



## WISHING A HAPPY AND PROSPEROUS 2018 TO ALL



I am very excited about the many activities that we can all look forward to happening in 2018. We have emerged from a couple of decades of very necessary planning and have boldly entered the BUILDING phase of development. This is the time to get busy and start filling the spaces and attracting the individuals and businesses that our communities desire.



*The Berlin, Meriden and Wallingford (BMW) CT rail HARTFORD LINE train stations are now OPEN for business. They look FABULOUS and we are anticipating a few final touches to ready them for the planned launch of service from 6 to 17 bi-directional trains sometime between Mother's Day and Memorial Day 2018. All three communities are making plans and getting ready to greet our new visitors to our downtowns.*

On the development front in **Meriden**, you probably knew that the residential portion of 24 Colony Street is 100% rented and has a residential waiting list and the commercial space is NOW leasing. In addition, the Pennrose "Meriden Commons" project just north of the award winning Meriden Green is under construction scheduled to be finished in April 2018 and will provide 151 residential units and 7,500 sq. ft. of first floor commercial space. And we anticipate that the construction crew will walk across the street and start "Pennrose On the Green" as summertime approaches.

The Pratt Street Gateway and Sidewalk Improvements project will start in 2018 and lead directly to the "Michaels Organization 2 South Colony" project, formerly known as the Record-Journal building. Construction of 81 rental units will start in 2018!

*And with over 1 million square feet of space to be filled in downtown Meriden, we anticipate lots of activity. You can look for an announcement very soon from MEDCO, the City of Meriden and the Chamber about two important resources in downtown Meriden.*

**The Town of Wallingford** recently received \$175,000 to fund the planning and engineering design for pedestrian improvements along North Colony Street and Hall Avenue, including sidewalk, streetscape, and traffic-related changes. The project will evaluate various options and costs for improving pedestrian connectivity between the downtown and the new train station, including the development of conceptual engineering designs, cost estimates, and a final report summarizing preferred alternatives. This study will build on the recommendations of the town's recently updated Plan of Conservation and Development and recently completed Transit-Oriented Development Plan.

And **Berlin** just received notice of \$536,884 to acquire property at 861 Farmington Avenue and the rail spur property adjacent to the Berlin Steel Site. These acquisitions are intended to assist in environmental cleanup efforts underway by the town and to expand redevelopment opportunities in the vicinity of the train station...to ready for development.

We will continue to keep you informed and up to date on all of the activities in the area. If you have any questions and want to inquire about specific opportunities that might fit your future business plans, feel free to call the Chamber today. - **Séan W. Moore**

## In This Issue:



- ▶ PRESIDENT'S MESSAGE.....2
- ▶ CHAIRMAN'S CORNER.....2
- ▶ CHAMBER CONTACT INFO.....2
- ▶ MEMBER UPDATES.....13
- ▶ MEMBER RENEWALS.....7
- ▶ NEW MEMBERS.....7
- ▶ EVENTS CALENDAR.....8

### INSIDE:

WEIGH IN on Legislative  
Agenda \*and\*  
Chairman's Corner (pg.2)

**We Call Your  
Attention to the  
Flyers Inside:**

\*\*\*\*\*  
**Legislative Bkfst**

~~~  
**2 GREAT BAH's**

~~~  
**EXPO 2018**  
**...and LOTS More**

**WE HAVE  
MOVED!**

**Please Update  
Your Records  
with our  
New Address:**

**546 South Broad St., 2C  
Meriden, CT 06450**

**LOTS OF WHAT WE DO FOR MEMBERS IS LINKING YOU** ... to resources, services, support, and fellow members. Here are some EASY LINKS to the Midstate Chamber to "always keep you in the loop":

NEWS: <http://www.midstatechamber.com/News> CALENDAR: <http://www.midstatechamber.com/Calendar>  
RESOURCES: <http://www.midstatechamber.com/Resources> DIRECTORY: <http://www.midstatechamber.com/Directory>



## MESSAGE FROM THE PRESIDENT

### ABOUT NEW YEAR'S RESOLUTIONS...

Séan W. Moore

As we enter the New Year, it is a familiar time for many of us to make New Year's resolutions like shedding a pound or two or spending more quality time with the family. In this season, please remember to add a few goals or resolutions for your business as well.

- Is there a place where you could trim a bit?
- Is there an opportunity that you might be missing?
- Have you been putting off a project or decision that really needs to get done?

**Make 2018 the year of action...** if you want something done, the only two options are to either "Do It" or "Delegate It". Let's **together** make this the most productive year ever! I am also very excited about Chamber's our own set of New Year's Resolutions. A few of them are:

- **Support, exploit and promote all of the development activities in our region.**
- **Create New Chamber Mobile Web Site / App**
- **Support the Downtown Meriden Concierge and CT Main Street Fellow**
- **Host a NEW CHAMBER OFFICE Open House on 02/15/2017 at 546 So. Broad St.**
- **Delver serious membership growth...with the assistance of our Chamber Ambassadors.**

**We expect to be busy in 2018 and the time to get started is NOW. Join us in the goal of growing central Connecticut and the Midstate Chamber of Commerce.**

## LAST CALL TO WEIGH IN ON THE LEGISLATIVE AGENDA

Our Government and Business Development Committee is on track to have our Chamber's 2018 Legislative Action Agenda approved by our Board of Directors at the January 10th regular Board meeting. This important document is our "marching orders" and "wish list" of priorities in Central Connecticut. We distribute this to our regional legislators and to members serving on key committees. We want them to know what we expect as business leaders. We will also use this on January 19, 2018 for when we will host our 2018 Regional Legislative Breakfast sponsored by AT&T. We will be joined by our friends from Wallingford Center Inc./HUBCAP Wallingford as well as the Cheshire Chamber of Commerce and CBIA. The event will be held right next to our NEW offices at 11 Monticello. The food and networking starts at 7:30 a.m. and the legislative program runs from 8:00 until 9:00. We will again use a format of One Legislator per Table so the audience can move about the room and connect one-on-one with multiple legislators. This small group setting provides for some interesting and honest conversations. And for Meriden politics, on January 22, 2018 we will host our "Pizza, Pasta and Politics Program" with the Meriden City Council & Mayor at Hunter's Ambulance Services. This program is sponsored by Updike, Kelly and Spellacy. Come bring your questions for our City political leaders. **Details on both of these events can be found on the flyers in this newsletter. Please RSVP at your earliest convenience.**

## CHAIRMAN'S CORNER



Rich Pendred  
A&A Office Systems, Inc.  
Chairman of the Board  
Midstate Chamber of Commerce

**"Happy New Year!"** Now that the holiday season is over and we are into a fresh new year, are you looking to grow your business in 2018? Please consider marketing your company with the Midstate Chamber Of Commerce. We have many opportunities available throughout the year. The Midstate Chamber is updating our website to be more user and mobile friendly. We will be offering some new marketing opportunities in the upcoming months. Thank you Web Solutions for your hard work on getting us updated. On January 3<sup>rd</sup> we kicked off our first membership campaign of 2018. Our Ambassadors will be out on a quest to grow our organization. Our goal is to get our membership up to a solid 650 members before our Annual Dinner in April. If you have a staff member that has good people skills and lots of enthusiasm and you feel they would make a good Ambassador, please refer them to our Chamber office. As an Ambassador they would be cross promoting your business along with the Midstate Chamber. It's a nice way of getting your business more exposure with just a few volunteer hours. As we press forward into the new year we will be offering many opportunities to connect with us at Chamber events. **SAVE THE DATE:** on February 15th the Midstate Chamber will host its first BAH at our new office at 546 South Broad St. Come join us for a tour of our new office along with the usual networking and fun. Please check out the chamber calendar for all of our upcoming business and community events: <https://www.midstatechamber.com/Calendar/default.asp>. I hope 2018 is a healthy and prosperous year for you and we will see you at the next event!!! - Rich



