Dear Chamber Members,

We are pleased to report that the Chamber had a successful year. As your regional Chamber, we are committed to providing broad business support services and a regional platform for you and your company or organization.

As noted in our Annual Report, 2018 was a year of substantial transition and success for the Chamber. We completed a review of our operations and activities to make sure we are spending your dues in the most productive and efficient manner possible. Where necessary we refocused our efforts by inaugurating new campaigns and programs to better serve our membership.

We organized our first-ever regional “Holiday Shopping Trail” a new campaign that included the entire region and introduced hundreds of residents to the Chamber. (page 13) Additionally, we started a new Small Office / Home Office division to support the home-based business community, one of the fastest-growing business sectors in the country.

Our Community Concierge program continued to grow in 2018, introducing new residents to the best that eastern CT has to offer. The first edition of the Community Concierge Relocation Guide was published in July by Chamber staff. In September, we produced “Welcome to Eastern CT”, a four-minute video that showcases the high quality of life, businesses, and communities that comprise eastern CT. These resources were promoted heavily to individuals who have recently moved to the region, as well as regional businesses and the military with large-scale hiring and relocation campaigns.

Community Concierge has also hosted many community-focused events throughout the region, including sports and movie night outings, pie baking classes, a team scavenger hunt, and other activities. The Chamber thanks Thames River Innovation Place and CTNext for their continued support of the Community Concierge program.

We organized over 130 educational, networking, business, and community-related events in 2018. Our partnership with the Home Builders and Remodelers Association of Eastern Connecticut once again produced a successful Premier Home Show, and our sixth 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 variety of issues ranging from tourism, off shore wind development, streamlining the regulatory process and many other initiatives. Our participation with the Connecticut Metro Chambers provided our region a seat at the table on statewide issues that impacted our state’s business climate.

Our successes would not be possible without the support and guidance of our members, our Board of Directors and Trustees, our Regional Benefactors and of course our dedicated staff and volunteers. The Chamber of Commerce of Eastern CT has a proud history of advocating for its members, working to improve the business environment, and partnering with others to grow our economy, create jobs and build for the future. We look ahead to an equally productive 2019 working for you, our members.

Thank you for your ongoing support.

Tony Sheridan
PRESIDENT AND CEO

Al Ayers
BOARD CHAIR
MISSION, VISION, AND STAFF

Mission

The Mission of the Chamber of Commerce of Eastern Connecticut, Inc. is to create and maintain a positive business climate that meets the needs of our members by supporting economic development and growth in the region.

Vision

Promote and support the business community and economic vitality in eastern Connecticut.

Staff

Tony Sheridan
President and CEO

Amanda Ljubicic
Vice President

Megan Gilbert
Director of Programs

Lori Thompson
Office Manager

Matt Levy
Marketing and Communications Coordinator

Courtney Assad
Program Coordinator

Jane Davis
Membership Manager

Gary Rogers
Membership Manager

Tracy Tremblay
Business Services Representative

Emily Brannigan
Web and Graphic Designer

Gina Mello
Administrative Assistant

Board of Directors 2018

CHAIR
Al Ayers
General Dynamics Electric Boat

VICE CHAIR
Jennifer Granger
United Community & Family Services

VICE CHAIR
B. Michael Rauh
Chelsea Groton Bank

SECRETARY
David Pugliese
Levine Insurance Group

PAST CHAIR
Eileen Duggan
Suisman Shapiro Attorneys-at-Law

LEGAL COUNSEL
Jeffrey Godley
Brown Jacobsen, P.C.

PRESIDENT
Tony Sheridan
Chamber of Commerce of Eastern CT

Kayla Thompson
Young Professionals of Eastern CT

John Antonino
Antonino Auto Group

Kevin Brown
Mohegan Tribe

Stephen Coan
Mystic Aquarium

Patricia Richardson
The Day Publishing Company

Eileen Howley
LEARN

Stan Mickus
Cross Sound Ferry

Paul Nugent
Pfizer, Inc.

