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The Business of Cannabis: A Growing Industry

The Business of Cannabis was the subject of a Chamber Business Breakfast on Thursday, January 30, which featured presentations by Michelle Seagull, Commissioner, CT Department of Consumer Protections and Kay Doyle, Esq., Commissioner, Cannabis Control Commission of Massachusetts. The Commissioners were able to offer a broad view of the industry gained through governmental oversight. Massachusetts enacted recreational marijuana regulations in 2018, and Doyle brought the lessons learned from this budding industry.

Regarding Connecticut, Commissioner Seagull described the history, regulations, and program structure of the state's Medical Marijuana Program (MMP). Currently, sales of marijuana in CT are strictly limited to patients with a prescription issued by a physician or APRN through a licensed dispensary. Since its launch in 2014, the MMP has grown to serve 40,035 patients through 1,213 prescribing providers.

There are currently 18 licensed dispensaries in the state, a number that will not expand until those currently licensed are fully opened and community needs are assessed. Herbology, who sponsored the morning's event, is one of the recently licensed MMP dispensaries that will be opening its Groton location in the spring.

Connecticut's MMP follows strict regulations. "From the very beginning we treated this product as medicine, as something that should be treated like a controlled substance...we've really tried to stay true to that pharmaceutical model with our program," said Seagull. Marijuana dispensed in the state is pharmaceutical grade, laboratory tested, and labeled with active ingredients in tamper resistant packaging. Producers in the state are regulated as pharmaceutical manufacturers.

Commissioner Doyle noted during her presentation the importance of testing cannabis products based on one if its attributes as a plant. "Cannabis is a hyper accumulator, it's a sponge. It soaks up contaminates like there's no tomorrow." Recounting her time in the public health department, she described the first products submitted to be tested as having "incredibly high levels of lead... cadmium, mercury and arsenic."

Hemp products fall under the CT Department of Consumer Protection, which regulates all food and drug

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There's No Place Like Home Show

Everything that makes a house a home will be at Eastern Connecticut's Premier Home Show on March 14-15. Now hosted by Foxwoods Resort Casino, the annual show is organized by the Chamber of Commerce of Eastern CT and the Home Builders and Remodelers Association of Eastern CT.

Eastern Connecticut's Premier Home Show will feature more than 100 vetted exhibitors in Foxwoods' Premier Ballroom. The new partnership with Foxwoods Resort Casino means visitors can make a day—and night of it in a venue that offers world-class dining and entertainment.

The show brings together a wide range of top-notch local professionals and national brands in one beautiful and fun-to-visit location. Both days are filled with free seminars, opportunities to learn about products, time to speak directly with contractors, and lots of giveaways from participating vendors and Foxwoods—like overnight stays, golf outings and spa packages.

More details are available now at ECTHomeShow.com. Adults are just \$5 and children under 13 are free.

There are still booths available for vendors. Eastern Connecticut's Premier Home Show welcomes businesses that offer services and products for homes: builders, landscapers, energy solution providers, utilities, HVAC, pavers, playscapes, interior designers, and the list goes on. Any business that enhances a home may apply to exhibit. Exhibitors may also offer a seminar at the Home Show by contacting mgilbert@chamberect. com. Exhibitor pricing and reservations are available through ECTHomeShow.com.

Eastern CT's Premier Home Show is presented by Riverhead Building Supply and supported by A Beautiful Company.

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

Yale NewHaven Health Lawrence + Memorial Hospital











U.S. Congressman Courtney Delivered Good News on Recent Legislation and Initiatives

The Chamber welcomed U.S. Congressman Joe Courtney on January 22 to address 160 regional business and nonprofit representatives at the Mystic Marriott Hotel & Spa. Rep. Courtney shared a list of recent legislative accomplishments that impact eastern CT and its residents.

Chamber President and CEO Tony Sheridan introduced the representative from the 2nd Congressional district, "No better Congressman in the United States of America. What this man has done for the region is amazing...He has established himself as a tireless advocate for our region's active-duty and veteran military members, workforce development, agriculture, and the environment."