## ZOEL'S BODY & AUTO CENTER

"Collision Specialists & Full Auto Service"

19 Hall Ave.  
Meriden, CT 06451

DAVE SIROIS  
President  
CT Licensed Appraiser  
[dsirois@zoelsauto.com](mailto:dsirois@zoelsauto.com)



203-237-6464  
Fax: 203-634-4541  
[www.zoelsauto.com](http://www.zoelsauto.com)

### Questions? Here's How to Reach Us...

This issue of Chamber News is a member service of the Midstate Chamber of Commerce, Inc. with offices located at 546 South Broad St., 2C, Meriden, CT 06450. You can also visit us on line at [www.midstatechamber.com](http://www.midstatechamber.com). Ph: 203.235.7901 Fx: 203.686.0172 [info@midstatechamber.com](mailto:info@midstatechamber.com). We welcome Chamber member and community news, events and other articles of interest from our diverse membership base. The Midstate Chamber of Commerce serves its member businesses in Meriden, Wallingford, Southington, Berlin, Cheshire and Middletown, Connecticut. We invite all businesses to join with us and become members of our chamber.



For all of your needs visit our members at [www.midstatechamber.com](http://www.midstatechamber.com)

**Mingle & meet new contacts - AND - you will get up to 4 add'l admissions for the game that night for family, friends or other special guests!**  
**Call 203.235.7901 to register by Jan. 9**



## **2017-18 BRIDGEPORT SOUND TIGERS**

### **3<sup>RD</sup> Annual Multi-Chamber Networking Event**

**WEDNESDAY, JANUARY 10<sup>TH</sup>**

**NETWORKING: 5:30 | PUCK DROP: 7:00**

**DATE:** Wednesday, January 10, 2018

**TIME:** 5:30pm networking, 7:00pm hockey game

**PLACE:** Stags Club at Webster Bank Arena  
600 Main Street | Bridgeport, CT

**EVENT:** Networking with members from several Connecticut Chambers of Commerce, followed by **Sound Tigers vs. Hartford Wolf Pack** hockey

**COST:** \$35\* per person

**REGISTRATION:** Must be completed by January 9<sup>th</sup> on any participating chamber of commerce website

**\*Includes hockey ticket, one drink ticket & appetizers**



For more information, contact Jim Bataille at 203.345.4812 | [Jim.Bataille@harboryardse.com](mailto:Jim.Bataille@harboryardse.com)

BRIDGEPORT SOUND TIGERS  
WEBSTER BANK ARENA  
600 MAIN STREET  
BRIDGEPORT, CT 06604  
203.345.2300



**Webster Bank ARENA**

[SOUNDTIGERS.COM](http://SOUNDTIGERS.COM) | [WEBSTERBANKARENA.COM](http://WEBSTERBANKARENA.COM)



# Don't Miss This YOU HAVE TO BE THERE: Central CT's Largest Business Showcase



Featuring Title Sponsor:



In Partnership With: The 40<sup>th</sup>  
Annual Daffodil Festival



Saturday, April 28<sup>th</sup>  
and  
Sunday, April 29<sup>th</sup>

**Register NOW: 2  
Days = BEST  
Exposure & Rates  
BE a SPONSOR!  
ONE Day Rates  
Available**

Exhibiting Company Information: Please print clearly

Name of Presenting Company				Contact Person	
Mailing Address					
City		St	Zip	E-mail Address	
Phone		Fax		Exact Wording for Booth Signage	
1. Please read and complete this application and returned to the Midstate Chamber of Commerce with your minimum non-refundable deposit of \$350.00 to reserve your space. 2. Your Vendor Packet will be sent prior to the event.					

**Choose your Option Below**

<input type="checkbox"/> Title Sponsor(s) * — See trifold for features	<b>\$3,975</b>
<input type="checkbox"/> Presenting Sponsor(s) * — See trifold for features	<b>\$2,775</b>
<input type="checkbox"/> Saturday & Sunday "Perimeter Prime Booth" *	<b>\$1,195</b>
<input type="checkbox"/> Saturday & Sunday "Interior Prime Booth" *	<b>\$1,095</b>
<input type="checkbox"/> Saturday & Sunday Exhibitor Booth *	<b>\$ 995</b>
<input type="checkbox"/> Saturday Only Exhibitor Booth (10:00 a.m.—6:00 p.m.)	<b>\$ 695</b>
<input type="checkbox"/> Sunday Only Exhibitor Booth (10:00 a.m. —5:00 p.m.)	<b>\$ 495</b>



**Electricity is \$35.00 for each 15 amp circuit.** Please plan accordingly and bring any extension cords and power strips you may need.

**Electricity is available at Perimeter locations only.** Please indicate here the equipment requiring electricity: # of Outlet(s) x \$35 = \_\_\_\_\_

**TOTAL** Amount Due including Exhibitor Booth & Electricity \$ \_\_\_\_\_

\* All Saturday exhibitors can take advantage of a leisurely set-up on Friday afternoon from 2:30 p.m. to 6:30 p.m.

This will allow exhibitors to set up during normal working hours, go home and get rested and come back on Saturday ready to greet the crowds!

☐ Yes ☐ No **We will be setting up on Friday Afternoon**

Regular Daffodil Festival EXPO Hours: Saturday—10 a.m. to 6 p.m. (Daffodil Festival closes at 9 p.m.) and Sunday—10 a.m. to 5 p.m.

**All booths** will be 8' (Deep) x 10' (Wide) with: 3' High Flameproof Draped Side Rails, 6' Skirted Display Table, 8' High Flameproof Back Wall Drape, 2 chairs, Exhibitor ID Signage. Additional items may be contracted through the pipe and drape vendor.

Please indicate what you will be exhibiting at your space.

**Presenting:** \_\_\_\_\_

Please return this reservation form with your payment or deposit to: The Midstate Chamber of Commerce, Inc.  
546 So. Broad St., Unit 2C, Meriden, CT 06450 info@midstatechamber.com 203-235-7901 / fax 203-686-0172 www.midstatechamber.com

ACCEPTANCE: I agree to abide by all guidelines, specification, rules and regulations governing the Midstate Chamber of Commerce and to the terms and conditions of payment. All cancellations must be in writing by April 1, 2018. All initial deposits are non-refundable. Please sign below.

Signature: _____		Title _____	Date _____
Printed Name of Signer _____		Company Name _____	
<input type="checkbox"/> Bill us <input type="checkbox"/> Credit Card (AX, Disc., VISA, MC) # _____			
Exp. Date: _____		Zip Code of Card _____ Card Verification # _____	

Visit [www.midstatechamber.com](http://www.midstatechamber.com) or [www.daffodilfest.com](http://www.daffodilfest.com) for more details about the 2018 Festival!





