlantic Broadband
Kayla Hedman, Memoir Hub
Matt Levy, Chamber of Commerce of Eastern CT
Kathy Lloyd, Ocean Blue Catering
Paul Mancarela, People’s United Bank
Barbara Marchini, CorePlus Federal Credit Union
Shannon McKenzie, Mystic Seaport
Mark Medrzychowski, General Dynamics Electric Boat
Noel Nieves, CW Resources
Alexander Oehse, Merrill Lynch Wealth Management
Brian Parkhurst, Reliance Health
Lisa Price, Chelsea Groton Bank
Michael Rall, Connecticut Municipal Electric Energy Cooperative (CMEEC)
Timothy Regan, The Mohegan Tribe
Lori Robishaw, La Grua Center
Dawn Sandvoss, Charter Oak Federal Credit Union
Jessica Seemelrock, Chelsea Groton Bank
Steve Sheridan, United Community & Family Services
Valerie Smith, Three Rivers Community College
Francisco Velasquez, Atlantic Broadband
Shane Williams, General Dynamics Electric Boat
COUNCILS AND COMMITTEES

The Chamber's standing Councils support and care for the interests of our local business communities. Each council focuses on developing initiatives to support the Chamber's membership base.

Standing Councils

Chamber Ambassadors

Chair: John Parker
Parker Agency

Member volunteers who are committed to welcoming new members, explaining benefits, and assisting with introductions at the Chamber's networking and social functions.

Military Affairs Council

Co-Chairs: Dara Wicken and Angela Clay
Navy Federal Credit Union

Serves as a vital link between active duty military and the region, helping organize the Chamber's annual Military Appreciation Breakfast, Service Person of the Month program, and military discount program.

Education Council

Co-Chairs: Nancy Bulkeley
Dominion Energy
Sue Murphy
Liberty Bank Foundation

The Chamber's Education Council strives to bring our community and schools together by acting as a liaison between the business and education communities. This committee provides volunteers the opportunity to connect with one or more schools within eastern CT.

Legislative Affairs Council

Chair: Stanley Mickus
Cross Sound Ferry Services

Meets to discuss legislative concerns and to propose legislation to grow and promote the business community. The Chamber's lobbyist works closely with this committee to set its yearly agenda.

Event Committees

Citizen of the Year Committee

A committee charged with planning one of eastern Connecticut's biggest events of the year. The Citizen of the Year celebration honors an outstanding person selected from the region at large who has made significant contributions to eastern Connecticut. The committee selects the candidate from submitted nominations and assists in the event planning.

Total Life Expo Committee

This committee develops and plans the annual Total Life Expo, the region's most comprehensive health and wellness festival, held at Mohegan Sun and presented in cooperation with the Mohegan Tribe. Proceeds from the expo support the Chamber of Commerce of Eastern CT Foundation and local children's charities.

Holiday Gala Committee

A fun, seasonal committee that coordinates this Gala/auction to raise funds to benefit the children of eastern Connecticut. From seeking donation items to the final Gala evening production, this committee coordinates nearly everything.

Eastern CT's Premier Home Show Committee

This committee, made up of representatives from the Chamber and the Home Builders and Remodelers Association of Eastern CT, puts together the annual Premier Home Show, which showcases some of New England's most outstanding tradespeople in a festive “buy local” atmosphere.

William Crawford Distinguished Service Award Committee

The William Crawford Distinguished Service Award is periodically presented to an outstanding member of the community who has contributed to the quality of life in our region as well as to his or her neighbors. The committee plans the award dinner and presentation.

A Special Thank You:

Jay B. Levin Government Relations Consulting, LLC, provides government relations consulting services on federal, state and local levels. Jay monitors the legislative process in Hartford and advises the Chamber on proposed legislation that, if enacted, will have an impact on business in Connecticut.
Divisions

**Town Divisions**

Chair: Ed DeMuzzio

Divisions assist the Chamber of Commerce of Eastern Connecticut by focusing on issues specific to a town/city and promoting partnerships to address those issues. The Chamber’s divisions include:

- **East Lyme**
  Chair: Heather Roberts

- **Fishers Island**
  Chair: Laurie Finan

- **Groton-Ledyard**
  Co-Chairs: Ed DeMuzzio, Shari Hewes

- **Montville**
  Chair: Lyndsey O’Brien

- **New London**
  Chair: Anthony Silvestri

- **Norwich**
  Chair: Sandra Allyn-Gauthier

- **Stonington & North Stonington**
  Chair: Bruce MacDonald

- **Waterford**
  Chair: Rodney Pinkham
Marketing

Weekly and Monthly Chamber Publications

Voice Newsletter

Our monthly member newsletter, the Voice, reaches every Chamber member business. Every issue features a timely cover story. Sections highlight news from our members and benefactors, outline Chamber activities, and more, providing a valuable service to its readers.