Jean Swift
Mashantucket Pequot Tribal Nation

Norton Wheeler
Mystic River Building Company

Steve White
Mystic Seaport

Board of Trustees 2018

Sandra Allyn-Gauthier
People’s United Bank

Kim Binaco
Liberty Bank

Steven Blackburn
Blackburn Professional Cleaning

Clarence Bowen
Liberty Bank

Mark Brown
The Mohegan Tribe

William Budds
Smith Insurance, Inc.

Nancy Bulkeley
Dominion Energy

Rodney Butler
Mashantucket Pequot Tribal Nation

Eric Callahan
Suisman Shapiro Attorneys-at-Law

Nicholas Caplanson
Dime Bank

Kristin Clarke
New London Main Street

Nancy Cowser
Southeastern CT Enterprise Region

Anthony Cronin
Chamber Oak Federal Credit Union

Peter Davis
Renaissance City Development Association (RCDA)

Thomas Blair Decker
General Dynamics Electric Boat

Brenda Engel
Putnam Bank

Laurie Finan
Shutters & Sails Real Estate

John Fuller
Full Power Radio, Inc.

Scott Gladstone
Wireless Zone

Jeffrey Godley
Brown Jacobsen P.C.

Robert J. Halloran, Jr.
Putnam Bank

Kayla Hedman
Memoir Hub

Shari Hewes
Holdridge Home and Garden Showplace

Susan Hurlburt
Eastern CT Association of Realtors

Tony Joyce
Chelsea Groton Bank

Mary Ellen Jukoski
Three Rivers Community College

Tom Kasprzak
Eversource

Pam Allen Kinder
United Community & Family Services

John Lombardi
Lombardi Gravel & Excavation, LLC

Bruce MacDonald
CT Maritime Heritage Festival

Alex Marku
A Beautiful Company General Contractors

Amber Martin
Dime Bank

Frank McLaughlin
Renaissance City Development Association (RCDA)

Maria Miranda
Miranda Creative, Inc.

Deborah Monahan
Thames Valley Council for Community Action, Inc.

Seema Mukherjee
Kumon Math & Reading Centers

Sue Murphy
Liberty Bank Foundation

Matt Nick
CohnReznick LLP

Brian Orenstein
Charter Oak Federal Credit Union

Nisha Parekh
Hampton Inn Groton

John Parker
The Parker Agency

Rodney A. Pinkham Jr.
General Dynamics Electric Boat

David Preka
The Advanced Group

David Quinn
Quinn and Hary Marketing/ Regan Communications

Garrett Reed
Full Power Radio, Inc.

Heather Roberts
Diamond Team at Norcom Mortgage

Kristen Roberts
Comcast

Karen Roman
Dime Bank

Bill Stanley
Lawrence + Memorial Hospital

Neil Ryan
Wireless Zone

Jessica Semmelrock
Chelsea Groton Bank

Anthony Silvestri
New London Harbour Towers

Louis Ziegler
Mohegan Tribal Housing Authority
Membership by area

Key
- **20%** Groton/Mystic/Stonington
- **16%** Waterford/East Lyme/Old Lyme
- **16%** New London
- **13%** Greater Norwich Area
- **8%** Out of State
- **7%** Ledyard/Mashantucket/North Stonington
- **5%** Colchester/Salem/Montville
- **4%** Hartford County
- **4%** Windham County
- **4%** Other CT Counties
- **3%** New Haven County

2018 was the Chamber’s highest renewal year on record.
Number of new members by area

27 Groton/Mystic/Stonington
21 New London
20 Waterford/East Lyme/Old Lyme
17 Greater Norwich Area
10 Out of State
8 New Haven County
7 Ledyard/Mashantucket/North Stonington
7 Colchester/Salem/Montville
5 Hartford County
5 Middlesex County
2 Windham County
2 Other CT Counties

131 NEW MEMBERS

Top 5 membership categories

1. Finance & Insurance
2. Health & Wellness
3. Restaurants, Food, & Beverages
4. Shopping & Retail
5. Family, Community, & Civic Organizations

