

ANNUAL REPORT

2019



CHAMBER *of* COMMERCE
EASTERN CONNECTICUT

FROM OUR LEADERSHIP

Dear Chamber Members,

2019 has been a year of growth and reflection for the Chamber. We have welcomed new members, experienced increased involvement in programs, and expanded our reach in the region and in the state. This growth stems from the work we have been doing to evaluate where we are most effective, how we best serve our members, and who we can engage in work toward common goals.

At the end of 2019, we launched a strategic planning process. The values expressed in our work in 2019 are encapsulated in our strategy going forward: Collaboration, Inclusion, Innovation, Support, Sustainability. They rest on a foundation built over 110 years and guide us to be a highly responsive, influential, and productive Chamber in the future.

Building collaborative partnerships has been a hallmark of 2019. Successful work with Greater Mystic Chamber of Commerce led to a number of jointly sponsored events: Business Breakfast with Governor Lamont, Business After Hours at Cardinal Honda, and Holiday Shopping Trail Kickoff. Our common goals and membership in the tourism industry positions us perfectly to facilitate the work of the Eastern Connecticut Regional Tourism District.

Another essential partner in this effort is the Southeastern CT Cultural Coalition. A broad range of arts and culture experiences draw people to the region, making eastern CT a great place to visit and live. The Southeastern CT Cultural Coalition jointly sponsored our Arts, Culture, Tourism Legislative Update last September, co-hosted a Business After Hours and Cultural Connects event at the Eugene O'Neill Theater Center, and joined us in presenting their recognition awards at our last Anniversary and Annual Meeting.

These partnerships and strong relationships with tourism industry leaders including Foxwoods, Mohegan Sun, Mystic Aquarium, Cross Sound Ferry, Aer Lingus, and Mystic Seaport Museum solidify our commitment and ability to support tourism as an important regional economic driver.

Under our strategic plan, we have identified other key roles we play as a regional Chamber. Bringing together professionals across 42 towns, we convene and connect business and community leaders, advocate for regional economic growth, and leverage strategic partnerships.

In 2019, we demonstrated how the Chamber of Commerce of Eastern CT fills these vital functions for the region as we brought together government officials, business leaders and local professionals. We hosted Business Breakfasts and Luncheons featuring U.S. Senator Richard Blumenthal, U.S. Representative Joe Courtney, and Governor Ned Lamont—in the spring and winter, and State Senators Paul Formica and Cathy Osten. We heard updates from state officials from Department of Economic and Community Development, Department of Transportation, Department of Labor and Eastern CT Workforce Investment Board. We honored veterans and gained insights from military leaders at our Military Appreciation Breakfast and learned about the challenges facing local agencies at our Social Service Appreciation Breakfast. We held informational meetings about the wind energy industry, leadership and succession, workforce, and pharmaceutical leader Pfizer.

The Chamber of Commerce of Eastern Connecticut continues in its second century to be a voice for sustainable economic growth in the region and catalyst for positive change. We look to the continued support and guidance of our members, Board of Directors and Trustees, and Regional Benefactors to inform our efforts. We rely on a dedicated staff to carry forward our new strategic plan for the benefit of the region, our organization, and our members.

We hope you share our excitement as we embark on a new decade and a new articulation of our strategic goals focused on contributing to a vibrant eastern Connecticut built on a robust, diverse and inclusive economy.

Tony Sheridan, President and CEO

Michael Rauh, Board Chair

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The Chamber of Commerce of Eastern CT brings together businesses, nonprofits, and communities to advance the economic vitality of the region and support member success.

STAFF

Tony Sheridan <i>President and CEO</i>	Colleen Gresh <i>Communications Specialist</i>
Megan Gilbert <i>Director of Programs</i>	Tracy Tremblay <i>Business Services Representative</i>
Lori Thompson <i>Office Manager</i>	Emily Brannigan <i>Web and Graphic Designer</i>
Jane Davis <i>Membership Manager</i>	Muonia Wiley <i>Marketing and Events Assistant</i>
Gary Rogers <i>Membership Manager</i>	Gina Mello <i>Administrative Assistant</i>
Courtney Assad <i>Program Coordinator</i>	

