

2018 YEAR IN REVIEW

CHAMBER OF COMMERCE
OF EASTERN CONNECTICUT

Annual Report 2018



CHAMBER *of* COMMERCE
EASTERN CONNECTICUT

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FROM OUR LEADERSHIP

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 & TRUSTEES

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 Jacobson 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

Bob Ross
Office of Military Affairs

Andy Russell
Hall Communications

Neil Ryan
Wireless Zone

Jessica Semmelrock
Chelsea Groton Bank

Anthony Silvestri
New London Harbour Towers

Bill Stanley
Lawrence + Memorial Hospital

Gail Weber
Minuteman Press

Jess R. Wenzel
Eastern Savings Bank

Preston Whiteway
Eugene O'Neill Theater Center

Dara Wicken
Navy Federal Credit Union

Lori Woll
Mystic Marriott Hotel & Spa

Len Wolman
Waterford Hotel Group, Inc.

Mark Wolman
Waterford Hotel Group, Inc.

Mark Woods
People's United Bank

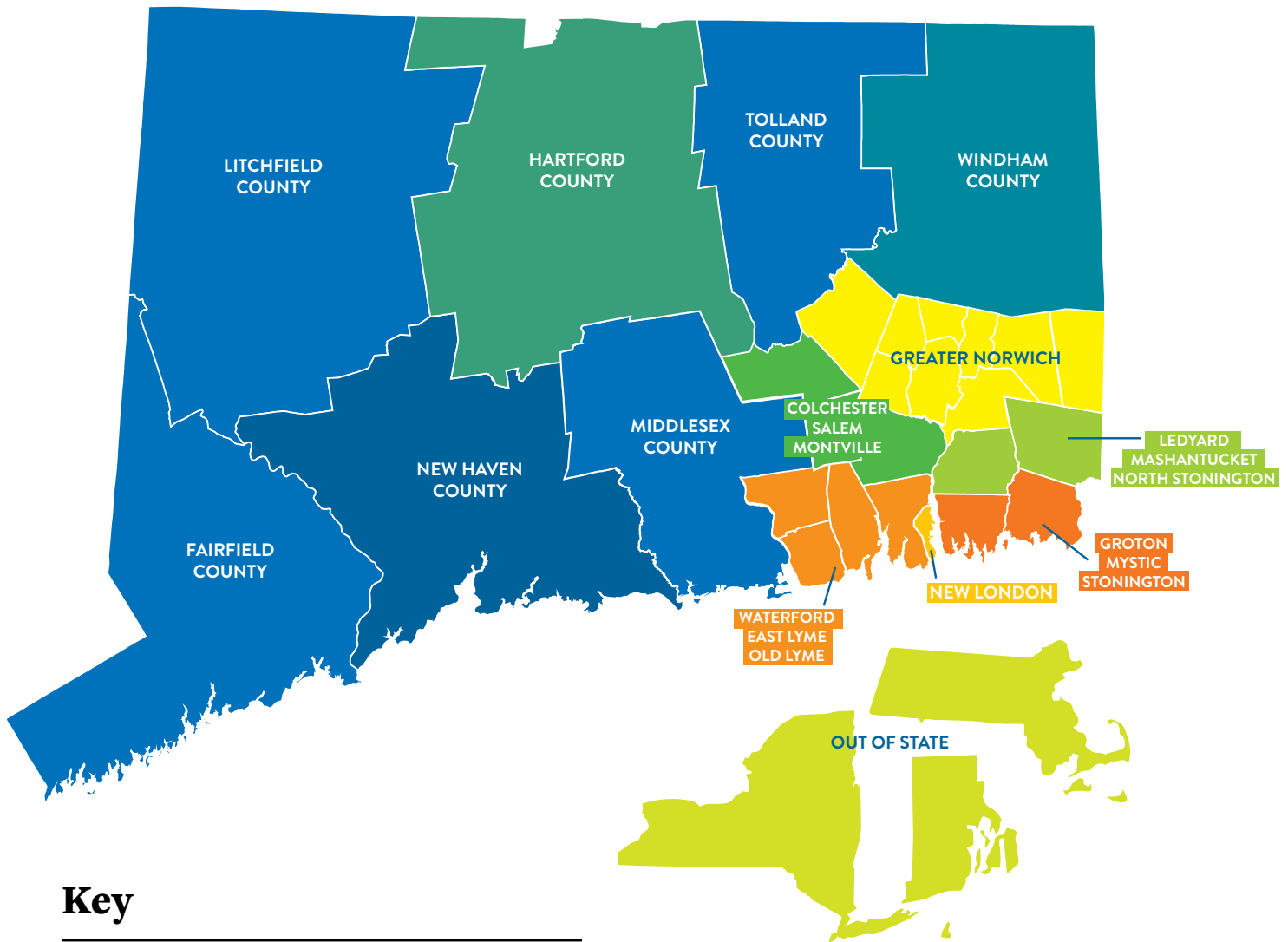
Alyson Woznicki
Waterford High School

Donna Yother
SAVA Insurance Group, Inc.