Featuring Title Sponsor:



Saturday, April 28<sup>th</sup>  
and  
Sunday, April 29<sup>th</sup>

In Partnership With:  
40<sup>th</sup> Annual Daffodil Festival

With an audience of  
**50,000+ ...**

This is **THE PLACE** for Maximum Exposure for your Business  
Up to 65 Exhibitors Under One Tent  
Expo In 2018 Is 2 DAYS! Friday Setup

## Central Connecticut's Largest Showcase of Area Businesses!!



### WHY YOU SHOULD EXHIBIT:

- Sell Your Product
- Gain Maximum Exposure
- Make Valuable Connections
- Increase Market Share & Visibility
- Expand Your Contact Base



This event offers outstanding exposure in a unique venue and is a fun filled weekend for all! That's why we've created  
OPTIONS FOR EVERY BUDGET: from \$495 to \$3,975

**Sponsorships  
and  
Prime Spots  
Offer GREAT  
Visibility &  
Valuable  
Promotion!!**



**Register Early—Prime Spots SOLD OUT in 2017!**

### 2018 EXPO Hours of Operation

- If you plan to exhibit on Saturday, you are eligible to take advantage of Friday afternoon setup from 2:30 p.m. to 6:30 p.m.
- Saturday, April 28 from 10 a.m. to 6 p.m. (the Festival activities continue until 9:30 p.m.)
- Sunday, April 29 from 10 a.m. to 5 p.m.

See reverse and brochure for more information and application.

### WE DO OUR BEST TO MAKE THIS AN ENJOYABLE EVENT FOR ALL OF OUR VENDORS...EXHIBITING IS EASY:

- ALL Exhibits are located inside a 100' x 120' enclosed tent on the tennis courts—so all exhibits are out of the elements and off the dirt ground.
- Electricity is available on the perimeter of the tent.
- The tent is secured by Security Guards and assisted by Mule Security Systems during the off hours on Friday and Saturday evenings so exhibits are not tampered with and items do not have to be brought back and forth daily.
- Prime spaces are located near entrances and at the end of aisles. Perimeter Prime have access to electricity; Interior Prime locations do not.
- Expo Sponsors receive additional "perks" such as 2 prime space booths, special sponsor signage, and more.
- Reservations for all Expo locations are required by March 1, 2017 to guarantee accurate signage & booth placement. Booths must be staffed at all times for maximum prospect interaction. Electricity availability cannot be guaranteed with reservations placed after March 1, 2018.
- Parking IS allowed in the Park on Friday ONLY. If setting up your exhibit on Saturday or Sunday, you may enter the Park between 7:00 a.m. and 9:00 a.m. All vehicles must be out of the park by 9:00 a.m. For Saturday and Sunday, vendors are shuttled in after your exhibit is set-up. Easy, Convenient Shuttle Transportation begins running continuously at 8:00 a.m. and continues until 9:00 p.m. on Saturday and 5:00 p.m. on Sunday.





These are just SOME of the Daffodil Festival Weekend Highlights:

- ⊛ 2 hour parade on Saturday morning
- ⊛ Huge variety of food vendors
- ⊛ Over 30 continuous musical performances at 3 separate stages
- ⊛ Arts & Crafts Section and Carnival Amusements
- ⊛ Special Activities & Programs for Children
- ⊛ FREE ADMISSION to festival AND expo tent

Our 2 Day exhibitors take advantage of a leisurely Friday afternoon setup from 2:30 p.m. to 6:30 p.m. at no additional charge. Set up early, go home and rest and come back on Saturday morning refreshed and ready to connect with the crowds!

REMEMBER, Midstate Chamber is also YOUR CONNECTION to:

- ⊛ TIPS on HOW TO set up your BOOTH
- ⊛ SIGNAGE / BANNERS for your exhibit
- ⊛ PROMOTIONAL PRODUCTS & Giveaways

...We have Members that can help you with this & more!

We are pleased to accommodate special displays such as vehicles, tractors, hot tubs, motorcycles, and more INSIDE the tent! Call us to learn more.

#### 2018 EXPO Hours of Operation

- Setup on Friday - 2:30 p.m. to 6:30 p.m.
- Exhibit Saturday - 10 a.m. to 6 p.m.  
Festival activities continue until 9:30 p.m.
- Exhibit Sunday - 10 a.m. to 5 p.m.

This Expo is produced by: The Midstate Chamber of Commerce, Inc.  
546 So. Broad St., Unit 2C, Meriden, CT 06450  
Ph: 203.235.7901 / Fx 203.686.0172

[info@midstatechamber.com](mailto:info@midstatechamber.com) [www.midstatechamber.com](http://www.midstatechamber.com)

and

The Meriden Daffodil Committee dba Festivals in Meriden, Inc.  
producers of the 40<sup>th</sup> Annual Daffodil Festival!  
[www.daffodilfest.com](http://www.daffodilfest.com)

## Sponsorship & Vendor Info

Why our Members exhibit and ...  
keep coming back each year!

Sell Products & Services | To Make Valuable Connections  
Gain Maximum Exposure | Increase Market Share and Visibility  
To HAVE SOME FUN!!!

### Expo Title Sponsorships

**\$2,975 Early Bird Rate**

**Includes COMPANY NAME on Expo Tent!**

- ⊛ Promotion STARTS NOW - press release with "Naming of 2018 expo tent"
- ⊛ Banner at Entrance of EXPO tent & Logo on Continuous Slideshow at Chamber Booth
- ⊛ Double Prime Exhibitor Booth for 2 days - Electricity included!
- ⊛ Company Name/Logo on all materials such as press releases, e-minders, Expo newsletter flyers, and Chamber website special event page (40,000 unique visits to the website on average/month), & vendor maps at event
- ⊛ Prime Sponsor Signage (18x24)
- ⊛ One Year Premier Web Ad (chamber home page or internal pages)

### Presenting Sponsorships - \$1,975 Early Bird Rate

- ⊛ Double Prime Location Exhibitor Booth with or without electricity for 2 days
- ⊛ Name Inclusion on promotional materials
- ⊛ Company Name/Logo on all materials such as press releases, e-minders, Expo newsletter flyers, and Chamber website special event page
- ⊛ Company banner displayed inside the tent in a key location
- ⊛ Prime Sponsor Signage (18x24)
- ⊛ One Year Top Banner Ad on chamber website (\$550 value)

### Prime Location Sponsors From \$895 Early Bird Rate

Prime Location Exhibitor Booths are located near the entrances and at the ends of aisles for 2 days. Prime Location Sponsors also receive a single prime space, Prime Sponsor 18 x 24 signage, and recognition on the Chamber's website.

### All Other Vendors - 1 or 2 Days From \$495 Early Bird Rate

Lots of exposure inside a climate controlled tent! Perimeter locations have access to electricity. All locations provide our vendors with excellent visibility and traffic.



Featuring Title Sponsor:



**April 28<sup>th</sup> & 29<sup>th</sup>**

**This is THE VENUE to  
PROMOTE your Business:  
THE LARGEST SPRING  
SHOWCASE  
of Area Businesses in Central CT!**



**Hubbard Park  
West Main Street, Meriden, CT**

In partnership with the  
**40<sup>th</sup> Annual  
Daffodil Festival**



The Midstate Chamber of Commerce, Inc. invites your business to take advantage of the 2018 Business Expo under the big tent to promote your business, organization or products! The Expo, at the regional Daffodil Festival, features displays from a variety of companies and organizations who want to connect with a huge and diverse audience of over 50,000 people over two days.

Whether you are a new business, a seasoned company, a general contractor, financial institution, non-profit, technology company, insurance company, car dealer, etc., this two-day event is the PERFECT venue to advertise to a wide audience and the exposure connects you with a large population from all over New England.