2019 BOARD OF DIRECTORS AND TRUSTEES

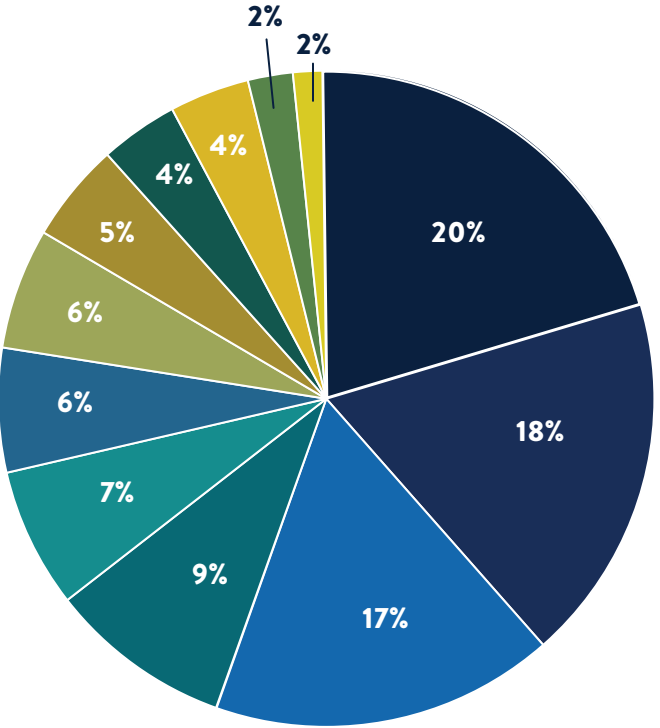
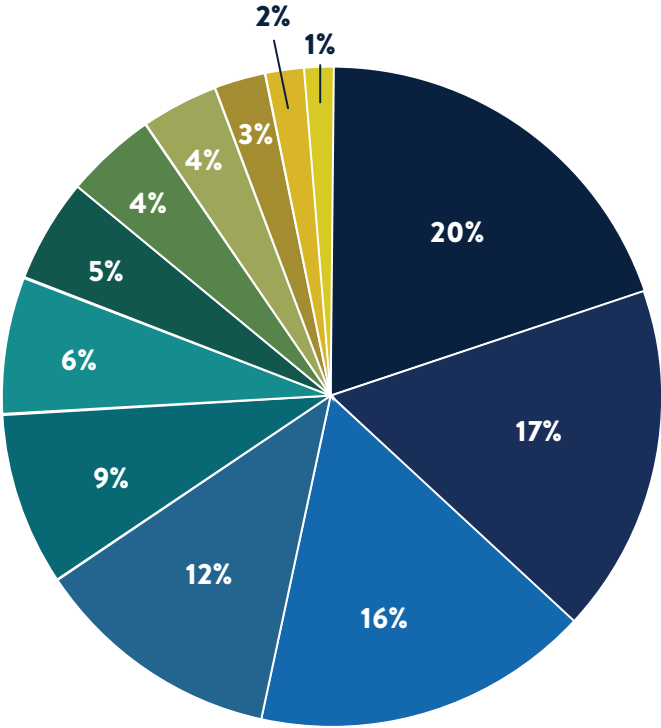
BOARD OF DIRECTORS

CHAIR B. Michael Rauh <i>Chelsea Groton Bank</i>	PAST CHAIR Al Ayers <i>General Dynamics Electric Boat</i>	John Antonino <i>Antonino Auto Group</i>	Seema Mukherjee <i>Kumon</i>
VICE CHAIR Stephen Coan <i>Mystic Aquarium</i>	TREASURER David Pugliese <i>Levine Insurance Group</i>	Tai Au <i>Pink Basil, Spice Club, Thai Sarvasdee, Samuri Noodle Bar + Grill</i>	Heather Roberts <i>Diamond Team at Norcom Mortgage</i>
VICE CHAIR Paul Nugent <i>Pfizer, Inc.</i>	LEGAL COUNSEL Jeffrey Godley <i>Brown Jacobsen, P.C.</i>	Charles Bunnell <i>The Mohegan Tribe</i>	Jean Swift <i>Mashantucket Pequot Tribal Nation</i>
VICE CHAIR Jennifer Granger <i>United Community & Family Services</i>	PRESIDENT Tony Sheridan <i>Chamber of Commerce of Eastern CT</i>	Eileen Duggan <i>Suisman Shapiro Attorneys-at-Law</i>	Kayla Thompson <i>Melissa Ashley Brides</i>
		Mary Ellen Jukoski <i>Three Rivers Community College</i>	Norton Wheeler <i>Mystic River Building Company</i>
			Steve White <i>Mystic Seaport Museum</i>