Top 5 new member categories

1. Health & Wellness
2. Business & Professional Services
3. Family, Community, & Civic Organizations
4. Restaurants, Food, & Beverages
5. Advertising & Media

New Regional Benefactor

The Chamber’s Regional Benefactors contribute over and above the standard membership dues structure to support the programs and events produced annually for the small business and nonprofit community. We are fortunate that our region’s business leaders are committed to responsible economic growth and job creation in eastern CT, and support our efforts to provide the region with a much needed voice in Hartford and beyond.
Leadership Eastern Connecticut is a 2-year program that prepares future community leaders for positions of responsibility by acquainting them with significant community processes and issues that affect businesses and the public. Over 600 business leaders have completed the course since its inception in 1987.

Community Service Project

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.

2018 Graduates

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 DiFranco, 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 Mancarella, 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 Ochse, 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 Semmelrock, 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

Class of 2018 Sponsors:
**Community Concierge**

In 2018 the Chamber’s Community Concierge Program made great strides. The Chamber produced a brand new comprehensive relocation guide for eastern Connecticut which was made available in print and digital versions. In addition, we launched the “Welcome to Eastern Connecticut” video which was displayed on several media channels and is now used widely by employers and towns. Lastly, the program held a number of successful events building upon the “Connections” and “Let’s Go Local” event series. Major recruitment efforts were made for the regional discount card which will be launched at participating businesses in 2019. The program is a project of the Thames River Innovation Place, funded by CTNext.

**YP’s of the Year**
Tanya Ballestrini, Bearingstar Insurance
Thomas Dittmeier, Lincoln Financial Securities Corp.
Keith Turner, Homestead Funding

**2018 Sponsors:**

---

**Young Professionals of Eastern Connecticut**

The Young Professionals Program strives to enhance the community by providing business, networking, and volunteer opportunities to support the career development and personal connections of young professionals.

**YP’s of the Year**
Tanya Ballestrini, Bearingstar Insurance
Thomas Dittmeier, Lincoln Financial Securities Corp.
Keith Turner, Homestead Funding

**2018 Sponsors:**

---

**Events**
- 16 Events

**New Members**
- 59

**New Participants**
- 533

**Event Attendees**
- 34,095

**Video Views**
- 4,371

**DISTRIBUTED**

---

**YP’s of the Year**
Tanya Ballestrini, Bearingstar Insurance
Thomas Dittmeier, Lincoln Financial Securities Corp.
Keith Turner, Homestead Funding

**2018 Sponsors:**

---

**Events**
- 16 Events

**New Members**
- 59

**New Participants**
- 533

**Event Attendees**
- 34,095

**Video Views**
- 4,371

**DISTRIBUTED**

---
Total Events

- Ribbon Cuttings & Anniversary Celebrations 23
- Workshops 23
- Meetings, Forums, Debates 18
- Young Professionals 16
- Business After Hours 15
- Annual Events 14
- Community Concierge 12
- Business Breakfasts 10

Most-Attended Events

- **4,000+** Eastern CT’s Premier Home Show
- **1,000+** Total Life Expo
- **500** 35th Annual Holiday Gala
- **350** Citizen of the Year Honoring Lou Ziegler

Key Speakers

- U.S. Senator Chris Murphy
- U.S. Senator Richard Blumenthal
- Congressman Joe Courtney
- LT Governor Nancy Wyman
- Kevin Brown, *The Mohegan Tribe*
- Len Wolman, *Waterford Hotel Group*
- Military Leaders from U.S. Navy, U.S. Coast Guard, and CT National Guard
- Rob Klee, *former Commissioner of CT DEEP*

EVENTS

[Image: Circle chart showing total events with segment labels and numbers: 23 for Ribbon Cuttings & Anniversary Celebrations, 23 for Workshops, 18 for Meetings, Forums, Debates, 16 for Young Professionals, 15 for Business After Hours, 14 for Annual Events, 12 for Community Concierge, 10 for Business Breakfasts.]