Look at what our past and returning exhibitors have said:

- "A valuable opportunity to reach new customers"
- "You can't afford NOT to be there"
- "I received so many leads for my business..."
- "Very organized - ALL businesses should exhibit"
- "The BEST venue in central CT...very generous space!"
- "The Return on Investment is incredible"
- "Can't wait until next year"



### DON'T MISS THIS VALUABLE OPPORTUNITY

- This event is held in conjunction with the 40<sup>th</sup> Annual Meriden Daffodil Festival drawing attendees from all over New England.
- The exhibit tent is secured by Security Guards and assisted by Mule Security Systems during the off hours of Friday and Saturday nights so displays are protected and items do not have to be brought back and forth daily.
- Easy on and off the highway with many area hotels available.
- All Expo Exhibits are in a 100' x 120' enclosed tent on the tennis courts. All exhibits are out of the elements and off the dirt ground.
- All exhibits requiring electricity are on the perimeter of the tent.
- The Festival Food tent is across from the EXPO tent.
- Restrooms are available for exhibitors just steps away from the EXPO tent.



**Register NOW for this event - click [HERE](#):**

YOUNG BUSINESS LEADERS OF CT

# FOCUS GROUP 2018

JANUARY 17, 2018 | WEDNESDAY

12:00 NOON - 1:30 PM

MIDSTATE CHAMBER BOARD ROOM

546 SOUTH BROAD ST.; 2C

MERIDEN

Are  
you  
between the  
ages of 21-39?  
We WANT to  
hear from  
you!



## WE WANT TO HEAR FROM YOU

**\*and\* LUNCH IS ON US!**

Are you age 21-39? YOU, your friends, colleagues, and business contacts are invited to this focus group.

We want to share info with you on YBLCT \*and\* hear from YOU. TELL US what you want / need to achieve your goals for 2018 and beyond. YOUR input will help plan our agenda and programming for 2018 for the Young Business Leaders of CT, a committee of the Midstate Chamber.

YOU ARE OUR FUTURE LEADERS - Tell us what you are looking for. Professional / Personal Development? Connections for Your Business? Mentoring Opportunities?

LET US KNOW on the 17th.



**Please RSVP by 1/12 so we know how many to plan for!**

203.235.7901 | [info@midstatechamber.com](mailto:info@midstatechamber.com)

EZ-RSVP LINK

[www.midstatechamber.com](http://www.midstatechamber.com)

## MEMBER RENEWALS...

We *recognize and thank* our members who have joined or renewed their investment in the Midstate Chamber within the last month. Visit [www.midstatechamber.com](http://www.midstatechamber.com) for the most up-to-date listing of members in good standing!

Alderman Motor Co.  
Allstate Floor Coverings  
American Addiction Centers, Inc.  
Arthur W. Wood Company, Inc.  
Barillaro Collision, LLC  
Beecher & Bennett Flatow Funeral Home  
Bourassa Catering & Events  
Cardinal Engineering Associates, Inc.  
Century 21 AllPoints Realty  
City of Meriden  
City Roofing & Siding, Inc.  
Class Act Auto Wash LLC  
Connecticut Junior Republic  
V. Czapiga & Son  
E. Haberli Electric, LLC  
Friends of the Meriden Public Library  
Hawthorn Suites by Wyndham  
Liberty Bank Main Office  
Literacy Volunteers of Greater New Haven  
Meriden Daffodil Festival  
Meriden Masonic Foundation  
Robert's Chrysler, Inc.  
Shiner Signs, Inc.  
Silver City Sound & Video Production  
Thompson Chocolate LLC  
United Bank  
VIOLI'S Restaurant  
WOMEN AND FAMILIES CENTER

**Members Use Members!**

**AND, BE SURE TO TELL THEM YOU ARE A FELLOW MEMBER!**



*We are delighted to introduce our new members - the lifeblood of our organization and the reason we exist. Please welcome them by visiting their website, sending them an email or stopping by to introduce yourself. The personal touch will help our chamber continue to grow and thrive as we continue on our goal to reach 650 members in the coming months! A membership application is enclosed - SHARE it with a friend ... don't keep us a secret!*

**Dawg House Bar & Grill:** 999 Broad St., Meriden, CT 06450. The phone number is 203.235.9080. Louise Jacques is the primary contact - meet Louise and her team at their Ribbon Cutting on Jan. 30<sup>th</sup> from 5-6pm!

**European Wax Center Meriden-Wallingford:** 496 S. Broad St., Unit C, Meriden, CT 06450. The phone number is 203.440.2077. Komal Aggarwal is the primary contact - ask the team about the free wax treatment!

**Interstate Glass:** 111 Hanover St., Meriden, CT 06451. The phone and fax number is 203.235.3333. Erin DeVries is the primary contact. A Meriden business for over 75 years, Interstate Glass is a full service glass company specializing in custom shower doors, table tops, store fronts, mirrors, window & screen repair, and they are an Andersen Window service provider and dealer.

**Star Studio LLC:** 74 Cambridge St., Meriden, CT 06450. The phone number is 203.237.5660 and the fax number is 203.537.1836. Anna Carabetta is the primary contact. STAR Studio LLC welcomes all levels of fitness in a stress free environment for ZUMBA, Fitness Tae Bo, Body Sculpting, Nutrition Counseling, Health Coaching, Massage Therapy, Kids Birthday Parties, special events, or more!

**Teal Schooner Consulting International:** P.O. Box 202, Durham, CT 06422. The phone number is 203.90931179. Tari Marshall-Day is the primary contact. Teal Schooner Consulting International is a Global Travel Consultant advising on Hotel, Air and Group Travel and is a Hospitality Industry Quality Advisor.

**Don't Keep Us a Secret: Kindly SHARE the enclosed membership application with your friends in business & invite them to join US \*or\* attend an event with you!**



**HUBCAP Wallingford**

*CoWork Independently, Together*

Incubator & Community Room  
\* SPACE AVAILABLE \*

128 Center Street | Downtown Wallingford

203.626.9351

[cwallace@hubcapwallingford.org](mailto:cwallace@hubcapwallingford.org)





## UPCOMING JANUARY EVENTS:

Mark your calendars, iPhones, Droids, etc. with these event dates. **M** = Chamber or Business event; **C** = Community event. More details and RSVP information for these events may be found on [www.midstatechamber.com](http://www.midstatechamber.com)! Chamber event RSVP line: 203.235.7901



*This QR code in the upper right corner also brings you right out to our business and community calendars.*

**This is a SHORT LIST of some of our KEY events – for MORE business and community events including Chamber Committee meetings - details & updates visit...[www.midstatechamber.com/Calendar](http://www.midstatechamber.com/Calendar)**

**HELP us \*GROW IN 2018\* Invite Your Biz Neighbors to JOIN the Midstate Chamber! Earn Chamber BUCK\$ for you & your biz. 203.235.7901**