BOARD OF TRUSTEES

Sandra Allyn-Gauthier <i>People's United Bank</i>	Angela Clay <i>Navy Federal Credit Union</i>	Chap Hanley <i>Atlantic Broadband</i>	Stanley Mickus <i>Cross Sound Ferry Services</i>	Andy Russell <i>Hall Communications</i>
Amanda Arling <i>Whaler's Inn</i>	Nancy Cowser <i>Southeastern CT Enterprise Region</i>	Kayla Hedman <i>Memior Hub</i>	Maria Miranda <i>Miranda Creative, Inc.</i>	Neil Ryan <i>Wireless Zone</i>
Angela Arnold	Anthony Cronin <i>Charter Oak Federal Credit Union</i>	Kevin Hennessy <i>Dominion Energy</i>	Deborah Monahan <i>Thames Valley Council for Community Action, Inc.</i>	Annemarie Seifert <i>UCONN, Avery Point</i>
Kia Baird <i>Thames Valley Council for Community Action</i>	Peter Davis <i>Renaissance City Development Association (RCDA)</i>	Shari Hewes <i>Holdridge Home and Garden Showplace</i>	Matthew Morrissey <i>Ørsted</i>	Bill Stanley <i>Yale New Haven Health Lawrence + Memorial Hospital</i>
Pete Battaglio <i>Hocon Gas</i>	Thomas Blair Decker <i>General Dynamics Electric Boat</i>	Ornet Hines <i>Liberty Bank</i>	Sue Murphy <i>Liberty Bank Foundation</i>	Gail Weber <i>Minuteman Press</i>
Kim Binaco-Sylvia <i>Liberty Bank</i>	Mike DiFranco <i>General Dynamics Electric Boat</i>	Susan Hurlburt <i>Eastern CT Association of Realtors</i>	Lyndsey O'Brien <i>Charter Oak Federal Credit Union</i>	Jess R. Wenzel <i>Eastern CT Savings Bank</i>
Steven Blackburn <i>Blackburn Professional Cleaning</i>	Maryam Elahi <i>Community Foundation of Eastern CT</i>	Tony Joyce <i>Chelsea Groton Bank</i>	Anne Ogden <i>Halo Branded Solutions</i>	Preston Whiteway <i>Eugene O'Neill Theater Center</i>
Mark Brown <i>The Mohegan Tribe</i>	Brenda Engel <i>Putnam Bank</i>	Tom Kasprzak <i>Ørsted</i>	Brian Orenstein <i>Charter Oak Federal Credit Union</i>	Dara Wicken <i>Navy Federal Credit Union</i>
Kevin Brown <i>The Mohegan Tribe</i>	Laurie Finan <i>Century 21 Shutters & Sails Real Estate</i>	Pam Allen Kinder <i>UCFS Healthcare</i>	Nisha Parekh <i>Hampton Inn Groton</i>	Lori Woll <i>Mystic Marriott Hotel & Spa</i>
Nancy Bulkeley <i>Dominion Energy</i>	John Fuller <i>Full Power Radio, Inc.</i>	Jeffrey Klaus <i>Webster Bank</i>	John Parker <i>The Parker Agency</i>	Len Wolman <i>Waterford Hotel Group, Inc.</i>
Wendy Bury <i>Southeastern CT Cultural Coalition</i>	Scott Gladstone <i>Wireless Zone</i>	Eunice Lima <i>Charter Oak Federal Credit Union</i>	David Preka <i>The Advanced Group</i>	Mark Wolman <i>Waterford Hotel Group, Inc.</i>
Rodney Butler <i>Mashantucket Pequot Tribal Nation</i>	Patrick Green <i>Yale New Haven Health/Lawrence + Memorial Hospital</i>	John Lombardi <i>Lombardi Gravel & Excavation, LLC</i>	David Quinn <i>Quinn and Hary Marketing/Regan Communications</i>	Mark Woods <i>People's United Bank</i>
Eric Callahan <i>Suisman Shapiro Attorneys-at-Law</i>	Robert J. Halloran, Jr. <i>Putnam Bank</i>	Bruce MacDonald	Felix Reyes <i>City of New London</i>	Alyson Woznicki <i>Waterford High School</i>
Ken Capano <i>ShopRite</i>	Donna Handley <i>Backus Hospital</i>	Alex Marku <i>A Beautiful Company General Contractors</i>	Kristen Roberts <i>Comcast</i>	Donna Yother <i>SAVA Insurance Group, Inc.</i>
Nicholas Caplanson <i>Dime Bank</i>		Frank McLaughlin <i>Renaissance City Development Association (RCDA)</i>	Karen Roman <i>Dime Bank</i>	Louis Ziegler <i>Mohegan Tribal Housing Authority</i>
Kristin Clarke <i>New London Main Street</i>			Bob Ross <i>Office of Military Affairs</i>	

MEMBERSHIP



MEMBERSHIP BY REGION

- 20% Groton/Mystic/Stonington
- 17% Waterford/East Lyme/Old Lyme
- 16% New London
- 12% Greater Norwich
- 9% Ledyard/Mashantucket/North Stonington
- 6% Hartford County
- 5% Colchester/Salem/Montville
- 4% Windham County
- 4% Middlesex County
- 3% Outside of Connecticut
- 2% New Haven County
- 1% Litchfield County/Fairfield County/Tolland County