[Image: Photo of event attendees.]
Expanded efforts to support non-profit members

In November, the Chamber hosted its annual Social Service Appreciation Breakfast. With the support of program sponsors SAVA Insurance and Atlantic Broadband, the invitation list was expanded to better connect non-profits, municipal services, and local businesses in a positive atmosphere. We presented five awards, including the new “SAVA Insurance Guided by Heart” award to honor a dedicated, long-term volunteer. 250 guests were in attendance.

In December, the Chamber partnered with the Community Foundation of Eastern CT for a regional Nonprofit Conference, bringing in a noted speaker to discuss “Leading Practices of High-Performing Boards.” Nearly 100 nonprofit staff and board members participated in the full-day presentation, and gained valuable insight and actionable processes.

Military Appreciation Breakfast

The Chamber’s Military Affairs Council is a volunteer group of business leaders and military liaisons who discuss current issues and programming, including the Military Appreciation Breakfast. This annual program allows the business community to connect and thank 130 active duty personnel and veterans in attendance, invited as guests with support from General Dynamics Electric Boat, Foxwoods, and Dunkin’. It also serves to honor businesses that have gone above and beyond in support of military members, their families, and veterans.

Military Community Support Award Winners
Antonio Acura of Groton
Comcast Business, Western New England

Social Service Breakfast Award Winners
Executive Director of the Year: Gino DeMaio, Sound Community Services
Volunteer of the Year: Gay Clarkson
Staff Member of the Year: Patti Passmore, UCFS
Board Member of the Year: Gene Renz, Pawcatuck Neighborhood Center
SAVA Insurance Group Guided by Heart Award: Susan Noyes, Volunteer, Safe Futures

Donna Yother, President and Owner of Sava Insurance speaks to attendees at the Social Service Appreciation Breakfast.

Commanding Master Chief Red VerHulst of the U.S. Coast Guard rises for the service medley at the Military Appreciation Breakfast.
With a renewed focus on strategic promotion, the Chamber’s website saw a dramatic increase in traffic throughout 2018.

### Social Media

- **Facebook**: 11,121 followers (10% increase)
  - **176%** Sessions
  - **24%** Users
  - **19%** Pageviews

- **Instagram**: 1,914 followers (13% increase)

- **Twitter**: 2,657 followers (3% increase)

- **LinkedIn**: 592 followers (14% increase)

### 2018 Campaigns

#### Chamber Staff Tours Locally
Chamber staff spent our annual retreat getting an in-depth look at some of eastern CT’s tourism institutions. We explored Foxwoods Resort Casino, the G Spa at Foxwoods, the Mashantucket Pequot Museum & Research Center, Buon Appetito Ristorante, Stonington Vineyards, and ended our tour at Mystic Seaport Museum with a ride down the Mystic River on the coal-fired steamboat *Sabino*. Transportation was provided by Joshua’s Limousine. After making visits to these attractions, staff finished the day with plenty of photos, videos, and social media posts to be used for tourism promotional purposes.

#### Eastern Connecticut Love Stories
In January and February, the Chamber ran a social media contest asking readers for their “Eastern CT Love Story.” We solicited memories of how eastern CT’s restaurants, attractions, sights, and experiences played a part in readers’ relationships over the years. Winning entries were selected to receive gift cards, bottles of champagne, and gift certificates to local retailers, and all submissions were promoted on our website.

#### “Chamber Perspectives” Blog Series
The Chamber introduced its new “Chamber Perspectives” blog series in 2018. Each month, one staff member was given the opportunity to introduce themselves to the Chamber’s entire audience and explain how their staff role within the Chamber provides benefits to the wider business community. The series was well-regarded by readers and continues into 2019.

#### Membership Drive
In September 2017 the Chamber launched a 7 month Membership Drive that ended March 2018. Adding incentives to both joining and referring new members, the Chamber saw an increase in memberships over the 7 month period.

79 **NEW MEMBERS**
joined via Membership Drive 2017-2018
Holiday Shopping Trail
This special effort encouraged the region’s residents and visitors to support local brick-and-mortar businesses during the holiday shopping season. Chamber staff produced a “Passport” which shoppers used to find participating businesses throughout the entire eastern CT region. Shoppers were awarded stickers in their Passports based on the volume of their purchases. Those who completed the Trail with the most stickers were entered to a prize drawing, with a grand prize of free roundtrip airfare to Ireland with Aer Lingus. The second place winner received a free day trip courtesy of Tours of Distinction.