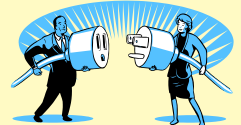
- C** Sun, Jan 7, 1:30 pm: 3 Kings Celebration at the Meriden Public Library.
- M** Mon, Jan 8, 6:00 pm: Financial Fundamentals 2 night class at CEDF, 965 E. Main St., Meriden.
- M** Wed, Jan 10, 5:30 pm: Business After Hours - 3rd Annual Multi-Chamber Networking Event at Webster Bank Arena, 600 Main St., Bridgeport. See enclosed flyer! Call 203.235.7901 to register and get your extra comp tix for the game!
- C** Mon, Jan 15, 8:00 am: 33<sup>rd</sup> Annual Rev. Dr. King, Jr./Albert Owens Scholarship Breakfast, Maloney High School, Meriden.
- M** Tue, Jan 16, 6:00 pm: Simple Excel Functions to Make Momentous Business Decisions 2 night class at CEDF, Meriden.
- M** Wed, Jan 17, 12:00 pm: Explore & Build the Young Business Leaders of CT Focus Group at Midstate Chamber of Commerce - see enclosed flyer - ATTENTION 21-39!!! We WANT Your Input!
- M** Fri, Jan 19, 7:30 am: 2018 Legislative Roundtable Breakfast at Il Monticello. See enclosed flyer.
- C** Sat, Jan 20, 11:00 am: HUBCAP Wallingford Presents a Bridal Expo at HUBCAP Wallingford / Wallingford Center Inc.
- M** Mon, Jan 22, 5:00 pm: Pizza, Pasta and Politics with Meriden City Council & Mayor at Hunter's Ambulance Education Center. See enclosed flyer.
- M** Mon, Jan 22, 6:00 pm: QuickBooks Online Version Overview 4 night class presented by CEDF.
- M** Wed, Jan 24, 5:00 pm: Business After Hours Featuring Best Western Plus New England Inn & Suites with the New Britain and Newington Chambers of Commerce. See enclosed flyer.
- M** Fri, Jan 26, 8:00 am: Business BEFORE Hours - AM Networking Session at Café Dolce, 33 W. Main St., Meriden.
- M** Tue, Jan 30, 5:00 pm: Grand Opening/Ribbon Cutting of Dawg House Bar & Grill, 999 Broad St., Meriden.



**And, LIKE us on FACEBOOK and FOLLOW us on TWITTER: @MidstateCoC**

### COMMITTEE CONNECTION

A LOT of work happens at the committee level here at the Midstate Chamber. We do encourage your involvement and that of your employees on any committee! ALL committee meeting dates and times are listed on the Midstate Chamber's website. Come on out and sit in on a meeting to try it - you will like it: the experience, sharing, connections and more!



**Your participation helps YOU, helps YOUR BUSINESS and helps OUR CHAMBER! Questions? Call us at: 203.235.7901**



**Find business resources at: [www.midstatechamber.com](http://www.midstatechamber.com)**

# Register NOW for this event - click flyer!



Thanks to Our Sponsor:



*The Breakfast Club Celebrates...*

## 2018 Legislative Roundtable Breakfast

**Friday, January 19, 2018**

7:30 a.m. to 9:00 a.m. at **Il Monticello**  
577 So. Broad St., Meriden



Rep. Abercrombie



Rep. Altobello



Rep. Candelora



Sen. Fasano



Rep. Fishbein



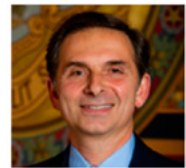
Sen. Markley



Rep. Mushinsky



Rep. Santiago



Rep. Yaccarino



Sen. Suzio

The Midstate Chamber, the Cheshire Chamber and HUBCAP Wallingford invite you to our Annual Legislative Roundtable to bring you closer to your CT legislators. All of the CT Legislators from the Meriden, Cheshire, and Wallingford areas have been invited. These attending Legislators would enjoy a chance for you to sit with them in a small group setting to benefit from this remarkable networking opportunity. Our CT Legislators serve on virtually every legislative committee in Hartford so bring your questions and concerns to their attention.

Visit [www.midstatechamber.com](http://www.midstatechamber.com) for updates on attending legislators.

Program Outline: 7:30—8:00 a.m. Arrival, Networking, & Full Breakfast Buffet  
8:00—9:00 a.m. Roundtable Discussion with Leaders

**Company Name:** \_\_\_\_\_

Chamber Members: \$20 in advance; \_\_\_ check enclosed Chamber Members: \$25 at the door (without a reservation) Members to be \$30. \*Registration changes must be made 2 days prior to event to avoid charge\*

Credit Card # (AX, Disc, VI, MC) \_\_\_\_\_

Exp. \_\_\_\_\_ 3 digit code: \_\_\_\_\_ Card Zip Code \_\_\_\_\_

Sponsor package details are on the reverse - options for every business and any budget are a GREAT way to promote your business via The Breakfast Club!



**Please RSVP by  
Jan. 17, 2018**



546 South Broad St., Suite 2C, Meriden, CT 06450 Ph: 203.235.7901  
Fx: 203.686.0172 [info@midstatechamber.com](mailto:info@midstatechamber.com)  
[www.midstatechamber.com](http://www.midstatechamber.com)












## The Breakfast Club Celebrates...

### Sponsorship Options For Every Business, Any Budget!

Bronze	Silver	Gold	Platinum
Business Name listed on table tent cards at event	Business Logo listed on table tent cards at event (.5" h x 2" w)	Business Logo listed on table tent cards at event (1" h x 2.5" w)	Business Logo listed on table tent cards at event (2" h x 4" w)
1 Breakfast Admission	3 Breakfast Admissions	Reserved table with 6 Breakfast Admissions	Reserved table of 10
Shared Display Table (2 per table max)	Shared Display Table (2 per table max)	Exclusive Display Table	Exclusive Display Table
Business Name Listing on event Web Page	Business Name Listing on event Web Page	Business Name Listing on event Web Page	10 Breakfast Admissions including 1 Seat at the Head Table
Recognition from podium at Breakfast	Recognition from podium at Breakfast	Recognition from podium at Breakfast	Business Name Listing on event Web Page
		LOGO on pre-event promotional materials	Recognition from podium at Breakfast
		WEB AD on Chamber web site for 1 month	Introduction of Guest Speaker
			LOGO on pre-event promotional materials
			Banner displayed at event (sponsor provides banner)
			WEB AD on Chamber web site for 1 month Prime Placement
 			

*These rates are PER event. Any Business Interested in Sponsoring more than one – or as a series – may contact the Chamber so that we may create a special package that suits your needs and budget!*  
*Select breakfast events are taped for airing on Public Access Television and on the Midstate Chamber website.*

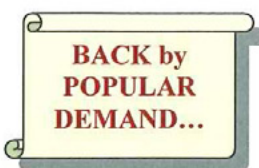
3 Colony St., Suite 301, Meriden, CT 06451  
 Ph: 203-235-7901 Fx: 203-686-0172 info@midstatechamber.com  
[www.midstatechamber.com](http://www.midstatechamber.com)



**Register NOW for this event - click flyer!**



Thank you to our Sponsor:



## Pizza, Pasta & Politics

With Meriden's elected officials



**Monday, January 22<sup>nd</sup>, 2018**

**5:00 - 7:30 p.m.**

Hosted by and held at: **Hunter's Ambulance Service Training Center**  
450-478 West Main Street, Meriden, CT 06451

*Our City of Meriden Mayor and Councilors have been invited to attend.*  
*Bring your questions to ask our city leaders or feel free to submit questions in advance:*  
[info@midstatechamber.com](mailto:info@midstatechamber.com).

The Midstate Chamber of Commerce *provides access and forums to meet one- on-one and in groups with our elected officials. BRINGING VALUE TO OUR MEMBERS...*

This event brings our diverse membership base and politicians *together* to discuss issues that are important to the business community.

PROGRAM OUTLINE:

5:00 p.m. Doors Open

5:30 p.m. Refreshments (salad, pasta, pizza, & beverages).