NEW MEMBERS BY REGION

- 37 Groton/Mystic/Stonington
- 33 Waterford/East Lyme/Old Lyme
- 31 New London
- 16 Ledyard/Mashantucket/North Stonington
- 13 Hartford County
- 11 Greater Norwich
- 11 Middlesex County
- 9 Outside of Connecticut
- 7 Colchester/Salem/Montville
- 7 New Haven County
- 4 Windham County
- 3 Litchfield County/Fairfield County/Tolland County

182 NEW MEMBERS

TOP 10 MEMBERSHIP CATEGORIES

1. Finance/Insurance
2. Professional Services
3. Health & Wellness
4. Restaurants/Food and Beverage
5. Government & Public Relations
6. Skilled Trades
7. Retail & Consumer Services
8. Arts, Culture, & Tourism
9. Education
10. Transportation & Utilities

NEW BENEFACTORS



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 an essential voice in Hartford and beyond.

il Pomod'Oro Restaurant and Pizzeria ribbon cutting.



SIGNATURE PROGRAMS

LEADERSHIP EASTERN CONNECTICUT CLASS OF 2019

Leadership Eastern Connecticut is a two-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 2019 completed an ambitious capstone community service project for The Arc Eastern Connecticut. Participants raised nearly \$14,000 in donations to construct a large outbuilding to support The Arc’s landscaping microbusiness, one of the programs which helps their clients gain job and life experience. Fundraising and donations of labor and supplies were so successful that \$3,500 in remaining funds were directly donated to The Arc program. At their June graduation, echoing a sentiment heard throughout the class, Co-president Brenton Terry, Norwich Public Utilities, said, “The program has provided me with such a great appreciation of my community at large and has exposed me to so much that I would never have had the opportunity to experience.”

Class of 2019 Peer-Elected Co-Presidents:
Brenton Terry and Larry Warner

2019 GRADUATES

- Courtney Assad, *Chamber of Commerce of Eastern CT*
- Caleb Bailey, *Eastern Connecticut Symphony Orchestra*
- Jason Bookmiller, *Dominion Energy*
- Kerry Callaghan, *Thames Valley Council for Community Action, Inc*
- Mandy Crispim, *Chelsea Groton Bank*
- Rachel Everett, *Chelsea Groton Bank*
- Rachel Fox, *Atlantic Broadband*
- Sharon Frazier, *American Aumulance Service Inc.*
- Joe Garcia, *General Dynamics Electric Boat*
- Heather Gianacoplos, *Pequot Commercial*
- Jaclyn Hartline, *Foxwoods Resort Casino*
- Jessica Izzarelli, *Charter Oak Federal Credit Union*
- Daniel King, *The Law Office of Michael P. Lahan*
- Patrick Lynch, *Connecticut College*
- Laurie Macha, *Mystic Aquarium*
- Amber Moore, *Goldblatt Bokoff, LLC*
- Hao Ni, *Connecticut Municipal Electric Energy Cooperative*
- Denise Ogden, *Dime Bank*
- Katrina Olender, *People’s United Bank*
- Steven Paternoster, *Charter Oak State College*
- Dawn Renaldi, *Groton Utilities*
- Allison Silva, *Chelsea Groton Bank*
- Cathy Soper-Sheridan, *The Mohegan Tribe*
- Gary St. Vil, *General Dynamics Electric Boat*
- Brenton Terry, *Norwich Public Utilities*
- Stephanie Turbes, *Reliance Health*
- Larry Warner
- Maria Weinberger, *Eastern CT State University*



Leadership Program Military day.

YOUNG PROFESSIONALS OF EASTERN CONNECTICUT

In 2019 the Young Professionals of Eastern CT transitioned from a modified membership model to an event series subscription. This allowed interested young professionals to more easily register for events and communications, and highlighted the breadth of opportunities to engage with both YP programs and the Chamber.

Under the leadership of Chamber staff and the group’s volunteer Executive Committee, the program offered monthly YPsocial after-hours networking events, community service outings, and an educational Sip and Share workshop. The annual Tips from the Top c-suite speaker event, traditionally a YPECT-exclusive program, was offered to both YPs and Chamber members and saw a valuable blend of industries and backgrounds represented.

2019 YPECT Chair: Kayla Thompson, *Melissa Ashley Brides*

YP OF THE YEAR

Matt Spring, *Stifel*



YPsocial at Aroogas.

COMMUNITY CONCIERGE

In 2019 the Chamber’s Community Concierge Program ended the year as a self-sustaining program after being initially supported by a grant from CTNext through Thames River Innovation Place. The program produced a second edition of our popular relocation guide newly named the “Eastern Connecticut Community Guide” based on the high interest from newcomers and locals alike. We expanded the reach of the program through an advertising campaign aired on Comcast. Over the course of the year, we held successful new “Let’s Go Local” events that created personal connections and showcased our region.