eNews: Weekly Update

The Chamber eNews publication brings the latest from the Chamber directly to your inbox. Each eNews welcomes the Chamber’s newest members, announces upcoming events, features member news, shares a job opening, and links to a Chamber Blog post. ENews is sent every week to 10,000 business representatives in eastern CT.

Staying Connected

The Connection is the Chamber’s public newsletter that runs bi-weekly in the Sunday edition of The Day newspaper. Most editions feature a themed list of Chamber members, a list of new or renewing members, member news, and a preview of upcoming Chamber events.

Chamber Online

The Chamber of Commerce of Eastern CT continued to refine its web presence through 2017. We promoted news, events, information, discounts, and job opportunities from our members on our website ChamberECT.com and persisted in efforts to make our online business directory the most comprehensive business resource in eastern CT. The Chamber Blog remained popular as well, with many posts highlighting the human interest stories behind Chamber member businesses.

We also developed an Immigrant Resource Center section on our website that provides simple English instructions for eastern CT’s immigrant business community on how to start a business in our region.

In addition to rigorously keeping our website ChamberECT.com up to date, the Chamber developed the web presence for its new Community Concierge program in 2017. More information about the program is available on page 18 of this report. The Chamber continued to administer event-specific websites for Eastern CT’s Premier Home Show (ECTHomeShow.com) and the Total Life Expo (TotalLifeExpo.com) as well.
Social Media & Campaigns

Promoting our members remained the focus of the Chamber’s social media marketing through 2017. The Chamber used our robust social media presence to continually share news, events, and information relevant to our readership.

Combined, the Chamber administers the following social media channels:

- Facebook: The Chamber of Commerce of Eastern CT
- Young Professionals of Eastern CT
- Word of Mouth Eastern CT
- Eastern CT Steals & Deals Discount Sharing Group
- Twitter (@ChamberECT)
- Instagram (@ChamberECT)
- Pinterest (@ChamberECT)
- YouTube (@ChamberECT)
- Linked In (The Chamber of Commerce of Eastern CT)

We engaged our membership with a number of social media campaigns and giveaways throughout the year. The Chamber’s Small Business Saturday print and digital media campaign from October to November built strong local support in advance of Small Business Saturday on November 25, as well as raised awareness of the changing needs of eastern CT’s small business community. We closed 2017 with a special holiday-themed office decorating contest on our social media.

Commemorative Programs

The Chamber’s Annual Report, Citizen of the Year Program, and William Crawford Distinguished Service Award Programs not only offer a glimpse of Chamber activities and honoree accomplishments, they also offer cost-effective advertising vehicles for Chamber members. Members have found additional affordable targeted advertising to the military, non-profit, and young professional communities through specialized commemorative programs.

Newsworthy

The Chamber is viewed by local media as a trusted source for information, and is sought for analysis and context when business news happens that affects the region. The Chamber routinely submits letters to the editor, press releases, newsletters, and special advertisements to regional news outlets to help spread word of our programming and our members’ news.

Citizen of the Year 2017 announcement press conference
New London Tourism Booth

The New London Tourism Booth is located in a restored 1900s-era trolley station in the heart of downtown New London. Thank you to our partner, New London Main Street, and all the volunteers who staff the booth.

518 Total Visitors
FROM 25 States, Washington D.C & Puerto Rico
AND 13 Foreign Nationalities

Top reasons for stopping by: Sightseeing, Directions, and Tourism and Dining Recommendations

We’ve Got the Region Covered

The Chamber displays local maps, member brochures, and rack cards for our member businesses in our office in Waterford, as well as provides information to hundreds of people who either walk or call in seeking information. In 2017, the Chamber opened an auxiliary brochure booth located in historic New London Union Station. The new booth places information about eastern CT businesses, attractions, and tourism in one central, convenient location. The Chamber thanks the Waterford Hotel Group for their support in constructing the booth.