Louis Ziegler
Mohegan Tribal Housing Authority

MEMBERSHIP

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



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.



SIGNATURE PROGRAMS

Leadership Eastern Connecticut Class of 2018

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.

\$8,590

RAISED FOR CLASS
OF 2018 COMMUNITY
SERVICE PROJECT

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*

31
GRADUATES

Class of 2018 Sponsors:



Class of 2018 participants pose in the rehabilitated Madonna Place in Norwich.

Young Professionals of Eastern Connecticut

YP 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.

59
New Members

16
Events

YP's of the Year

Tanya Ballestrini, *Bearingstar Insurance*
Thomas Dittmeier, *Lincoln Financial Securities Corp.*
Keith Turner, *Homestead Funding*

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.

34,095
Video Views

533
Event Attendees

50
New Participants

12
Events



4,371
RELOCATION GUIDES
DISTRIBUTED



EVENTS

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	35 th 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*



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.

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, *Parwcatuck 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.

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



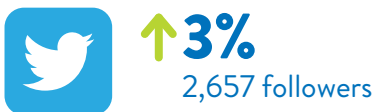
MARKETING

ChamberECT.com



With a renewed focus on strategic promotion, the Chamber's website saw a dramatic increase in traffic throughout 2018.

Social Media



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.

NEW IN 2018

"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



Shop owners participate in the Chamber's 2018 Holiday Shopping Trail

FOR OUR MEMBERS

NEW IN 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.

NEW IN 2018

Small Office / Home Office Division

In August, the Chamber organized its new "SOHO" business division. "SOHO" (Small Office / Home Office) businesses are a sharply rising growth sector within the business community. By 2023, 79 million American entrepreneurs are projected to own or operate a SOHO business. To keep current with this rising sector, the Chamber initiated a SOHO business division and held an inaugural open forum to assess the needs of eastern CT SOHO owners. The Chamber utilized this information to develop programming and events for the SOHO business community.

NEW IN 2018

A better way to control employee health benefit costs

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.

ECONOMIC DEVELOPMENT

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

11
RECIPIENTS

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.

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.

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.

30+
Days Chamber leadership spent advocating
on our members' behalf in Hartford

30
Bills Tracked

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.



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.

NEW IN 2018

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

from

25
States,
Washington D.C.
& Puerto Rico

and

11
Foreign
Nationalities

Top reasons for stopping by: directions, sightseeing, dining, and shopping recommendations



CHAMBER FOUNDATION



Guests participate in the the 35th Annual Chamber Foundation Holiday Gala silent auction.