Let’s Go Local: Hike the Harkness You’ve Never Seen

EVENTS

10 YEARS STRONG

In 2019 we celebrated the milestone 10th anniversary of two of our signature community appreciation programs: our Social Services Recognition Breakfast and Military Appreciation Breakfast. Both programs saw record attendance.

On November 1 in Groton, the military breakfast featured remarks from senior service leaders, performances by the Fitch High School Chamber Choir, and the presentation of two awards to businesses that made extraordinary efforts to support local military and their families. Key sponsors General Dynamics Electric Boat, Dunkin' and Foxwoods, along with small businesses who supported our new Military Seating sponsorships, allowed us to extend nearly 150 complimentary invitations to active duty service members.

The November 20 social service program honored the staff and volunteers of the many nonprofits who support community members in our region and enhance our overall quality of life. A new award was introduced, recognizing organizations with aligned missions that collaborated to produce efficient, effective programming. The featured speaker, Kathleen Stauffer of The Arc Eastern CT, urged organizations to consider strategic partnerships and cooperation, sharing her experience in a recent organizational merger.



Diversity in Leadership Business Breakfast panel: Mari Kodama, *JTK Management Restaurants*; Pam Stenson, breakfast moderator; Felix Reyes, *City of New London*; Maryam Elahi, *Community Foundation of Eastern CT*; Michael Rauh, *Chelsea Groton Bank*.

AWARD WINNERS

- Military Community Support Award**
Antonino Auto Group
Cardinal Honda
- Social Service Recognition Breakfast Awards**
 - Staff Member of the Year**
Marlynn Benker, *Always Home*
 - Volunteer of the Year**
Terry Friedman, *Madonna Place*
 - Board Member of the Year**
Debbie Kievits, *TVCCA*
 - Executive Director of the Year**
Kelly Thompson, *Alliance for Living*
 - Collaboration of the Year**
GIRL Power Joint Fundraiser (*Girls on the Run, Girl Scouts of Connecticut, S.T.E.P.S., Soroptimist Connecticut Shoreline*)
- SAVA Insurance Group Guided by Heart Award**
Ann and Paul Dagle, *The Brian Dagle Foundation*
- Citizen of the Year**
Rodney Butler, *Mashantucket Pequot Tribal Nation*

KEY SPEAKERS

- Governor Ned Lamont
- U.S. Congressman Joe Courtney
- U.S. Senator Richard Blumenthal
- Joseph Giulietti, *Department of Transportation*
- Kevin Dillon, *CT Airport Authority*
- Patrick Flaherty, *CT Department of Labor*
- Mark Hill, *Eastern CT Workforce Investment Board*
- Matthew Morrissey, *Ørsted U.S. Offshore Wind*
- Dr. John Burkhardt, *Pfizer Inc.*
- David Kooris, *CT Port Authority, formerly CT Department of Economic and Community Development*



Citizen of the Year winner Rodney Butler

165
EVENTS

10,000+
REGISTRATIONS

1,138
UNIQUE COMPANIES ENGAGED

268
TOTAL SPONSORS ENGAGED

CITIZEN OF THE YEAR
BEST-ATTENDED TICKETED EVENT

EASTERN CT'S PREMIER HOME SHOW
BEST-ATTENDED PUBLIC EVENT



Executive Director of the Year award winner Kelly Thompson of Alliance for Living



