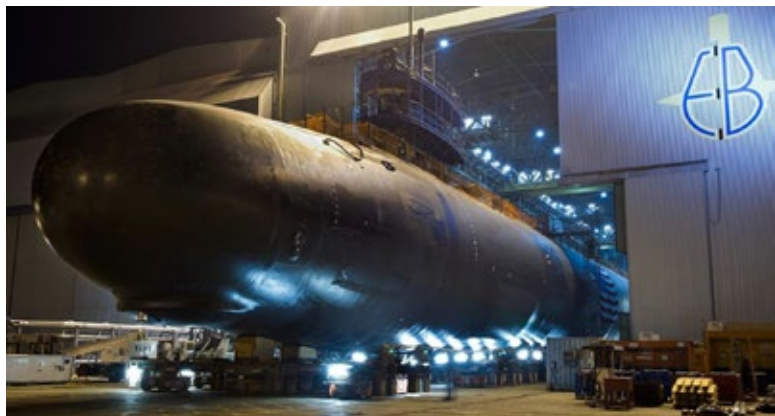




IN THIS ISSUE: Making the Most of Your Membership...pg 2 | Gala...pg 5 | Benefactor and Member News...pg 6

Entering the New Decade with Momentum



Eastern Connecticut is positioned for growth and a bright future as we begin a new year. We welcome the 2020s with significantly less trepidation than the beginning of this decade, when we were still reeling from the 2008 crash. Those job losses have been recovered and with unemployment negligible at 3.5%, meeting workforce demands is the new challenge.

We have a great deal to be thankful for in this region. Anchor employer General Dynamics Electric Boat secured a \$22.2 billion contract for construction of nine Virginia-class submarines, in addition to other contracts that have been keeping the manufacturing sector in this region humming. Employing 17,000 people at their New London, Groton and Quonset Point facilities, Electric Boat is expecting further growth. The ripple effects of this marine industry leader spurs growth in small manufacturers and marine tech. ThayerMahan added 50 new jobs in phase 1 of their expansion, heading toward making Groton and New London the Silicon Valley of undersea technology.

Biopharmaceutical leader Pfizer continues to be a major employer and holds the distinction of being a leader in the international research community. The biotech startups that have taken seed with our region's rich supply of bioscience expertise support collaboration locally.

A diverse palette of energy solutions form a flexible and resilient resource for the state and significant economic growth for our region. Dominion secured operations through the end of the decade. NTE Energy is developing and plans to construct the Killingly Energy Center, a 650 MW natural gas-fired electric generating facility. Orsted and Eversource are moving forward under the offshore wind development project they acquired through Deepwater Wind, and improvements to State Pier are a component of that initial agreement. The opportunity for growth in this nascent industry is just beginning, and New London's natural assets will continue to draw interest.

Redevelopment of our cities has taken off as the demand for high-end urban housing remains the trend for millennials and retirees alike. Our surrounding towns benefit from thriving urban centers with increased entertainment, shopping and dining. Small businesses of all kinds are benefiting from the economic growth in the region.

Tourism remains a backbone industry for eastern Connecticut, and the venues that

make this a great place to visit make it an amazing place to live. Vibrant destinations have it all—major attractions, unique boutique businesses, cultural and arts venues, diverse dining experiences—and promoting the region and all its assets is essential to supporting economic growth in this area.

The Chamber staff are thrilled to be engaged with our members during this exciting time of growth and opportunity. The work we do everyday supports economic vitality in the

region—promoting organizations, hosting events, sharing information, and representing your interests in Hartford or locally—and we can't wait to assist this expanding marketplace.

The promise of the New Year is energizing! With all the good news and building momentum, eastern Connecticut and the Chamber are looking forward to a busy, productive and rewarding 2020.

Best wishes in the New Year,

Tony Sheridan, President and CEO, and the Staff, Chamber of Commerce of Eastern CT

"We have a great deal to be thankful for in this region."