6:00 p.m. Program, including Q&A

7:30 p.m. Program Ends

**Fee: \$10 per person includes your refreshments!**

*Please remit checks payable to the Midstate Chamber.*

Please indicate the attending Members, Employees and Guests so we may provide an accurate count to the host & so we may create your name badge to **promote you and your business!**

**Name**

**Company**

**Email**

_____	_____	_____
_____	_____	_____
_____	_____	_____

Please **R.S.V.P.** to the Midstate Chamber of Commerce  
546 South Broad Street, Suite 2C, Meriden, CT 06450

Tel: 203-235-7901

FAX: 203-686-0172

[www.midstatechamber.com](http://www.midstatechamber.com)





**Register NOW for this event - click flyer!**



***New Year's Networking***



**Best  
Western  
PLUS®**



**2253 Berlin Turnpike, Berlin**

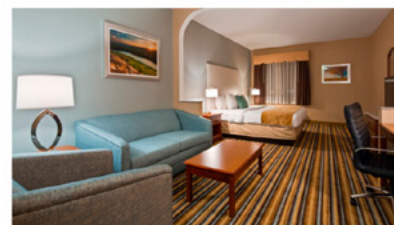
**Wed., January 24, 2018**

**5:00 to 7:00 p.m.**



The Best Western Plus invites you to come and visit their newly renovated property complete with new art work, full-size pullout sofa beds, light fixtures, and more. Also, meet the new Management Team! The Best Western will be offering tours to showcase their other amenities such as a full hot breakfast buffet, deluxe guest rooms, fitness center and laundry area, business center, indoor heated pool and more.

***Enjoy Refreshments, Tours,  
Networking, Door Prizes, and more!***



**Please RSVP to this event by calling the Chamber:  
203-235-7901, e-mailing: [info@midstatechamber.com](mailto:info@midstatechamber.com), or visit  
[www.midstatechamber.com](http://www.midstatechamber.com)**

*This Business After Hours event is in association with the Midstate Chamber of Commerce to showcase the sponsoring member and to offer both members and members-to-be the opportunity to network and enjoy a wonderful evening.*



## MEMBER UPDATES

This QR code in the upper right corner also brings you right out to our member news section of the website where you can view FULL news articles by submission date OR by member. Just SCAN and CLICK!



**Find ALL of our members' news online:**

<http://www.midstatechamber.com/News>

## LOOKING TO GROW YOUR BUSINESS?

We are the only publication that reaches every home in central Connecticut, more than 265,000 readers in print and even more online!

Put Elaine to work for your business today.  
Contact Elaine at 203.317.2327  
or [ejustino@rjmediagroup.com](mailto:ejustino@rjmediagroup.com)



Call **Elaine Justino**,  
your media consultant for the  
Record-Journal, Weekly Citizens  
and Homebase Digital.

MEDIA THAT MOVES YOUR BUSINESS FORWARD >>

**American Addiction Centers, Inc.** - Be a part of our first Recovery Allies Group on the last Tuesday of the Month (**January 30th this month**). Recovery Allies is a welcoming, honest support group created just for the families and friends of people struggling with addiction. Meetings will be held at Middlesex Community College, ROOM 808A, 100 Training Hill Rd, Middletown, CT. Doors open at 6:30, Group meeting 7:00 - 8:30\*, \*Group begins promptly at 7:00. If you love and support someone with an addiction, you're not alone. Come in, have a snack, and connect with others who are navigating the effects of addiction on their personal relationships. See you there! Questions? Email us at [recoveryallies@contactaac.com](mailto:recoveryallies@contactaac.com). If you or a loved one is struggling with substance abuse, please call 860-934-0273. Recovery Allies is a free community service offered by American Addiction Centers. With coast-to-coast treatment options and a "whole person" approach to long-term recovery, American Addiction Centers has spent decades helping people recover from drug and alcohol addiction in specialized healing environments across the country. Learn More.



American  
Addiction Centers

**Clean Homes by Valerie LLC** - We recently finished our annual collection of shoeboxes filled with basic commodities and small toys for Operation Christmas Child/Samaritans Purse. We collect them for children all over the world to be delivered during Christmas. We collected 2,482 shoeboxes this year! That's 2,482 children that were blessed this year just from this community. We want to THANK all our Midstate Chamber friends for volunteering time or packing a shoebox. Thank you American Eagle Financial Credit Union, The Curtis Home and A&A Office Systems for putting out collection boxes. Thank you PROSHRED of Wallingford for sending a truck and driver to deliver all our cartons to the collection site.



**Community Health Center of Meriden** - The Hartford Business Journal's annual Health Care Heroes awards recognize "individuals and organizations that work hard every day to care for the community." Congratulations to CHC - named a Health Care Hero for Corporate Innovation. The research being done at the Weitzman Institute, their work with eConsults & NIMAA, and residency programs all contributed to the award. CHC "owes our success to the dedication of all of our staff across the organization. Thank you!"



**Connex Credit Union** - It's always a good thing to put away something for tomorrow. And with Connex's Step Money Market Special, you can earn up to 1.60% APY\* on your nest egg. So don't just save for the future. Grow it! Apply online by visiting a branch or call 1-800-CR-UNION. Money Market Account must be opened by January 31, 2018. So don't just save for the future. Grow it! Apply online at [connexcu.org](http://connexcu.org), by visiting a branch, or call 1-800-CR-UNION. The Meriden branch is located at 533 S. Broad Street. Please visit [connexcu.org](http://connexcu.org) for terms and conditions. \*APY = Annual Percentage Yield The local branch is located at 533 So. Broad St., Meriden or call them at 203.603.5844.



**City of Meriden** - The Meriden Community Action Group (Representatives from the Meriden Health Department, MFD, MPD, Hunter's, and Rushford) are asking community agencies and businesses for the following donations in an effort to assist our cities homeless population throughout the winter months. The donations can be taken at your site and we can pick them up or they can be dropped off at the Meriden Health Department, attn: Stephanie G. Denya RN, BSN, MPH, Associate Health Director, Meriden Department of Health & Human Services, 203-630-4223. Small gym-like saks (for men), tote bags (for women), foot/hand warmers, hats, gloves, socks, toothbrushes/toothpaste, soap, lotion, baby wipes, meal replacement shakes, food, blankets and feminine hygiene products. Thank you again for all your help in our crusade to help the homeless.



Find community resources at: [www.midstatechamber.com](http://www.midstatechamber.com)



**Diversified Physical Therapy** - de-stress with some of DPT's programs like core stability or yoga! Did you know... DPT Gym- For only \$25 per month you can use the equipment at DPT anytime the office is open, as often as you like. We have a treadmill, recumbent bike, lifecycle, total gym, free weights, therabands, ankle weights, foam roller, Bosu and balls of all weights and sizes. Pay per month with no extra fees and no commitment. Friendly atmosphere! Call for more information 203-630-3939. Holiday gifts: DPT Mart- We have stretching straps, balls, foam rollers, massage balls, therapy putty, microwave hot packs, squatty potty and more! Look on Facebook for deals or stop in to shop. "Like" us on Facebook for special offers, updates, sales, newsletters, tips and more. Check out the calendar on our website to find more information. <http://www.diversifiedpt.com/calendar.aspx>.



**Ferraro's Market** - Effective Tues. 01/09/18, Ferraro's Meat King Winter Hours are as follows: Tuesday - Friday 10:00am - 6:00pm; Saturday 9:00am - 5:00pm; Closed Sundays & Mondays. As always thank you for choosing Ferraro's! [www.themeatking.com](http://www.themeatking.com). Visit the Meriden/Wallingford location: 211 South Broad Street, Meriden, CT AND you can call in your orders and pick them up at this location too! 203-440-0086.