Rep. Courtney sits on the House Education and Labor Committee and the House Armed Services Committee, where he chairs the subcommittee on Seapower and Projection Forces.

He discussed major legislative actions including appropriations that fully fund defense spending for projects at Electric Boat, an act to provide healthcare for Navy vets impacted by Agent Orange, a repeal of the

tax on "Cadillac" health insurance plans, and increases to education funding. Provisions under the SECURE Act allow small businesses to establish retirement saving plans for employees and repeal taxes that impact Gold Star families.

"We've got to do better in this country in terms of getting people's retirement portfolios strengthened. The SECURE Act is going to help enable that," said Rep. Courtney. The SECURE Act will provide tax credits for companies to set up 401Ks, which they can do within a pool to strengthen their plans and provide autoenrollment for employees.

Rep. Courtney also thanked John Carbone, of Access CT, for pointing out tax credits available to businesses through SHOP, Small Business Health Options Program. Carbone explained that some small businesses could be eligible for a tax credit up to 50% for business and 35% for nonprofits.

In addition to the details he provided on recent legislation, he pointed out initiatives for the upcoming session: workforce training, lowering prescription drug costs, college affordability, school infrastructure, surprise healthcare billing legislation, and an

infrastructure package. "There's going to be an infrastructure bill rolled out next week, long overdue. Kind of got a little tired of waiting for the White House," said Courtney, of a bill that is being rolled out by House Transportation and Infrastructure Committee Chair Peter DeFazio.

Rep. Courtney also addressed his vote to adopt articles of impeachment against the president. He noted there is a video that explains the reasons for his vote. He went on to discuss his previous votes against beginning impeachment proceedings, the fairness of the process, the credentials of the witnesses who came forward, and the concerns he has about Ukraine. As a member of the Armed Services Committee, he has been engaged for many years with U.S. ally Ukraine and the conflict with Russia, a situation he described as dire with 13,000 people dead. Concerned about serious ramifications to U.S. national security, "We cannot conduct foreign policy and military policy in this fashion. There really is only one tool that the Constitution provides for in Article One, and it is articles of impeachment."

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LEGISLATIVE DETAILS

Here is more detailed information on a number of recently passed provisions discussed by Rep. Courtney.

- SECURE Act effective January 1, 2020- This provision allows small businesses to set up retirement plans in a pool with other small businesses and establishes a tax credit for employers that include autoenrollment in their plans. The SECURE Act also addresses a tax that impacted Gold Star Families unfairly.
- Blue Water Navy Vietnam Veterans Act effective January 1, 2020 "This act finally eliminated the grave injustice of denying Agent Orange benefits for people who served in Vietnam in the sea services." He recognized the navy veterans in this area who were relentless in their efforts to get this passed after 17 years of work. About 77,000 veterans who were previously denied benefits for an herbicide-related disability received a letter from the VA with instructions on how to reapply for benefits.
- Middle Class Health Benefits Tax (Cadillac Tax) Repeal signed into law December 20, 2019. Courtney put forward this bill that eliminates the excise tax on health plans, passed 419 to 6. He explained that while the tax never went into effect, the possibility led people being pushed into high deductible plans.
- TRACED Act (Stopping Robocalls) signed into law December 30. In addition to cracking down on the annoyance of robocalls, the provision helps protect people from scams. The FCC is in the process of setting up rulemaking under the guidelines of the law.
- Wild & Scenic Rivers New river designation, fully funded on December 20. The Wood-Pawtucket River was recognized through the Department of the Interior program that promotes conservation.