A SPECIAL THANK YOU | Through their commitment to the Chamber, these companies have demonstrated support for the many smaller businesses we serve.





Making the Most of Your Membership

2020 is the year to go full Chamber

MEMBERSHIP

As a member of the Chamber of Commerce of Eastern CT, you are part of a network 1,600 organizations strong. We welcomed 170 new members in 2019. Thousands of representatives from these organizations—businesses, healthcare, education, nonprofits—connect across the region through the Chamber.

Across the country people know to turn to the Chamber of Commerce for information about a community. As a regional Chamber, we offer visitors, prospective employees, developers, startups, and business leaders a gateway to engage in eastern Connecticut. Our website reflects the breadth of information available to these different audiences—businesses, residents and visitors—while acting as a resource for our members as well.

- **Employees are entitled to member benefits.** They can attend events and workshops at Chamber member rates and enjoy member to member discounts. Young Professionals of Eastern CT is a great way to engage and develop employees early in their career.
- **Login to the member portal.** Member login is on the top menu bar of our website. Here you can **share your news, connect on a social network, post jobs, register to attend events, and update your company information.**
- **Use us to promote your business.** Be sure you are sharing the most relevant, up-to-date information about your organization. Our website draws over 66,000 views a year. People reference our business directory and we receive calls from people looking for services in the area. **Advertising opportunities are a great value.**
- **Attend Chamber events** to make valuable connections. Grow your business by growing your network. You will gain perspectives on the region, the business climate, and opportunities to partner with other organizations.
- **Engage with Chamber staff.** Share your stories with us, so we can be your link to the region. We seek venues for events, write profiles on local businesses, and organize several “Fam Tours” which familiarize tourism industry professionals with regional attractions and businesses.
- **Keep up to date with the Voice, eNews and Chamber blog** for the latest on regional issues, Chamber events, and member and benefactor news.

The following page describes how ChamberECT creates opportunities to promote, learn and network. Reach out our staff if you would like to discuss how you can make your membership work for you.

Not a member yet? No problem, our membership managers Jane Davis and Gary Rogers can help you sign up and begin enjoying all these benefits. Join the chamber at ChamberECT.com or call 860-701-9113.

PROMOTION

Events organized by the Chamber give you the chance to promote, learn, and network.

The Chamber of Commerce of Eastern CT has a large network that can expand your reach to clients, customers, and partners. Your membership offers a number of ways to promote your business.

- **Update and enhance your listing on our business directory.** Check out Mystic Knotwork or Astor Place Inc. to see some great examples of member directory listings that include web links, social media links, photos and video to drive business to your site.
- **Share your news and events.** Submit a news release through the member portal. We will share it on our website and reference it in our weekly eNews. Share your accomplishments, new hires, charitable activities, special deals, new services, or events. The regional CORE calendar is another great way to reach the public. ChamberECT.com/login
- **Donate a door prize** for Business After Hours to showcase your products or services. Promote your business and receive a free BAH pass.
- **Participate in an expo.** From large-scale events like Eastern Connecticut's Premier Home Show to more targeted topics at our Business Breakfasts, you can sponsor a table with an attentive audience.
- **Host a ribbon cutting or anniversary celebration.** We will help you promote your event to our members, the media and on social media to spread the word about your new business or celebrate your longevity in the community.
- **Take a leadership role with sponsorships.** Events that draw large audiences can have your name on them as a sponsor. Sponsors are promoted along with the event to local media, on social media, and at the event. Presenting sponsors join the featured speaker on the platform and address the audience.
- **Advertise with us.** We have advertising opportunities with the Voice, eNews, our website, ChamberECT.com, and event programs.
- **Share your promotional materials** at our office and tourism displays.

INFORMATION

From decisionmakers to trendsetters, the Chamber features speakers that inform your thinking and plans for your organization. We connect you with experts who offer insights. We share legislative initiatives as we represent your interests in Hartford.