The initiative was a great success, with nearly 100 eastern CT businesses and countless shoppers participating in the Trail’s first iteration.

The trail was sponsored by Comcast Business in partnership with Windham Region Chamber of Commerce, Windham Arts, Old Saybrook Chamber of Commerce, Southeastern Connecticut Cultural Coalition, and New London Main Street.

Councils & Committees

Military Affairs Council
Business leaders and military liaisons who discuss current issues and programming, including the Military Appreciation Breakfast.

Education Council
Business, education, and non-profit leaders working together to strengthen the link between local schools and businesses. They also plan the annual Career Fair.

Citizen of the Year Committee
This committee selects the annual Citizen of the Year award recipient and helps to plan the celebratory event.

Total Life Expo Committee
A collection of business and non-profit leaders who plan the Total Life Expo.

Eastern CT’s Premier Home Show Committee
Made up of representatives from the Chamber and Home Builders and Remodelers Association of Eastern CT, this committee organizes the annual Premier Home Show.

In partnership with Lifestyle Health Plans and Morin Associates LLC, the Chamber began offering a strategic group health insurance solution designed to help employers manage healthcare costs while still providing employees with great benefits.

$300,000 SAVED BY MEMBERS IN FIRST MONTH OF LAUNCH

Regional Liasons
The Chamber maintains close working relationships with business leaders in the communities we represent. In 2018, these volunteers formerly known as Division Chairs were retitled Regional Liaisons, speaking to the Chamber’s regional footprint and the benefits of collaborating beyond municipal borders.
Dominion Energy Grant Recipients

This initiative, funded through Dominion Energy, identifies minority-owned businesses that can benefit from Chamber membership.

- Boss Consulting HR, LLC
- Small Potatoes Artisan Crafts and Gifts
- Big Belly Kelly’s
- Curb Your Appetite LLC
- Ndoca All Improvements LLC
- Dutch’s Vegan Bakery
- Noodles & Rice Bistro
- TiesAndBeyond.com
- Monica’s Cleaning Service
- outCT.org
- Binet Cuts, LLC

Legislative Agenda

The Chamber’s Legislative Affairs Council meets to discuss concerns and to propose legislation to grow and promote the region’s business community. The 2018 agenda addressed 51 legislative positions.

Jay B. Levin Government Relations Consulting, LLC, monitors the legislative process in Hartford and advises the Chamber and council on the impact of proposed legislation.

NEW IN 2018

CT Airport Authority

In July, Chamber President & CEO Tony Sheridan was appointed as Chair of the Connecticut Airport Authority. As airports are a vital sector of Connecticut’s transportation infrastructure, Sheridan’s appointment came with the opportunity to expand the role that the Authority’s six general aviation airports play in the state’s economy. Sheridan continues as Chairman until 2022.

Thames River Innovation Place

Thames River Innovation Place is an alliance of public, private, and nonprofit sectors in the communities of New London and Groton working to build prosperity in the Thames River region through authentic innovation, collaboration, and diverse partnerships.

Thames River Innovation Place is supported by CTNext. Funded projects include: Community Concierge, The Naval & Maritime Consortium, Ignite, RD86, and Thames River Reconnection.

CT Metro Chambers

Meeting monthly, the CT Metro Chambers’ goal is to influence legislation that improves Connecticut’s business climate. In 2018 Chamber President & CEO Tony Sheridan was appointed as Chair.
REGIONAL PARTNERS

 Partners

**SCORE**
SCORE provides free consultations to small businesses or those interested in starting a business. The Chamber provides meeting space for SCORE’s weekly office hours and promotes their workshops.

**SECWAC**
SECWAC aims to foster an understanding of issues of foreign policy and international affairs. The Chamber provides administrative support and promotion for SECWAC.