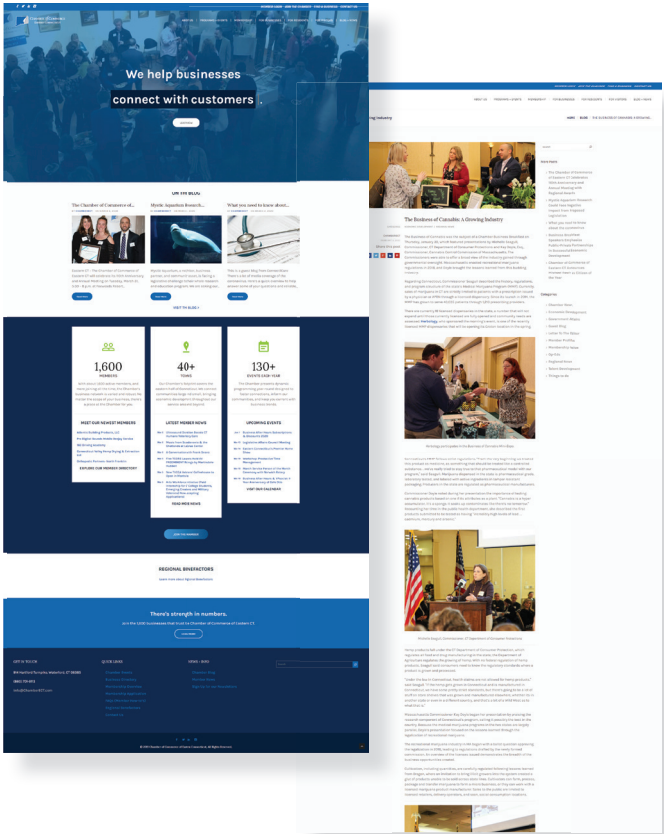
MARKETING

RAMPING UP THE REVAMP

In 2019, the Chamber initiated a revamp of its communications approach. The strategy centers on key tenets: the Chamber strives to act as a resource for information, promote our members, and spur engagement. We are strengthening each channel to delineate purpose and outcomes, increase vibrancy and interaction, and meet interests and needs of our members.

In May 2019, the Chamber launched a simplified, modernized website with improved navigation and increased functionality. The new platform was designed to be more interactive and tailored to meet the interests of distinct audiences, connecting businesses, residents, and visitors to resources and information about our members and the region. The numbers point to the desired increase in use: 39% in member logins, 98% in online applications, and 201% in job postings.

The communication strategy includes expanded coverage on every high impact event, blog posts on topical issues, and profiles and listicles that highlight members. Articles focus on information pertinent to our members and offer thorough coverage. These articles and other expanded content are shared on the Chamber blog, via social media, through the weekly electronic newsletter, and through our partnership with The Day on periodic full-page takeovers. Response has been positive with readership of the blog increasing 35% over last year.

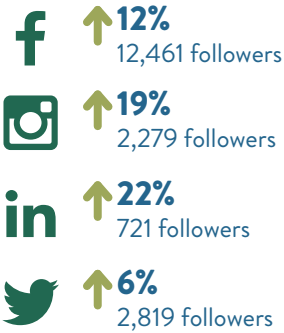


CREATING BUZZ

The Chamber blog has a new look and voice. The blog redesign incorporates more photos, more links and more interaction with other posts. The blog features event articles, informational pieces, op eds, guest blogs from members, and member promotion. Picking up the social media format of the listicle made popular by platforms like Buzzfeed, we have created fun content to engage our readers and promote more members. This year we authored listicles on topics like scrumptious seafood, best breakfast spots, big/little holiday parties, street festivals, farmers markets and local fairs. Mapping three routes, we encouraged blog readers to “Travel the Trail” as a promotion for participants on the Holiday Shopping Trail.

TRAVELING THE TRAIL

Designed to support small and local businesses during the most important season in retail, the Eastern CT Holiday Shopping Trail completed its second year. Business participation increased by 40%, with 140 businesses involved, allowing us to distribute 3,000 passports. The Holiday Shopping Trail is supported by partnerships with local chambers of commerce, main street organizations and arts and cultural organizations. This year we welcomed Hall Communications as the media sponsor and Comcast Business as the presenting sponsor.



50 RIBBON CUTTINGS

RUNNING WITH SCISSORS

Nothing beats celebrating the realization of a dream. Ribbon cuttings, grand openings and anniversaries are our chance to support and promote members at their business’ special milestones. This year we more than doubled the number of ceremonies where we pulled out the big scissors to snip a red ribbon. Marketing worked closely with businesses to help them make the most of their events, and actively promoted the events to members, elected officials, and the public.

CHAMBER STAFF TAKES LOCAL TOUR

Chamber staff explored the northeast corner on our annual retreat. Beginning with a hearty breakfast in a relaxed atmosphere at The Spa at Norwich Inn, the staff visited Chamber members as well as a number of businesses we engaged on the Holiday Shopping Trail. Our travels included Six Paca Farm, Fitch Fibers, Willimantic Brewing Company, The Ice Box, and Wonderland Comics.



FOR OUR MEMBERS

COUNCILS AND COMMITTEES

MILITARY AFFAIRS COUNCIL

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

Co-chairs:

- Dara Wicken, Navy Federal Credit Union
- Angela Clay, Navy Federal Credit Union

EDUCATION COUNCIL

Business, education, and nonprofit leaders working together to strengthen the link between local schools and businesses. They also plan the annual Career Fair.

Co-chairs:

- Alyson Woznicki, Waterford High School
- Nancy Bulkeley, Dominion Energy

CITIZEN OF THE YEAR COMMITTEE

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

Chair:

- Bill Stanley, Yale New Haven Health/Lawrence and Memorial Hospital

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.

WORKSHOPS

The Chamber is proud to be a resource for its members to learn new skills and best practices, as well as providing opportunities for members to share their expertise as workshop and conference speakers. In 2019, topics included social media marketing, Google advertising, legislative policy updates, strategic frameworks, finance and estate planning, productivity and efficiency systems, cybersecurity, team trust-building, and more.