- **Business breakfasts and luncheons** draw important speakers to our region, providing the opportunity for them to share their priorities for the region and for you to ask questions about issues that affect your organization. In 2019, we welcomed Governor Lamont, U.S. Congressman Joe Courtney, Senator Richard Blumenthal and top leaders from State Agencies.
- **Workshops and seminars** provided by member organizations cover topics including social media trends, marketing and branding, small business logistics, and insurance.
- **Leadership Eastern Connecticut** is a two-year program that provides an in-depth understanding of the region through exploration of local industry, government and community groups.
- **Legislative updates** keep you informed about laws that affect businesses large and small, non-profits, and the region.

NETWORKING

While every event is a chance to meet new people, some are designed specifically for networking.

- **Business After Hours** offers two hours of quality connections hosted by businesses around the region. Set your intention in the new year by subscribing to the whole series; \$150 includes over 15 events and a number of extra benefits as well as over \$75 in savings. Packages of eight or four passes offer flexibility. Members enjoy a reduced rate at all Chamber events.
- **YPsocials** are designed for professionals early in their careers to share common experiences, insights and opportunities for career growth. A casual, comfortable atmosphere offers a way to begin building your network and networking skills. A subscription for the year is just \$65 for 10 or more socials plus professional development programs.
- **Coffee and Contacts** events are low-key, drop-in events throughout the region. Hosted by a Chamber member, the events give you a chance to meet your neighbors and chat with Chamber staff.
- **Councils and committees** organized around a shared interest, industry or event present opportunities to work on initiatives as you develop a beneficial network. Information about standing councils and event committees is available under About Us on ChamberECT.com.

UPCOMING EVENTS

JAN 16	Sexual Harrassment Prevention Training 8:30 - 10:30 am Mitchell College, Weller Center 437 Pequot Avenue, New London
JAN 22	Business Luncheon featuring Congressman Joe Courtney 11:30 am - 1:00 pm Mystic Marriott Hotel & Spa 625 North Road (Route 117), Groton
JAN 23	YPsocial at The Ledges 5:30 - 7:30 pm The Ledges Apartment Homes 11 Ledgewood Road, Groton
JAN 29	Sexual Harrassment Prevention Training 3:00 - 5:00 pm Hilton Mystic, 20 Coogan Coulevar, Mystic
JAN 30	Business Breakfast and Mini-Expo: The Business of Cannabis 7:30 - 10:00 am Holiday Inn, 10 Laura Boulevard , Norwich
FEB 5	Chamber 101 4:00 - 5:00 pm Chamber Office, 914 Hartford Turnpike, Waterford
FEB 5	Business After Hours at Wireless Zone 5:00 - 7:00 pm 351 N. Frontage Road, B11, New London
MAR 27	Business Breakfast: The Science and Industry of Wind Energy 7:45 - 9:00 am Three Rivers Community College 574 New London Turnpike, Norwich

Pre-registration is suggested for most events. Call (860) 701-9113 or visit ChamberECT.com to learn more about any event. Cancellation Policy: Notice must be given at least three business days prior to event. No-shows or those unable to cancel in time will be billed.



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753 Broad Street, Waterford | 860.443.2300 | grenierlender.com

Rob Thomas USA

Whether you are a business owner, salesperson or part of a large corporate organization, success thrives on a foundation of strong business connections. I can teach you the secret to uncovering the hidden value in your network.

985 E Broadway, Milford | 203.641.1714 | robthomasusa.com

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Waltham Pest Services

Waltham Pest Services has been protecting homes and businesses throughout New England for over 120 years with programs designed to keep pest problems at bay and keep your home, family and pets safe.

400 Bayonet Street, New London | 959.200.5863 | walthampestservices.com

Whaling City Ford

Whaling City Ford has expanded their Ford Business that was founded in 1957 to a Ford Commercial Dealership that can Sell and Service Large and Over-sized Vehicles as well as Diesel Trucks. Whaling City Ford – Where the Pros Work.