DETAILS FROM APPROPRIATIONS

- FY 2020 National Defense Authorization Act and Defense Appropriations- passed on December 11. This authorizes a number of provisions. It fully supports the Block V Virginia class contract, fully funds Columbia class production, restores funding to sub repair projects, provides \$72 million for new pier for SUBASE, and backs CT aerospace programs regarding F-35s and C-130s. "This is a complete green light in terms of the contract that was just negotiated—the largest shipbuilding contract in U.S. history," said Rep. Courtney. Pointing the contracts for repair work secured under the provision, he noted, "That's a really good way to smooth out the workforce in terms of some of the ebbs and flows." The investment in the pier indicates the future of the sub base is strong.
- Repealed "Widow's Tax," an offset that affected military families' benefits, where they could lose up to \$12,000 annually.
 The NDAA reversed the Department of Defense's policy of restricting servicemembers with more than sixteen years of service from transferring their Post-9/11 G.I. Bill benefits to eligible dependents.
- Expansion of New London VA Clinic. "They have outgrown the space there, and we expect to have the new site selected by the Government Services Administration within a month or so." The build out for the larger facility will take approximately a year.
- Investing in Education. Increases across a number of programs were achieved: Title 1 grants increased by nearly \$500 million; IDEA grants, which help district's fund special education costs, increased by \$350 million; DOD Supplemental Impact Aid increased \$50 million and Department of Education Impact Aid increased \$40 million. Pell Grant maximum award increases by \$150 per person for the 2020-21 school year. "When you freeze Pell Grants, all that does is increase tuition for all the other kids," said Courtney. He noted that he is working on a higher education affordability act.

CRITICAL CHANGES TO THE TAX CODE

- Repeals for the Medical Device Tax, the Health Insurance Tax starting 2021, and the Unrelated Business Income Tax/
 Fringe Benefits for Nonprofits, which was imposing taxes on churches and nonprofits.
- Tax relief has been extended under Mortgage Debt Forgiveness through January 1, 2021 and applies retroactively to all
 mortgage debt after December 31, 2017. This impacts people underwater in their mortgage and protects them during a
 short sale.
- Deductions were reinstated for college tuition and expenses and mortgage interest, retroactively for 2018, 2019 and through the 2020 tax year.
- Craft Beverage Tax Deduction reduces the excise tax for beer and certain wines and spirits through 2020.

UPCOMING EVENTS

FEB 14	Coffee & Contacts: 1:00 - 3:00 pm NoRA Cupcake Company 63 Bank Street, New London
FEB 20	Business Breakfast: Economic Update with Glendowlyn Thames, CT DECD, and Peter Denious, Advance CT 7:45 - 9:00 am Groton Inn & Suites 99 Gold Star Highway
FEB 25	Workshop: 10 Reasons to Use Google Analytics 12:00 - 1:30 pm Chamber Office, 914 Hartford Turnpike, Waterford
FEB 26	Grand Opening: Farmers Insurance - Michael Whalen Agency 4:00 - 6:00 pm 399 Flanders Road, Suite 101, East Lyme
MAR 14 & 15	Eastern CT's Premier Home Show Sat: 10:00 am - 7:00 pm, Sun: 10:00 am - 5:00 pm Foxwoods
MAR 18	Business After Hours & YPsocial: 1-Year Anniversary of Cafe Otis 5:00 - 7:00 pm 80 Broadway, Norwich
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
MAR 31	110th Anniversary Celebration & Annual Meeting 5:30 - 8:00 pm Foxwoods Celebrity Ballroom

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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Holmberg Orchards is a fourth-generation, family-run farm. The orchards and wine tasting room are open seasonally, and the Farm Market is open year-round, stocked with fruits, vegetables, baked goods, specialty foods, and Holmberg's own wines and hard ciders.

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BENEFACTOR NEWS

Mohegan Gaming & Entertainment (MGE) Recruits Nick Gilham as Director of Social Media



Mohegan Gaming & Entertainment (MGE) has named Nick Gilham Director of Social Media. He will oversee social strategy, marketing, content, monitoring and operations for all MGE properties. Dana Lambersky has been promoted to Director of Convention Services for Mohegan Sun in Uncasville, Connecticut, where she will play a new and vital role in the planning and organization of the growing

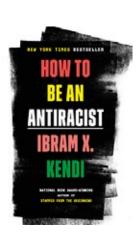
calendar of meetings, incentives, conference and exhibitions at Mohegan Sun.