**HBRAECT**
The Chamber and the Home Builders and Remodelers Association of Eastern CT co-present Eastern CT’s Premier Home Show, connecting residents with local contractors. The Chamber also provides administrative support and office space.

**Eastern Connecticut Workforce Investment Board (EWIB)**
The Chamber and EWIB have a collaborative partnership with the shared goal of growing eastern CT’s economy through workforce-related programs. Through the partnership, a Chamber staff member works out of the American Job Centers’ Montville office.

**Community Foundation of Eastern Connecticut**
The Chamber partners with the Community Foundation of Eastern CT for a regional Nonprofit Conference, bringing in noted speakers. Nearly 100 nonprofit staff participate in this annual event.

**Southeastern Connecticut Cultural Coalition**
Announced in 2018, the partnership between the Chamber and the Southeastern Connecticut Cultural Coalition promises to increase collaborative efforts to better serve the businesses in our region. A series of new initiatives in 2019 will highlight the effort.

**Southeast Connecticut Enterprise Region (seCTer)**
The Southeastern CT Enterprise Region (seCTer) is the designated private, non-profit economic development organization providing a broad range of services and resources to stimulate and support economic development and diversification within the region. seCTer primarily serves the businesses, residents and municipalities of New London County and the Town of Windham.

**Naval and Maritime Consortium**
The Naval and Maritime Consortium is leveraging a once in a generation investment in undersea technologies to foster a diverse maritime economy in the region. The Consortium is a fastmoving network of member companies that communicate and collaborate freely to create and pursue opportunities critical to expanding and diversifying the local maritime ecosystem.
Connecticut Hospitality Awareness Training (CHAT)

In 2018, the Connecticut Tourism Coalition developed the Connecticut Hospitality Awareness Training (CHAT) Program, Connecticut’s first online training program to educate workers on the fundamentals of hospitality service and the significance of tourism to our economy.

In partnership with the Connecticut Tourism Coalition, the Chamber applied for funding from CTNext through the Thames River Innovation Place to develop a regional module for CHAT. The regional module will help front-line hospitality professionals, key influencers in our region, to increase their knowledge of area attractions, cultural institutions, and entertainment. Funding was awarded, and preliminary work began to develop the program.

Greater Mystic Tourism Marketing Committee

The committee continued to be a voice for tourism in 2018 by advocating for tourism funding in the legislative session, developing a tourism guide for group tour operators, and strengthening regional, collaborative partnerships. All of the diligent work in 2018 laid the groundwork for a strong pre-season effort in 2019.

New London Tourism Booth

- 319 Visitors
- 25 States, Washington D.C.
- & Puerto Rico
- 11 Foreign Nationalities

Top reasons for stopping by: directions, sightseeing, dining, and shopping recommendations.
2018 Foundation Grant Recipients

$107,400
DISTRIBUTED

$15,000 Tommy Toy Fund
$5,000 United Way of Southeastern Connecticut
$5,000 St. Vincent De Paul Place
$5,000 Eastern Connecticut Workforce Investment Board
$5,000 Always Home
$4,800 Waterford Country School
$4,800 The Riverfront Children’s Center
$4,000 Mystic Aquarium
$3,500 Higher Edge
$3,000 United Community & Family Services
$3,000 Thames Valley Council for Community Action
$3,000 New London Youth Affairs
$3,000 High Hopes Therapeutic Riding
$2,800 Safe Futures
$2,500 The Children’s Museum of Southeastern Connecticut
$2,500 FRESH New London
$2,500 Care Net Pregnancy Resource Center of Southeastern Connecticut
$2,500 Boys & Girls Club of Southeastern Connecticut
$2,400 Southeastern Regional Action Council
$2,000 Nutmeg Big Brothers Big Sisters
$2,000 The Rotary Club of Norwich
$2,000 Thames River Community Service
$2,000 S.T.E.P.S Inc.
$2,000 Norwich Human Services
$2,000 New England Science & Sailing Foundation
$2,000 Madonna Place
$1,600 Shiloh Development Corporation
$1,500 Norwich Community Backpack Program
$1,500 New London Main Street
$1,500 Natchaug Hospital
$1,500 Groton Community Meals
$1,500 Catholic Charities, Diocese of Norwich
$1,000 Community Gardens Association
$1,000 United Cerebral Palsy of Eastern CT
$1,000 Hygienic Art
$1,000 Horses Healing Humans
$500 New London Community Orchestra
$500 Montville Little League