475 Broad Street, New London | 844.363.4081 | wcityford.com

Whaling City Lincoln

Whaling City Lincoln believes that true luxury should play a bigger role in your life, not just behind the wheel of our vehicles but also out in the world. It should make your life more effortless, preserving your time and energy for what matters most. Whaling City Lincoln – Luxury Exemplified.

473 Broad Street, New London | 860.333.1126 | whalingcitylincoln.com

Whaling City Mazda

Since expanding in 2008, Whaling City is home to one of the best Mazda Dealers in CT and employs the Best Mazda Technician in the Nation (2019). Mazda creates an unmatched combination of design, performance and utility in one cohesive package, offering Power, Refinement and Elegance without compromising Reliability.

471 Broad Street, New London | 860.333.1491 | whalingcitymazda.com

SEXUAL HARASSMENT PREVENTION TRAINING

Employers have to meet new sexual harassment prevention training requirements under CT's Time's Up Act. Learn about requirements and deadlines at ChamberECT.com/TimesUp. Meet training requirements with workshops presented by Suisman Shapiro, Attorneys-at-Law.

January 16, 8:30 – 10:30 a.m.
Mitchell College, Weller Center, New London

January 29, 3:00 – 5:00 p.m.
Hilton Mystic

Register at ChamberECT.com/Events or 860-701-9113. Discounted rates for members with groups of 15+.



The Chamber of Commerce of Eastern CT Foundation's 36th Holiday Gala Raises \$103,000

The Chamber of Commerce of Eastern CT Foundation raised \$103,000 at its 36th Annual Holiday Gala on December 6, hosted and generously sponsored by Mohegan Sun. The funds will support grants to local organizations that benefit children and families in the region.

Lou Ziegler, the Foundation's Board Chair, a dedicated planning committee, and committed volunteers and Chamber staff have made the Gala a must-attend event year after year. The generosity of the sponsors and extensive donation of desirable auction items from local businesses made the evening of giving a success. In addition to Mohegan Sun as its presenting sponsor, gold sponsors for the Gala were Backus Hospital, Family First Life, People's United Bank, and The Day Publishing Company.

Ziegler thanked all those who supported the Foundation's event: "The Gala depends on the

work of so many people who give of their time and talent as volunteers and the generosity of our sponsors and donors. I would like to thank our fantastic auctioneer Sam Piotrkowski and his team as well as our Master of Ceremonies Kevin Hogan, who brings his warmth and humor to the evening. Also, we are deeply grateful for the outstanding hospitality and support of the Mohegan Sun and the Mohegan Tribe."

The Foundation looks forward to their next event, the 9th Annual Bowl-a-thon at Foxwoods Resort Casino's High Roller Luxury Lanes in April.

In the coming weeks, the Foundation committee will accept grant applications from eligible nonprofit organizations in order to distribute funds raised from the Holiday Gala and other efforts over the past year.

Information about the Foundation is available

at www.ChamberECT.com/foundation. Grant applications are available now. The deadline for submission is February 14, 2020. The Foundation expects to make distributions to the awarded grantees in March with an announcement at the Chamber office in Waterford.

Since 2002, the Chamber Foundation has donated more than \$1.5 million to numerous local organizations that serve the needs of children, specifically those groups that address the Foundation's goal of funding projects which enhance and enrich education and economic opportunities in the Chamber's service area.

Chamber of Commerce of Eastern CT Foundation 2020 grant application is open.

ChamberECT.com/foundation

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BENEFACTOR NEWS

Robert A. Avena and Nicholas F. Kepple join Suisman Shapiro Attorneys-At-Law



As we enter a new decade, Suisman Shapiro has strengthened its position as the largest law firm in eastern Connecticut by joining forces with Avena & Kepple, LLC. Attorneys Robert A. Avena and Nicholas F. Kepple will serve as Directors in the firm's municipal law department, also practicing in the areas of real estate, estate planning, business organization, land use and administrative law. They will be resident in Suisman Shapiro's new satellite office at 20 South Anguilla Road, Pawcatuck, CT.