"Nick Gilham comes to MGE with a wealth of knowledge and leadership skills in social media, brand strategy and communications," said George Galinsky, SVP Marketing Communications at Mohegan Gaming & Entertainment. "Nick's management experience with global brands such as LensCrafters, Purina and Stanley Black & Decker will give our guests the most welcoming, relevant and exciting social networks with which to engage."

In his new role as Director of Social Media, Gilham will steer the Social Media operations for the expanding Mohegan Gaming & Entertainment (MGE) portfolio, which in addition to Mohegan Sun in Connecticut, operates integrated entertainment resorts and casino destinations in PA, WA, NJ, LA as well as Canada and in the near future, Las Vegas, NV and South Korea.

"We're thrilled about these recent hires and promotions," said Jeff Hamilton, President & General Manager of Mohegan Sun. "Our team member Dana has been a huge part of the Mohegan Sun Expo and Convention staff and is an extremely dedicated, talented and hardworking individual, which was highly evident with her recent and successful work for Miss America which aired live on NBC, last month from Mohegan Sun."

The Day, U.S. Coast Guard Academy, Conn College Present "Continuing the Conversation on Race" on February 12



The Day, Connecticut College and the U.S. Coast Guard Academy presents "Continuing the Conversation on Race" with New York Times bestselling author and professor of history and international relations, Ibram X. Kendi. Kendi will discuss the subject matter of his tisird book, "How To Be An Antiracist." The event will be held at 7 p.m. on Wednesday, Feb. 12, in Leamy Hall Auditorium at the U.S. Coast Guard Academy. The event is free and open to the public, but preregistration is requested: https://www.theday.com/ section/theforum/

Atlantic Broadband Expands Its Presence in SE CT Through Acquisition of Thames Valley Communications

Atlantic Broadband, the nation's eighth-largest cable operator, announced on January 10 that it has signed a definitive agreement to purchase Thames Valley Communications, a broadband services company operating in Southeastern Connecticut. The transaction is subject to customary regulatory approvals and is expected to close within three months. Upon closing of the transaction, Atlantic Broadband will add approximately 10,000 customers to its operations in Connecticut.

This acquisition allows Atlantic Broadband to expand its presence in a market where the Company is already well established following its acquisition of MetroCast's Connecticut operations in 2015.

"The acquisition of Thames Valley Communications will nicely complement our presence in Southeastern Connecticut, as our businesses share the same values of customer focus and support of the communities we serve," said Frank van der Post, President, Atlantic Broadband. "With a commitment to innovation, a first-rate customer experience, and stimulating economic growth in the region, we look forward to offering high quality Internet, video and phone services to homes and businesses in the communities of Groton, Mystic, Stonington, Pawcatuck and Gales Ferry."





We're ECTstatic About the Regional Chamber Awards!

Bring forward your nominations for the best! We are looking to honor outstanding local businesses, nonprofits, innovators, professionals and volunteers with our Annual Regional Chamber Awards. The ECTys, as we are dubbing them starting this year, celebrate eastern Connecticut, its organizations, and its people at the Chamber of Commerce of Eastern CT's Annual Meeting on March 31.

For descriptions and criteria or to submit a nomination visit ChamberECT.com/events. You may nominate any local business, including your own, for applicable awards. Chamber membership is required to win.

Award Categories:

Small Business of the Year
Business of the Year
Community Revitalization Leader
New Business Award
Nonprofit of the Year
Best Place to Work
Industry Innovator
Tourism Leader of the Year
Young Professional of the Year

Awards are sponsored by Access Health CT.

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manufacturing in the state; the Department of Agriculture regulates the growing of hemp. With no federal regulation of hemp products, Seagull said consumers need to know the regulatory standards where a product is grown and processed.

"Under the law in Connecticut, health claims are not allowed for hemp products," said Seagull. "If the hemp gets grown in Connecticut and is manufactured in Connecticut, we have some pretty strict standards, but there's going to be a lot of stuff on store shelves that was grown and manufactured elsewhere, whether its in another state or even in a different country, and that's a bit of a Wild West as to what that is."

Massachusetts Commissioner Kay Doyle began her presentation by praising the research component of Connecticut's program, calling it possibly the best in the country. Because the medical marijuana programs in the two states are largely parallel, Doyle's presentation focused on the lessons learned through the legalization of recreational marijuana.