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*

2018 Foundation Grant Recipients

\$107,400

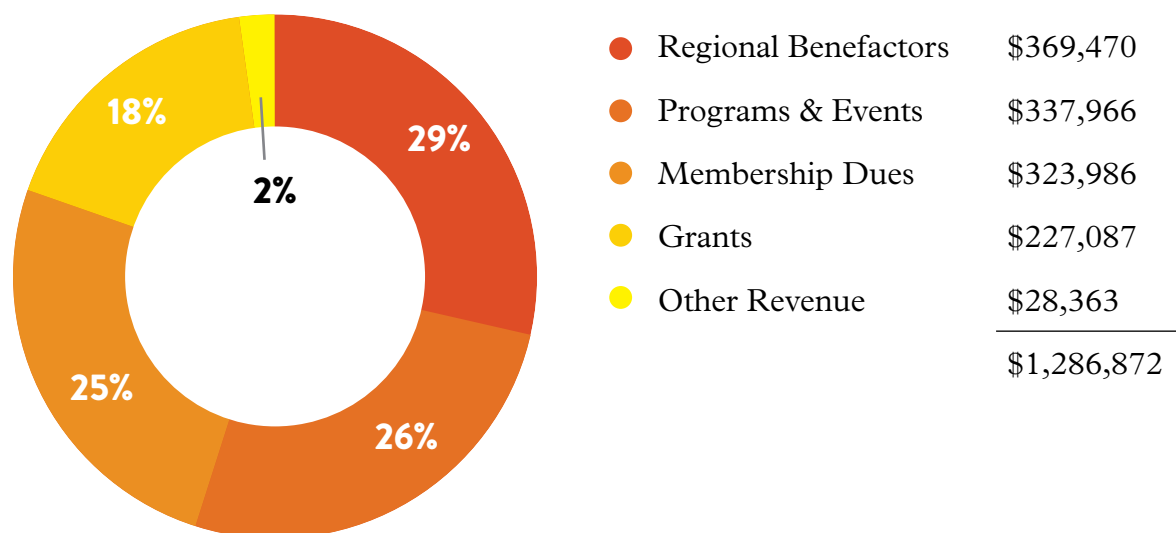
DISTRIBUTED

\$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

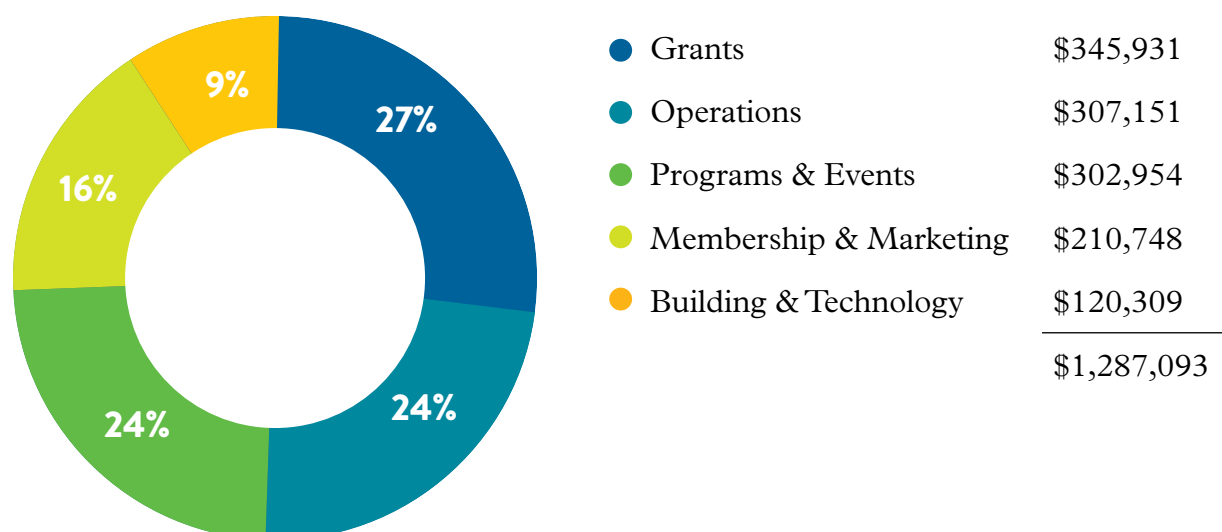
FINANCIALS

	2018	2017	2016	2015	2014
Assets	\$507,474	\$585,657	\$552,057	\$301,469	\$437,660
Liabilities	\$212,910	\$221,409	\$214,123	\$69,697	\$161,546
Equity	\$294,564	\$364,248	\$337,935	\$231,772	\$276,114
Current Ratio	2:1	2:1	2:1	4:1	3:1

Revenue **\$1,286,872***



Expenses **\$1,287,093***



*Unaudited

Membership Drive raffle winner: Paulette Meijer of Knitty Gritty Yarn Girl.



THANKS FOR A GREAT 2018

Norwich Spa at Foxwoods Business After Hours



Noodles and Rice Bistro Ribbon Cutting



30+ NONSTOP DESTINATIONS

2018
CONDÉ NAST
Traveler
Readers' Choice
Awards
VOTED 3RD BEST
AIRPORT IN THE U.S.!

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



BRADLEY
INTERNATIONAL

FLYBDL.ORG

DESTINATIONS AS OF PRINT DATE. SOME ARE OFFERED SEASONALLY.



BUILD THE BEST – BE THE BEST



PAT MUNGER CONSTRUCTION

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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Morin Associates, we deliver more. More services, more analysis, more insight.

With experts in wellness, legal compliance, retirement benefits, communications and more, our team of accomplished professionals will take your employee benefits far beyond.

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ANNUITIES | INVESTMENTS



morinassociates.com | 860.448.2277

MORIN
ASSOCIATES LLC



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.



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



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