**The Friends of the Meriden Public Library** has started to raise funds for the Meriden Public Library's Building Fund. This is in response to a Meriden Library Building Review Committee who is in formulation of renovation/expansion plans for the Library. On February 11, 2018 The Friends will host a "I Love My Library" Dinner at Violi's Restaurant from 12 noon to 4:30 p.m. The event will feature a buffet and include coffee (soda) and dessert. A Cash Bar will also be available. All proceeds from this event will be placed in the Friends of the Meriden Public Library's Library Building Fund. Tickets are \$25.00 per person (currently \$7.00 can be used as a tax deduction, \$25.00 if the ticket is not used) and may be purchased at The Friends of the Library Bookstore or by e-mailing Frank Ridley ([fridley@cox.net](mailto:fridley@cox.net)). The tickets make great holiday gifts for family, friends, and employees. Companies that purchase these tickets as gifts may be able to charge them as a business expense.



## *The "I Love My Library" Dinner*



**Violi's Restaurant  
Hunter's Golf Course  
688 Westfield Avenue, Meriden**

**Sunday Afternoon, Feb. 11, 2018  
12:00 pm — 4:30 pm** (snow date 2-18-18)

**\$25.00  
per person**

**Buffet • Soda • Dessert • Cash Bar**

**TICKETS ARE AVAILABLE AT THE FRIENDS BOOKSTORE**

105 Miller Street (East side of the Meriden Public Library)

OUR HOURS:

Mon, Tues, Wed, Fri

10AM-4PM

Thursday

10AM-8PM

Saturday

10AM-1PM

**A NOTE ON TAXES:** \$7 of your ticket is tax deductible as a charitable donation.

If a ticket is not used, you may deduct the full \$25 as a charitable donation.

Every ticket given as a business gift is tax deductible as a cost of doing business.

***The Friends of the Meriden Public Library***



**Find it all at: [www.midstatechamber.com](http://www.midstatechamber.com)**



# Thursday April 12<sup>th</sup> 122<sup>nd</sup> Annual Meeting, Dinner, Awards and Silent Auction

**Hartford Yard Goats** - The Hartford Yard Goats open the 2018 season at Dunkin' Donuts Park on Thursday, April 5th and play 70 home games through August 30th. Looking to recognize your hardworking employees or entertain your most valued local clients and partners? The Hartford Yard Goats can work with you to customize a Home Run for your company through a range of exclusive or shared hospitality areas, group seating, or premium season ticket packages and unique gameday experiences for your guests. Your Midstate Chamber Contact is Tacara Robinson and you may reach her at: (860) 240-5505.



**Ion Bank** - The Ion Bank Foundation awarded a \$2,500 grant to the **Spanish Community of Wallingford (SCOW)** for their Adelante Youth Leadership Programs. These extremely successful after school programs for Latino students in grades 7-12 provide participants with appropriate support to deal with the challenges of adolescence in immigrant families. These students, assisted in communicating with their public schools, are also coached in life skills. They are encouraged to research further education options, job opportunities, and volunteer in their community. The programs are designed to build leadership skills, improve academic performance, promote community service, and reduce risky behaviors. SCOW is located at 284 Washington St., Wallingford. Charles J. Boulrier III, CEO of Ion Bank and President of the Ion Bank Foundation said, "The skills and lessons learned through these programs are an asset not only to the participating students and their families, but to the entire community."



**Literacy Volunteers - Meriden / Wallingford**  
- Literacy Volunteers is pleased to welcome



**Louis Perno** as its new Executive Director. He will be responsible for all operations in the New Haven area, the Valley, Meriden and Wallingford. Literacy Volunteers is a non-profit educational organization that recruits, trains and supports volunteer tutors. The tutors provide free literacy tutoring for adults who need to improve their reading, writing, and English-speaking skills. The organization's goal is to empower adults through literacy. This past year over 1,500 adults were serviced by the program. Lou resides in New Haven, CT and has more than 40 years experience in the nonprofit sector. Before joining Literacy Volunteers, he served as co-Executive Director of Farnam Neighborhood House. Prior to his leadership role at Farnam, Lou was Executive Director of Sterling House Community Center in Stratford for nearly 30 years. Lou takes over as Executive Director replacing Donna Violante who is retiring from the position after 4 years at Literacy Volunteers. Lou is also an adjunct instructor at Gateway Community College for the past 17 years, teaching courses on human services and sociology. He is also an active volunteer, and serves on the board of FISH of Greater New Haven. Additional information about Literacy Volunteers of Greater New Haven, becoming a tutor, or making a charitable donation is available at [www.lvagnh.org](http://www.lvagnh.org) or by calling 203-776-5899. In other news and updates, nearly 1,500 adults were helped last year by Literacy Volunteers of Greater New Haven. Literacy Volunteers programs empower individuals. Your donation to their annual appeal makes the gift of literacy possible. - \$50 will buy teacher guides for two volunteer tutors. - \$100 provides materials for 5 students learning English to get a better job - \$250 will sponsor one adult learner for a full year of free classes. Visit [www.lvagnh.org/annual-appeal.html](http://www.lvagnh.org/annual-appeal.html) to make your tax deductible donation in any amount today. Thank you for supporting adult literacy in our communities! **SAVE THE DATE for 2018 Scrabble Challenge: 2/28/18 at Four Points by Sheraton.**





**Meriden Public Library** will host the Volunteer Income Tax Assistance Program beginning Monday, January 22, 2018. V.I.T.A., which is sponsored by the Internal Revenue Service, provides free help to taxpayers who cannot afford professional assistance or who have tax questions. Assistance in preparing Connecticut state tax forms will also be available. You may call (860) 356-2000 after January 2, 2018 to make an appointment. The sessions will all take place in Meriden Public Library's Marion Cook Room, 105 Miller St., Meriden. The schedule is as follows:



- **MONDAYS from 5:00 TO 8:00 PM** - January 22, January 29, February 5, February 12, February 26, March 5, March 12, March 19, March 26

- **WEDNESDAYS from 5:00 TO 8:00 PM** - January 24, January 31, February 7, February 14, February 21, February 28, March 7, March 14, March 21, March 28, April 4, April 11

- **SATURDAYS from 9:30 AM TO 1:00 PM** - January 27, February 3, February 10, February 17, February 24, March 3, March 10, March 17, March 24, March 31, April 7, April 14

V.I.T.A. volunteers alert taxpayers to special credits and deductions for which they may be eligible. People interested in attending the V.I.T.A. program can stop in the library and pick up a list of the necessary documents you will need to bring. Contact the Community Services Department at (203) 630-6349 if you have questions about the tax assistance program.

**O&G Industries**, one of the country's Top 400 Contractors, recently won multiple awards for transportation projects in Connecticut and Massachusetts. The team of Tutor Perini and O&G Industries was **recently awarded the Connecticut Road Builders Association (CRBA) Arthur Gruhn Excellence in Construction Award, Large Projects category, for the Reconstruction of I-95 / I-91 / Route 34 Interchange (Contract E) in New Haven, Connecticut**. Over the projects history, Contract E has also been recognized the 2017 Congress (CBC) Project Team Award of Merit for Transportation Projects, 2017 American Association of State Highway and Transportation Officials America's Transportation Award for Projects \$200M+ and the 2014 Connecticut Construction Industries Association (CCIA) Excellence in Construction Health & Safety Award. The team of Barletta Engineering and O&G Industries was recently awarded The American Council of Engineering Companies of Massachusetts (ACEC) Grand Concept Award for the Route 79/I-195 Interchange Improvements project in Fall River, Massachusetts.