Left: New London Union Station brochure booth opened in 2017

Tourism Outreach

Chamber leadership was heavily involved with promoting eastern CT tourism domestically and internationally. In September, a delegation of Chamber and tourism representatives took the “Tastes and Sights of Connecticut” to tourism trade expos in Manchester, England and Dublin, Ireland. This traveling exhibit introduced European tour operators to the distinctive sights and cuisines of Connecticut with special emphasis placed on the eastern region of the state.

Left: U.S. Congressman Joe Courtney, Chamber President and CEO Tony Sheridan, and Aer Lingus flight attendants
Greater Mystic Tourism Marketing Committee

The Chamber took a lead role in establishing the Greater Mystic Tourism Marketing Committee, a private committee of businesses representing the tourism and hospitality industries and sectors impacted by eastern CT tourism. The Committee’s first event was a “Tourism Hackathon,” in which the group convened for twelve straight hours to establish the groundwork to begin a coordinated regional tourism marketing effort, made without state assistance. Additionally, the Committee produced a brand-new Eastern CT Tourism Guide that has already been used to promote eastern CT on the national and international stages.

Connecticut Tourism Coalition

The Connecticut Tourism Coalition is comprised of various association and industry-supporting organizations whose main goal is to affect change in the Connecticut tourism industry by addressing key legislative, regulatory and budgeting issues through public education. The Chamber worked with the Coalition through 2017 to further the organizations’ mutual goals of promoting tourism in eastern Connecticut.
Community Concierge

In 2017, the Chamber unveiled its new Community Concierge program, designed to connect the best of eastern CT with longtime locals and new arriving residents.

The program seeks to bridge the knowledge gap faced by new residents by providing information about quality-of-life activities, local resources, sporting events, job openings, houses of worship, schools, and other important information that helps position eastern CT as a great place for residents to move to and work. The program is intended to serve as a 21st century “Welcome Wagon.”

The program began in 2017 with a number of coordinated group outings to local points of interest. In addition to introducing guests to some of the sights and attractions of eastern CT, these events encouraged face-to-face interaction between new residents and longtime locals.

The Community Concierge program was developed as one of five major components of the Thames River Innovation Place initiative, supported by CTNext. Learn more at CommunityECT.com.

Business After Hours

- Hoffman Audi
- Mohegan Sun
- Arthur Murray Dance Studio
- Quinn & Hary on Parade Plaza
- USCGA Alumni Association
- Jimmy Buffett’s Margaritaville
- Joshua’s Limousine
- Center for Hospice Care
- Denison Pequotsepos Nature Center with Gourmet Galley Catering
- Hygienic Art Park with Liberty Bank
- The Spa at Norwich Inn
- The Side Door at Old Lyme Inn
- Filomena’s with Atlantic Broadband
- Naskart
- Secor Subaru with TVCCA
- Vue24 at Foxwoods
- Crystal Mall with Starbucks (Joint YPsocial)

Business Breakfasts & Luncheons

- Senate Update with US Senator Chris Murphy
- Economic Update from Federal Reserve Bank and CT Comptroller
- Tourism Forecast
- Congressional Update with US Congressman Joe Courtney
- Regional Tribal Update
- Pfizer Update
- Senate Update: US Senator Richard Blumenthal
- 8th Annual Military Appreciation Breakfast Honoree: High Hopes Therapeutic Riding
- Diversity in Leadership
- Honoring Local Social Service Agencies
  - Honorees: Carol Sanders, VNA of Southeastern CT
  - Volunteer Corps, The Arc of New London County
  - Kathy Parker, Immigration Advocacy & Support Center
  - Nancy Gentes, Madonna Place

Congressional Update with US Congressman Joe Courtney
Special Events

• Annual Meeting
• Eastern Connecticut’s Premier Home Show
• 67th Annual Citizen of the Year honoring Mary Lenzini
• 29th Annual Chamber Golf Tournament
• Sailfest Charter Oak Federal Credit Union 5k Road Race
• Annual Sunset Cruise and Dessert Showcase
• Total Life Expo at Mohegan Sun
• William Crawford Distinguished Service Award honoring Bill Stanley

Division Programs

• State of East Lyme
• State of Groton and Ledyard Luncheon
• State of Montville
• State of Norwich
• State of the Stoningtons
• State of Waterford
• Annual Education Breakfast Honoring Local Students
• Annual Student Leaders Breakfast

Special Programs

• Eastern Connecticut Career Fair
• Tourism Hackathon
• Eastern Connecticut Spring and Fall Job Fairs in partnership with The Day
• Tourism Advocacy Day Bus Trip to Hartford
• Small Business Resource Partners Open House in partnership with Town of Groton and CT Small Business Association
• Political Candidate Academy: A Two-Part Introduction to Public Service
• Municipal Election Debates in partnership with The Day
• Nonprofit Conference: Financial Planning in partnership with the Community Foundation of Eastern CT
• Service Person of the Month
• New Member Orientations
• “Whose Job is it Anyway?” Career Education Panels
Purpose
To enrich the community by providing business, networking, and volunteer opportunities to support the career development and personal choices of young professionals, and to promote the qualities that make eastern Connecticut an attractive place for young professionals to live, work, and play.