The recreational marijuana industry in MA began with a ballot question approving the legalization in 2016, leading to regulations drafted by the newly formed commission. An overview of the licenses issued demonstrates the breadth of the business opportunities created.

Cultivation, including quantities, are carefully regulated following lessons learned from Oregon, where an invitation to bring illicit growers into the system created a glut of products unable to be sold across state lines. Cultivators can farm, process, package and transfer marijuana to form a micro business, or they can work with a licensed marijuana product manufacturer. Sales to the public are limited to licensed retailers, delivery operators, and soon, social consumption locations.

Opportunities for independent testing laboratories are expanding, with only two in MA currently and others in the licensing pipeline. A current challenge is establishing a standards testing laboratory to audit independent labs. Labs equipped to take on this role are reluctant as most receive federal funding and are leery working with marijuana.

Capital is a primary challenge for this industry that cannot be financed through traditional channels so it relies on private equity. This limits opportunity for entrepreneurs to engage in this growing industry.

The MA commission instituted a social equity program, Economic Empowerment Priority, for areas disproportionately impacted by the War on Drugs. The program offers eligible participants training in small business skills like accounting and assistance navigating taxes, as federal law prevents typical small business deductions in this industry, as well as expedited license review. These applicants

are still a minority of the licenses submitted, representing only 24 of the 699 applications.

Regulations in MA branch into a number of areas including marketing, advertising, local control including zoning, and operational requirements. Operations have strict guidelines on sanitation, tracking, labeling, packaging, training, security, transportation, and even energy efficiency.

While proposals for legalizing marijuana have not made it out of committee in the legislature, audience members were interested in exploring what it would mean for Connecticut. Questions covered health and addiction issues, tax revenue, environmental impact, and social equity.

Doyle recommended giving commissioners sufficient time—more than the few months they had—to develop comprehensive regulations as well as a fully formed public information program before launching a recreational marijuana program. She offered to share information from MA through opendata. mass-cannabis-control.com and suggested reaching out to other states to benefit from the lessons they have learned.

To view the presentations and connect to more coverage of the event, visit ChamberECT.com/blog. VOICE • FEBRUARY 2020 PAGE 7

MEMBER NEWS

Connecticut Economic Resource Center Announces Rebranding and New VP of Business Development

The Connecticut Economic Resource Center, Inc. (CERC), a nonprofit corporation that seeks to advance business formation, retention, recruitment, and growth in Connecticut, has rebranded as AdvanceCT.

The rebranding effort represents a strategic transition stemming from Governor Lamont's vision for the organization to collaborate closely with the Connecticut Department of Economic and Community Development, the state's economic development agency, to drive business recruitment and retention.

AdvanceCT also announces the hiring of David Campbell as Vice President of Business Development.

An economic development veteran and Connecticut native, Campbell will lead business development and recruitment efforts by cultivating relationships with national and international business clients and engaging with strategic partners across the state. Formerly with the New Jersey Economic Development Authority and the U.S. Department of Commerce, Campbell has 17 years of economic development, international business and policy experience, including expertise in attracting foreign direct investment, entrepreneurs, and innovative technologies.

"Our new name and the addition of David Campbell to the AdvanceCT team furthers our new mission to be where business, government and the nonprofit sectors come together to implement high impact and inclusive economic development solutions with a particular focus on business engagement, retention and recruitment," said Peter Denious, President and CEO.

"We are excited as AdvanceCT continues its transformation into an organization that jumpstarts economic growth and job creation, working in partnership with DECD and the private sector," said Board Co-chairs Indra Nooyi and Jim Smith.

"At the outset of his administration Governor Lamont made it clear he wanted a new economic development model for the state, one that at its core included a stronger partnership between DECD and CERC," said DECD Commissioner David Lehman. "Today's announcements are the latest examples of the progress being made to reshape the organization and boost its business recruitment and retention capabilities."

CT Humane Society announces new executive director

The new decade will bring a new executive director to the Connecticut Humane Society, following a nationwide leadership search.