NEW IN 2018

College Scholarship Program

In 2018, the Chamber of Commerce of Eastern Connecticut Foundation launched a scholarship program to help expand its impact on the region. Recipients were determined based on need, academic standing, community service, and their desire to work and live in eastern CT.

$5,000 DISTRIBUTED

Scholarship Award Winners

Neyssa Jean Michel
New London High School ‘18
Intended College: University of Connecticut

Charles Anderson
St. Bernard School ‘18
Intended College: University of Connecticut

Tenzin Thomke
Norwich Free Academy ‘18
Intended College: University of Connecticut

Sydney Beckwith
Montville High School ‘18
Intended College: Central CT State University
FINANCIALS

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<th>Assets</th>
<th>Liabilities</th>
<th>Equity</th>
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<td>$437,660</td>
<td>$161,546</td>
<td>$276,114</td>
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</table>

Revenue $1,286,872*

- Regional Benefactors: $369,470
- Programs & Events: $337,966
- Membership Dues: $323,986
- Grants: $227,087
- Other Revenue: $28,363

Total Revenue: $1,286,872

Expenses $1,287,093*

- Grants: $345,931
- Operations: $307,151
- Programs & Events: $302,954
- Membership & Marketing: $210,748
- Building & Technology: $120,309

Total Expenses: $1,287,093

*Unaudited
THANKS FOR A GREAT

2018
30+ NONSTOP DESTINATIONS

less traffic
less waiting
convenient parking
it’s just easier!

FLYBDL.ORG

BUILD THE BEST – BE THE BEST

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Pat Munger Construction Company, Inc.
750 East Main Street, Suite One
Branford, Connecticut 06405
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www.mungerconstruction.com
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morinassociates.com | 860.448.2277

A better way to control group health benefit costs.

The Chamber of Commerce of Eastern CT, in partnership with Lifestyle Health Plans and Morin Associates LLC, now provides a strategic group health insurance solution designed to help employers manage healthcare costs while still providing employees with great benefits.

Visit ChamberECT.com/insurance for more information.
YOUR PIPELINE TO SUCCESS

Eastern CT Manufacturing Pipeline
Provides **no-cost training** to address the hiring needs of Electric Boat (EB), members of the Eastern Advanced Manufacturing Alliance (EAMA), and other manufacturers. For job seekers, it provides several options: **short-term classroom training**, **online manufacturing training**, and **job search assistance**. This program is free to trainees and designed for unemployed and under-employed individuals.

NEW

Youth Manufacturing Pipeline Initiative
Building upon the MPI, the YMPI will raise the baseline of our labor force’s competencies while aligning those skills to in-demand needs. The program aims to increase the availability of a manufacturing talent pool through the creation of a **manufacturing-based career pathway for high school students** after graduation.

To learn more visit [EWIB.org](http://EWIB.org).

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**COASTAL Wealth Management**

**Ameriprise Financial**

A private wealth advisory practice of Ameriprise Financial Services, Inc.

41 E. Main Street, Fl. 1, Mystic, CT 06355  
860.245.0251

628 Hebron Ave, Ste. 110, Glastonbury, CT 06033  
860.430.1780

CWMCT.com
Enhance your business’s recruitment strategy with Community Concierge!

Share our new video to highlight the great features of our region. Download and distribute the Relocation Guide which includes local services and fun things to do. Purchase Discount Cards as employee “welcome” or “appreciation gifts.”

Visit CommunityECT.com to learn more.

Community Concierge is managed by the Chamber of Commerce of Eastern CT and is a program of Thames River Innovation Place supported by CTNext.

NPU has been part of the Norwich community since 1904.

We are proud to meet the needs of our customers, every minute of every day.

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