"We are pleased to announce the merger

of two prominent law firms that collectively represent many of our region's municipalities," said Attorney Robert Tukey, Managing Partner at Suisman Shapiro Attorneys-at-Law. "Together, we will offer even deeper legal resources to our local communities by combining our capabilities in diverse practice areas including personal injury, divorce, workers' compensation, estate planning, business services, and many other areas of the law," Tukey added.

Robert A. Avena has served as a Waterford town attorney for the past 19 years and has served as town attorney in numerous southeastern Connecticut towns throughout his legal practice. He has advised municipalities regarding aspects of municipal law and litigated substantial cases in the Superior and Appellate Court of Connecticut, principally representing Town tax assessors, planning and zoning commissions, wetlands commissions, and zoning boards of appeal. During his practice for individual clients, Mr.

Avena was involved in the permitting process for the Pfizer Research Campus expansion and opening of the Mashantucket Pequot Casino.

Nicholas F. Kepple was admitted to practice in 1989 following his service as Selectman and First Selectman of the Town of Stonington. He has focused his practice on estate planning and municipal law, representing many Eastern Connecticut communities as Town Attorney including Waterford, Eastford, Voluntown, Franklin, Salem, Canterbury, Sterling, Windham, Plainfield, North Stonington and the Borough of Stonington. In addition to practicing law, Attorney Kepple has served for over eight years as the Judge of Probate for the Southeastern Connecticut Regional Probate District which encompasses Groton, Ledyard, Stonington and North Stonington.

Suisman Shapiro is the largest law firm in eastern Connecticut, serving the community for over 75 years with a wide range of legal services.

Charter Oak's Matching Gifts Donates \$400,000 to Charities

Charter Oak Federal Credit Union's Matching Gifts Program donated a combined \$400,000 from the credit union and its members that will benefit more than 300 charitable organizations.


"We were overwhelmed, once again, by the generosity of our members who donated to hundreds of charitable organizations in eastern Connecticut and beyond," said Brian A. Orenstein, Charter Oak's President and Chief Executive Officer. "Through our members continued generosity, countless organizations were helped this holiday season, including homeless shelters, food banks, and housing assistance programs," he said.

Charter Oak's initial Matching Gifts pledge of "\$100,000 in 100 Days" was doubled during 2019 – as it was during the 2018 campaign – after the credit union's Board of Directors recognized the need to increase matching funds based on the volume of member donations. During 2019, Charter Oak's Matching Gifts Program received nearly 1,000 donations from its members that it matched to 304 charitable groups, from individual \$25 matches up to \$500 member matches. This year's Matching Gifts initiative began on August 20 and ended on November 19.

Charter Oak began its Matching Gifts donation program in 2016. Since then, nearly \$1.2 million has been donated by Charter Oak and its members.

Charter Oak's Matching Gifts program matches all qualified donations made by its members to 501(c)(3) charities. Among the hundreds of charitable groups in New London and Windham counties to benefit during 2019 from donations to Charter Oak's Matching Gifts Program were the Terri Brodeur Breast Cancer Foundation, the Pawcatuck Neighborhood Center, the Friends of Assisi Food Pantry in Danielson, and the Windham County 4-H Foundation.


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LENDER



City of Groton Cabaret Series Sponsored By Groton Utilities 2020 Schedule

The City of Groton and Groton Utilities are happy to announce the concert schedule for the 2019-2020 City Cabaret concert series.

All concerts are held on Sundays and are performed at the City of Groton Municipal Building Auditorium. Concerts begin at 3:00 p.m. and end at roughly 5:00 p.m.

January 19, 2020 – Clan O’Cleary

Clan O’Cleary’s music is firmly rooted in the sounds and the instruments of Ireland. Beautifully harmonious in both voices and instruments, from the soft mysticism of New Age Celtic to the raucous songs of the Irish bar band, this is Irish music played with gusto and grace, as it should be.