CHS' Board of Directors has announced that James Bias, most recently the president and chief executive officer of the SPCA of Texas, will take the helm in February at the 138-year-old organization. The search and appointment of Bias comes after CHS Executive Director Gordon Willard announced his retirement in summer 2019.

"James comes to us with a wealth of animal welfare experience. During his four decades in animal welfare, he has managed multi-site shelters and clinics, overseen construction of new facilities, successfully completed capital campaigns, supported legislative initiatives, and expanded programming related to sheltering, medicine, outreach and education," Sharon said. "We are excited by the prospect of all that James brings to our organization."

At the SPCA of Texas, Bias drove the organization to new heights of programmatic and operational growth. His leadership included overseeing two shelters, three animal hospitals and two mobile units, as well as collaborative spay/neuter and wellness initiatives for the public with multiple animal welfare partners.

Prior to that, Bias served as executive director of the Humane Society SPCA of Bexar County in San Antonio, animal services manager for the city of Albuquerque, and executive director for the Humane Society of North Texas in Fort Worth.

MDA-UAW Local 571 President William Louis elected United Way Board Chair

William E. Louis of General Dynamics-Electric Boat and President of the MDA-UAW Local 571 was elected Chairman of the Board of Directors of United Way of Southeastern Connecticut at the organization's Annual Meeting on January 24, 2020. He takes over for Rodney Butler, Chairman of the Mashantucket Pequot Tribal Nation, who served two years as Chairman and will remain on the Board as Immediate Past Chair.

Louis was first elected to United Way's Board of Directors in 2013 and was serving as Vice Chairman of the board for two years prior to his election as Board Chairman. He previously served for two years as Co-chair of the annual United Way Campaign and is a member of the organization's Governance Committee. Louis is deeply engaged in the United Way Campaign at General Dynamics-Electric Boat by helping

with the fundraising effort and special events including food drives in support of the Gemma E. Moran United Way/Labor Food Bank.

Louis attended the Carpentry Vo-Tech program along with Architectural Design, graduating from Hall Institute in Pawtucket, earning a certificate in Architectural Design. He is an apprentice graduate from the Metal Trades Council Electric Boat program. He began his career at Electric Boat as a Shiplifter prior to transferring into design as a Structural Designer. Louis was elected into the Union office as Treasurer in 2008 and served in that position until 2012 when he was elected President of Local 571 where he is currently serving his third term.

In addition, three new Board members were elected at the Annual Meeting. Charles Corrado is president of General Dynamics Applied Physical Sciences (GDAPS) and is one of the original founders of the company acquired by General Dynamics in 2012. He has a Ph.D. in Acoustics from MIT and a B.S. in Naval Architecture and Marine Engineering from Webb Institute. United Way has been the focus of GDAPS charitable giving from its inception and it has long been a source of pride for the staff.

Marie-Claire Peakman is Executive Director of Primary Pharmacology Group at Pfizer. She has been at Pfizer for 22 years holding leadership positions in Exploratory Medicinal Sciences, the CVMED Research Unit, Pharmakokinetics Dynamics and Metabolism, and the Research Centers of Emphasis. She holds a B.Pharm. Hons. Degree in Pharmacy and a Ph.D. in Physiology and Pharmacology from the University of Nottingham U.K. She conducted postdoctoral work at Yale University in Molecular Biophysics and Biochemistry. Peakman has served on United Way's Community Impact Committee. She was recognized in 2018 as a 'We Work for Health Champion' by PhRMA and as a 2019 finalist for the CT Women in Innovation Awards.

Megan Roberts is Electric Boat's director of naval architecture and structural design and engineering. She began her career at Electric Boat in 2003 in the Nuclear Test department before moving to the radiation analysis group. She was subsequently named engineering supervisor for the Columbia Class reactor plant structures and then acting manager of Columbia Class propulsion plant structures, shielding, and arrangements. Most recently she was manager of the radiological engineering department. Roberts earned her bachelor's degree in nuclear engineering and radiological sciences from the University of Michigan and is a graduate of the company's Business Leader program.



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