Professional Development
Tips from the Top continued in 2017, connecting area YPECT members with regional CEOs to discuss leadership and career development. Speakers included Brian Orenstein, CEO of Charter Oak Federal Credit Union, and Janet Steinmayer, President of Mitchell College.

The Sip & Share workshop series was introduced in 2017 with a goal of sharing skills with peers for professional development in a casual atmosphere over coffee. Workshops included “Branding Yourself with LinkedIn” and “Starting a Side Hustle.”

YPsocials
- Arooga’s Grille House & Sports Bar
- CorePlus Credit Union
- Eugene O’Neill Theater Center with Chelsea Groton Bank
- Florence Griswold Museum
- Foundry 66
- Garde Arts Center with Atlantic Broadband
- Hilton Garden Inn Groton
- Maugle Sierra Vineyards with Dime Bank
- Mohegan Sun Golf Club with ECAR YPN
- Mystic Aquarium
- The Sound at Gateway Commons

Giving Back to the Community
Members of the Young Professionals of Eastern CT program showed a strong interest in getting involved and giving back to the community. Members volunteered as a group with:

- Team at NLHHC Walk to End Homelessness
- United Way Mobile Food Pantry
- Boys and Girls Club Beach Blast
- CT Family Fest in New London
- Groton Community Meals Dinner Service
- Community Service Fair

Thank You to our 2017 Sponsors
Thank you to our Gold Sponsors, Homestead Funding - Keith Turner, and Atlantic Broadband, as well as to our Silver Sponsors, Charter Oak Federal Credit Union - Calvin Utter, William Raveis, and Shipway 221/ City Flats.
Statement of Purpose

The Chamber of Commerce of Eastern Connecticut Foundation, a business community-based 501(c)(3) foundation affiliated with the Chamber of Commerce of Eastern Connecticut, is dedicated to promoting initiatives that enhance and enrich education and economic opportunities for children and families in the Chamber service area.

34th Annual Holiday Gala

Eastern CT showed its heart at the Chamber of Commerce of Eastern CT Foundation’s 34th Annual Holiday Gala in December. This festive holiday evening featured a cocktail hour, a delicious dinner and dessert buffet, and spirited live, silent, and ticket auctions. Through the generosity of the community, the hard work of Foundation Board Chair Louis Ziegler, and a dedicated team of volunteers, over $122,000 was raised in this one evening to support the Foundation’s mission. The proceeds are used throughout the year to support local children and families in need.

5th Annual Bowl-a-Thon

High Rollers Luxury Lanes & Lounge at Foxwoods Resort Casino was the setting of the Foundation's annual Bowl-a-Thon, which took place in April. The event was a striking success, helping the Foundation raise over $7,000 to benefit area non-profits that help children.

Chamber Foundation Board

Mary Brown
Marybeth Calasant
Alicia Clendennin
Dawn DeCristofaro
Brian Fagan
Jane Moriarty
Karen Roman
Tony Sheridan
Kristin Wainright
Mark Woods
Louis Ziegler