February 9, 2020 – Azalea Drive Duo

This is the trimmed down and mellowed up version of the popular full band Azalea Drive. Kym and Ron use their magical musical chemistry to bewitch audiences with the best of the last several decades, including Hall and Oates, Stevie Wonder, Bruno Mars and much more.

March 8, 2020 - Whiskey Wine and Coke

Whiskey Wine and Coke are a musical trio with a male and female lead singer and acoustic guitarist. The band skillfully covers songs from the 60’s, 70’s, 80’s and 90’s and modern country. Through the intimacy of a trio, they engage their audience to experience musical nostalgia while dancing and singing along to timeless favorites!

The City Cabaret concert series is co-sponsored and co-produced by Groton Utilities and the City of Groton Parks and Recreation Department.

Dessert, coffee and bottle water will be available for purchase from the Fitch High School Alcohol and Drug Free Party Committee.

The concerts are free. No alcohol is allowed. The concert info line is (860) 446-4129.

MEMBER NEWS

Wireless Zone Foundation Awards Grants to Waterford Country School and Center for Hospice Care



Local Wireless Zone Franchise owners Neil Ryan and Scott Gladstone recently made two donations of \$5,000 each through the Wireless Zone foundation for giving to two local charities. Waterford Country School and Center for Hospice Care each received \$5,000 as a grant to further their organizations missions within the communities they serve. Scott and Neil have been local franchise owners since 1992 and giving back to the local community is one of their core values. They own several Verizon Authorized retail locations located within the state and locally in Groton, New London and Westerly. This year over \$80,000 was contributed to organizations residing in the towns that their stores serve.

UCFS Healthcare receives renewal of funding for Bettor Choice Program

UCFS Healthcare (UCFS) is proud to announce we have received renewal of funding for our Bettor Choice gambling disorder treatment program from CT Department of Mental Health and Addiction Services. For over twenty years, UCFS Healthcare has provided comprehensive and effective problem gambling treatment through Bettor Choice. Over the years, Bettor Choice at UCFS has become the one of the largest gambling addiction programs in Connecticut. UCFS was also a founding member of DMHAS’ Disordered Gambling Integration Project that is focused on gambling disorder prevention.

UCFS is a community health organization that provides quality medical, dental, behavioral health, and eldercare services to over 20,000 patients each year. Care is provided regardless of insurance coverage or a person’s ability to pay. Unlike hospital emergency rooms or walk-in clinics, UCFS offers a health care home where clients receive affordable, high quality, medical, dental and behavioral health services from specialized staff at convenient locations across eastern Connecticut.

Women & Girls Funds Create Opportunities and Remove Barriers for Women and Girls in Eastern CT through \$210,554 in 2019 Grants

The Community Foundation of Eastern Connecticut announces \$210,554 in 2019 grants to 53 nonprofits aimed at providing greater equity for women and girls throughout Eastern Connecticut from its four Women & Girls Funds.

Northeast Area Women & Girls Fund awarded \$18,795 to 11 nonprofits, including Community Health Resources for basic needs of women coming out of intensive residential treatment programs; Norwich Area Women & Girls Fund awarded \$8,500 to three nonprofits, including Safe Futures for a short term safe living program at the Katie Blair House; Southeast Area Women & Girls Fund awarded \$122,259 to 20 nonprofits, including Hispanic Alliance of SECT/La Latina Network for BRILLA, a leadership development program for Latina teens; and Windham Area Women & Girls Fund awarded \$61,000 to 19 nonprofits, including Perception Programs to empower new residents to begin their journey on the path to self-worth and positive decisions.

Collectively, the four Women & Girls Funds have an endowment of over \$4 million and have awarded more than \$1.9 million in grants to over 440 programs. To learn more about the Women & Girls Funds at the Community Foundation, or how to set up your own named fund to benefit women and girls in Eastern Connecticut, please contact Alison Woods, alison@cfect.org or by phone at 860.442.3572.



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