HEALTH INSURANCE PROGRAM

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

\$340,505
SAVED BY MEMBERS IN 2019
118
EMPLOYEES ENROLLED

REGIONAL LIAISONS

The Chamber maintains close working relationships with business leaders in the communities we represent. 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.

Norwich Area: Sandra Allyn-Gauthier

Ledyard: Shari Hewes

East Lyme: Heather Cini Roberts

Montville: Lyndsey O'Brien

Waterford: Anne Ogden

New London: Bruce MacDonald

AMBASSADORS

Ambassadors assist the Chamber Membership Managers with welcoming and supporting member businesses. Ambassadors represent small, medium and large businesses throughout the region, and they are often in attendance at ribbon cuttings and networking events to help facilitate member connections and engagement with member benefits.



ECONOMIC DEVELOPMENT

DOMINION ENERGY GRANT RECIPIENTS LEGISLATIVE AGENDA

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

- Cafe Otis
- Cultured AF
- Eastern Pequot Tribal Nation
- El Torillo Cafe and Mexican Grill
- Jac's Cleaning Service, LLC
- Jake's Diner on State Street
- Lashes by Lee, LLC
- Quick Stop Convenience Store
- Sustainable Planet Incorporated
- The Connecticut Indian Council, Inc.
- Uncle D's Blazin' BBQ

CT METRO CHAMBERS

Meeting monthly, the CT Metro Chambers' goal is to influence legislation that improves Connecticut's business climate. In 2019, Chamber President and CEO Tony Sheridan continued his service as chair.

The Chamber's Legislative Council continues to meet to discuss concerns and to propose legislation that grows and promotes the region's business community. The 2019 agenda addressed 43 legislative positions.

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

CT AIRPORT AUTHORITY

Chamber President and CEO Tony Sheridan continued his service as chairman of the CT Airport Authority. Last year, the Authority identified a strategic goal to expand the role of the six regional airports in the state's economy. The Authority undertook a survey of business travel, spearheaded in Eastern CT by the Chamber. The results of the survey demonstrated economic opportunities for commercial service out of Groton-New London Airport, which operated commercial flights until 2004. At Bradley, construction is underway on a ground transportation center with improved access to public transportation and rental cars.



TOURISM

CHAT: EASTERN REGION

In 2019 the Chamber received funding from CTNext through Thames River Innovation Place to develop a regional module for the Connecticut Hospitality Awareness Training program covering eastern Connecticut. Chamber staff worked with instructional designer Story Matters to produce the content for this interactive online training program. The program will serve as a resource for hospitality professionals to further their knowledge of attractions across the region. This program was produced in partnership with the Connecticut Tourism Coalition and will be available in early 2020.

FAM TOURS

The Chamber's regional tourism marketing committee produced three regional familiarization tours for hospitality professionals, engaging them with in-person experiences at tourism attractions in the region. Each tour showcased several attractions, including restaurants, retail and lodging, on a day-long bus tour provided free of charge to attendees. The "Fam Tour" offered a mutually beneficial opportunity to partner with several local chambers of commerce as well as arts and cultural organizations, expanding our reach and their exposure to people working in important public-facing roles. We also worked with the Connecticut Convention and Sports Bureau to bring in hospitality professionals from across the state to learn more about our region. We were able to educate over 70 individuals about our region, giving them important tools to enhance visitor experiences and promote the region effectively.



Submarine Force Library and Museum ▽



REGIONAL PARTNERS



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



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.



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.



The Chamber partners with CT SBDC in eastern CT to offer professional, confidential, and expert business advice for business owners to overcome challenges and reach their goals. SBDC has free resources, tools, and online trainings to offer business help along the way.



Through it's partnership with Thames River Innovation Place, funded by CTNext, the Chamber has created and administered new programs such as Community Concierge (a regional welcome program for new employees), CHAT Eastern Region (an online tourism training program for eastern CT that compliments the CT Hospitality Awareness Program established by the CT Tourism Coalition); and an innovation center in downtown New London.



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.



The partnership between the Chamber and the Southeastern Connecticut Cultural Coalition increases collaborative efforts to better serve the organizations in our region. Co-sponsored events in 2019 supported legislative initiatives and relationship building.



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.



The Chamber of Commerce of Eastern CT is proud to partner with the Greater Mystic Chamber of Commerce on regional tourism marketing efforts and events and programs that benefit our shared membership.

CHAMBER FOUNDATION

COLLEGE SCHOLARSHIP PROGRAM

\$5,000
DISTRIBUTED

SCHOLARSHIP AWARD WINNERS

Jayleigh Teft
Norwich Free Academy '19
Central CT State University

Chloe Chenot
Stonington High School '19
Eastern CT State University

Alyssa Milette
Griswold High School '19
Eastern CT State University

Saphira Dorelus
Norwich Free Academy '19
Three Rivers Community College

Recipients are determined based on need, academic standing, community service, and their desire to work and live in eastern CT.