2017 Foundation Grant Recipients

$15,000 Tommy Toy Fund
$10,000 United Community and Family Services
$10,000 United Cerebral Palsy of Eastern CT
$5,000 Mystic Area Shelter & Hospitality
$5,000 United Way of Southeastern CT
$5,000 St. Vincent de Paul Place
$5,000 Eastern CT Workforce Investment Board
$4,000 Mystic Aquarium
$3,300 Higher Edge
$3,200 Safe Futures
$3,000 Waterford Country School Adoption Program
$3,000 Thames Valley Council for Community Action
$2,950 The Riverfront Children’s Center
$2,500 Boys and Girls Club of Southeastern CT
$2,500 FRESH New London
$2,500 The New London Community Meal Center
$2,500 Center for Hospice Care Southeastern CT
$2,500 Care Net Pregnancy Resource Center
$2,000 Thames River Community Service
$2,000 Madonna Place
$2,000 Read to Ride
$2,000 High Hopes Therapeutic Riding
$2,000 Southeastern Regional Action Council
$2,000 The Rotary Club of Norwich
$2,000 Norwich Human Services
$1,850 Shiloh Development Corporation
$1,850 Groton Community Meals
$1,500 Children & Family Agency of Southeastern CT
$1,500 New London Main Street
$1,500 New England Science & Sailing Foundation
$1,500 Norwich Community Backpack Program
$1,500 The Lighthouse Voc-Ed Center
$1,500 Catholic Charities, Diocese of Norwich
$1,350 Children’s Museum of Southeastern CT
$1,000 Horses Healing Humans
$1,000 Hygienic Art
$1,000 Natchaug Hospital
$500 Eastern Connecticut Community Garden Association
2017 BY THE NUMBERS

2,482
Events Published on CORE

557
Member Press Releases Shared

130
New Members
38
Foundation
Grant Recipients

3,522
Networking Event Attendees

140
Programs & Events
The Regional Chamber Awards are selected each year from a pool of Chamber members nominated by their peers.

<table>
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<tr>
<th>Past Regional Chamber Award Recipients</th>
<th>Regional Chamber Awards</th>
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<tbody>
<tr>
<td>Ivy's Simply Homemade</td>
<td>2016 Small Business of the Year</td>
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<td>CURE Innovation Commons</td>
<td>2016 Community Revitalization</td>
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<td>Meagan Seacor</td>
<td>2016 Volunteer of the Year</td>
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<td>Kevin Brown, Robert Congdon</td>
<td>2016 Board of Directors Special Award</td>
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<td>Pink Basil</td>
<td>2015 Small Business of the Year</td>
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<td>Inn at Mystic/ Harbour House Restaurant</td>
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<td>Louis Ziegler</td>
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<td>Joshua’s Limousine Service</td>
<td>2014 Small Business of the Year</td>
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<td>Seema Mukherjee/FoxGlove</td>
<td>2014 Community Revitalization</td>
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<td>Dianne Kent</td>
<td>2014 Volunteer of the Year</td>
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<td>Rev. Catherine Zall</td>
<td>2014 Board of Directors Special Award</td>
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<td>A Beautiful Company General Contractors</td>
<td>2013 Small Business of the Year</td>
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<td>Maggie Jones</td>
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<td>David Preka</td>
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<td>Norwich Community Development Corporation</td>
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<td>Great Neck Country Club</td>
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<td>David Hammerstrom</td>
<td>2012 Community Revitalization</td>
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<td>Robert Congdon</td>
<td>2012 Board of Directors Special Award</td>
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<td>Holdridge Home &amp; Garden Showplace</td>
<td>2011 Small Business of the Year</td>
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<td>Surrey Equities/Silera Asset Group</td>
<td>2011 Community Revitalization</td>
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<td>Deb Donovan</td>
<td>2011 Board of Directors Special Award</td>
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<td>Harp &amp; Dragon</td>
<td>2010 Small Business of the Year</td>
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<td>Copperwood Grill</td>
<td>2010 Community Revitalization</td>
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<td>Sam Piotrkowski</td>
<td>2010 Volunteer of the Year</td>
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<tr>
<td>Isabelle Singer</td>
<td>2010 Board of Directors Special Award</td>
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<tr>
<td>Captain Daniel Packer Inne</td>
<td>2009 Small Business of the Year</td>
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<tr>
<td>New London Harbour Towers</td>
<td>2009 Community Revitalization</td>
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<tr>
<td>Bob Blinderman</td>
<td>2009 Volunteer of the Year</td>
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<tr>
<td>Chuck Seeman</td>
<td>2009 Board of Directors Special Award</td>
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<tr>
<td>Survival Systems</td>
<td>2008 Small Business of the Year</td>
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<tr>
<td>Mike Buscetto</td>
<td>2008 Community Revitalization</td>
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<tr>
<td>SCORE</td>
<td>2008 Volunteer of the Year</td>
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<tr>
<td>Beverly Goulet</td>
<td>2008 Board of Directors Special Award</td>
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</tbody>
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Norwich Public Utilities

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- Tailored Business Class experience with priority check-in and boarding, Irish inspired food and fine wines, complimentary Wi-Fi, 16” high definition screens, fully lie-flat 6½ foot bed.
A special thank you to our Regional Benefactors who contribute significantly to programs in support of the small business community.