Holiday Gala guests.

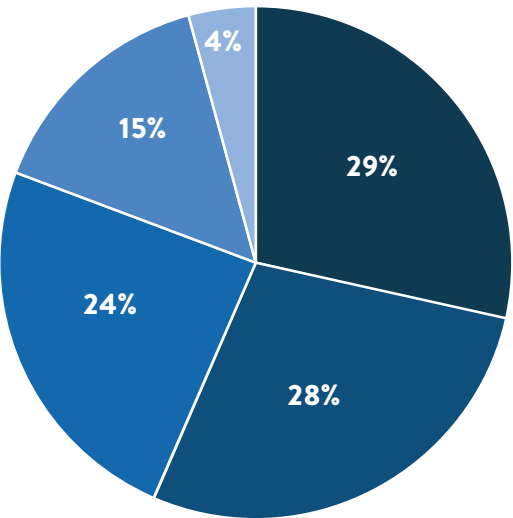
2019 FOUNDATION GRANT RECIPIENTS

\$120,000
DISTRIBUTED

Horses Healing Humans, Inc.	\$500
Montville Little League	\$500
Children's Museum of SECT	\$1,000
Eastern Connecticut Community Gardens Association	\$1,000
Eastern Connecticut Symphony Orchestra	\$1,000
Hygienic Art	\$1,000
S.T.E.P.S., Inc.	\$1,000
The Center: A Drop-In Community Learning and Resource, Inc.	\$1,000
The Rotary Club of Norwich	\$1,000
Groton Community Meals	\$1,115
Shiloh Development Corporation	\$1,160
Channel 3 Kids Camp	\$1,225
Catholic Charities, Diocese of Norwich	\$1,500
New London Main Street Corporation	\$1,500
Norwich Community Backpack Program	\$1,500
Southeast Regional Action Council, Inc.	\$1,500
Thames River Community Service	\$1,800
Child and Family Agency of Southeastern CT, Inc.	\$2,000
Expressions Cultural Center Inc	\$2,000
Norwich Human Services	\$2,000
Thames Valley Council for Community Action, Inc.	\$2,000
FRESH New London	\$2,500
High Hopes Therapeutic Riding, Inc	\$2,500
New England Science & Sailing Foundation	\$3,000
Safe Futures	\$3,000
Sea Research Foundation	\$3,000
United Community & Family Services, Inc.	\$3,000
Madonna Place	\$3,200
Higher Edge, Inc.	\$3,500
Always Home	\$5,000
Eastern CT Workforce Investment Board, Inc.	\$5,000
Riverfront Children's Center	\$5,000
St. Vincent de Paul Place, Norwich, Inc.	\$5,000
United Way of Southeastern Connecticut	\$5,000
Tommy Toy Fund	\$17,500
Miracle League of Southeastern Connecticut	\$25,000

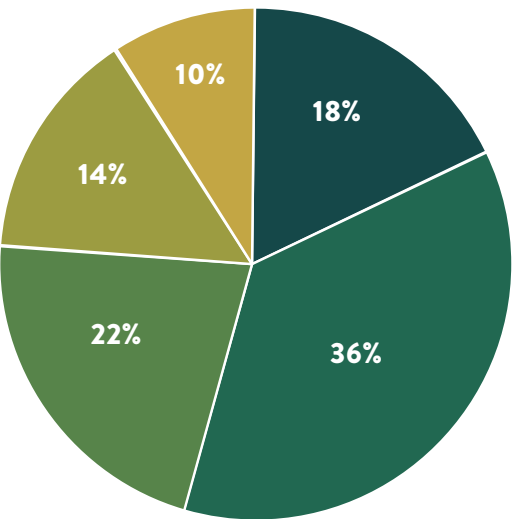
FINANCIALS

	2019	2018	2017	2016	2015
Assets	\$442,414	\$507,474	\$585,657	\$552,057	\$301,469
Liabilities	\$160,015	\$212,910	\$221,409	\$214,123	\$69,697
Equity	\$282,398	\$294,564	\$364,248	\$337,935	\$231,772
Current Ratio	3:1	2:1	2:1	2:1	4:1



REVENUE:

Regional Benefactors	\$386,468
Programs & Events	\$381,141
Membership Dues	\$330,133
Grants	\$201,655
Other Revenue	\$59,395
	\$1,358,791



EXPENSES:

Grants	\$244,195
Operations	\$492,681
Programs & Events	\$299,904
Membership & Marketing	\$194,190
Building & Computers	\$131,296
	\$1,362,266

*Unaudited



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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.

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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