**Travelers Championship** - The 2017 Travelers Championship was honored recently by the PGA TOUR at the TOUR's Tournament Meetings, **winning the prestigious "Tournament of the Year"** award. The Travelers Championship also won awards for **"Most Fan-Friendly Event," "Best Sales" and the inaugural "Players Choice."** "On behalf of the PGA TOUR, I am pleased to congratulate the Travelers Championship for being named the best among its peers on TOUR," said Andy Pazder, the PGA TOUR's Executive Vice President and Chief Tournaments and Competitions Officer. "The tournament team worked tirelessly with its title sponsor on new and innovative ways of improving the tournament experience, and this award is a testament to that." With record attendance, sales and fan engagement, the 2017 Travelers Championship raised the bar across the board through a strategic approach that focused on providing a first-class experience for fans, players, sponsors, volunteers and charity. This marks the first time that the Travelers Championship has been recognized as "Tournament of the Year." "We are incredibly honored and humbled to be named 'Tournament of the Year,' which reflects the selfless work by our volunteers and the support of the TOUR, its players, our sponsors and fans," said Travelers Championship Tournament Director Nathan Grube. "What took place at TPC River Highlands this year will go down as one of the most exciting in tournament history. We'd like to congratulate all the other tournaments that helped make the PGA TOUR season so unforgettable." As the "Most Fan-Friendly Event," the tournament provided options for everyone, including affordable access, more than 18 food and beverage locations, fan and kid zones and public on-site concerts. The tournament increased fan engagement by 441 percent through creative video and dynamic content, and following Spieth's thrilling hole-out to win, the tournament handle trended on Twitter for nearly four hours and the video reached YouTube's front page within 24 hours. The tournament continued to enhance the player and caddie experience, providing a complimentary charter flight from the preceding event, healthy food options and a variety of special features including caddie appreciation day, a performance by Kevin Nealon and multiple off-site events. To determine the new "Players Choice" category, TOUR players were asked to vote for one event based on tournament services, hospitality, player and family amenities, community support and attendance. Through a collaborative approach with the PGA TOUR, the Travelers Championship has developed long-range planning goals and implemented software and programs that have resulted in a significant increase in sales, returning sponsor investment and admissions, year-over-year. For its efforts, the Travelers Championship was recognized with the "Best Sales" award in 2017. The 2018 Travelers Championship will be held **June 18-24** at TPC River Highlands. At the heart and soul of the tournament is its volunteers and charity. With approximately 4,000 volunteers working over 80,000 hours, the 2017 event generated more than \$1.7 million for 165 deserving charities. **Interested in being a part of this awesome experience? Volunteer with the Midstate Chamber at Hole #12 on Thursday and Sunday (June 21, 24). Call 203.235.7901 for details.**



**SCORE New Haven**, a provider of free business education and mentoring services, has announced the establishment of a second headquarters at 100 Washington Avenue, North Haven, CT. Long located solely at Gateway Community College on Church Street in downtown New Haven, the organization has opened a second office to accommodate clients from New Haven's northern suburbs and to expand our mentoring hours. SCORE will continue to offer its education and mentoring services at Gateway while expanding these services to North Haven. As before, you can contact us at 203-865-7645. If any client requires immediate assistance, please instruct them to click here: [https://core.score.org/mentoring/request/0/9154?address=&referrer\\_id=](https://core.score.org/mentoring/request/0/9154?address=&referrer_id=) and complete the mentoring request. Within 24 hours, a SCORE mentor will contact them OR call the Midstate Chamber of Commerce to meet in Meriden on the 2nd Thursday of each month. SCORE is a national organization, an all-volunteer arm of the US Small Business Administration. Its counselors include entrepreneurs and business executives who donate their time mentoring both startups and small businesses.



## What is QPR?

**QPR stands for Question, Persuade, and Refer**

*3 simple steps anyone can learn to help save a life from suicide. People trained in QPR learn how to recognize the warning signs of a suicide crisis and how to question, persuade, and refer someone to help!*

*Learn how to start the conversation!*

**With QPR training, you will be able to:**

**Recognize the warning signs of suicide**

**Know how to offer hope**

**Know how to get help and save a life**

**How long is the QPR training? 60-70 minutes**

**Who should take QPR? Suicide touches all of us!**

**ANYONE**, including parents, friends, neighbors, teachers, ministers, doctors, nurses, office supervisors, coaches, foremen, police officers, advisors, caseworkers, firefighters, EMS personnel, and many others who are in a place to recognize and refer someone at risk of suicide.

**To schedule this free training, contact Christelle Aubé**

**SCCSAC@aol.com**

*Thanks to support from the United Way of Meriden and Wallingford*

## Free online courses for entrepreneurs and business owners



**Earn a certificate from a distinguished university in Silicon Valley**

CEDF's *We Teach Success* program, in partnership with Santa Clara University's My Own Business Institute, is pleased to offer access to the world's leading source of free online education for entrepreneurs. This program is open to all small business owners and those contemplating opening a business, not just CEDF clients.

These popular courses are used by students worldwide to bolster the results for every kind of enterprise you can imagine. The material can prepare you to start your business or expand your existing operation. Videos, audio files and text are employed to help you understand the best practices for selecting, financing, staffing and marketing your business.

Each course, **LAUNCHING YOUR BUSINESS** and **GROWING YOUR BUSINESS**, contains 15 sessions. You can take the courses at your own pace without the pressure of deadlines or class attendance. The program design offers freedom for you to focus on the areas that require more of your attention while letting you move faster through material that you more easily absorb.

### Benefits of registering and completing one or both courses:

- You'll earn a Certificate of Completion and Digital Badge from Santa Clara University and CEDF.
- Your Certificate is recognized by CEDF as evidence of seriousness and prudent preparation by our lending department. While many other factors influence our final decision on a lending application, completion will positively impact your presentation.
- Direct access to resources for each session, including a user forum monitored by business ownership veterans including CEDF Business Advisors
- A way to measure your learning through quizzes and a final exam
- Access to additional videos featuring subject matter experts
- Access to revisit the materials as needed for reference as your business journey unfolds.
- No cost at any time for the courses contained in this platform.

**Full information and registration at**  
**[cedf.com/success](http://cedf.com/success)**



### Course Contents

#### Launching your Business

- Session 1: Deciding on a Business
- Session 2: The Business Plan
- Session 3: Home Based Business
- Session 4: Financing the Business
- Session 5: Business Organization
- Session 6: Licenses and Permits
- Session 7: Business Insurance
- Session 8: Communication Tools
- Session 9: Buying a Business or Franchise
- Session 10: Location and Leasing
- Session 11: Accounting and Cash Flow
- Session 12: E-Commerce
- Session 13: Opening and Marketing
- Session 14: Managing Employees
- Session 15: Expanding and Handling Problems

#### Growing your Business

- Session 1: Getting Financial Controls in Place
- Session 2: Getting Your Team in Place
- Session 3: Customer Feedback
- Session 4: Achieving Lowest Expenses
- Session 5: Develop Negotiating Skills
- Session 6: Alternatives for Capital Allocation
- Session 7: Advanced E-Commerce
- Session 8: Growth By Duplication
- Session 9: Vertical Integration
- Session 10: Franchising Your Business
- Session 11: Global Expansion
- Session 12: Buying Businesses
- Session 13: Public Ownership
- Session 14: Selling Your Business
- Session 15: Considerations for Family Succession





PROMOTION



EDUCATION

**NOW is PRIME TIME**  
**to JOIN Midstate Chamber of Commerce.**  
**Kindly SHARE this APPLICATION**  
**with your business associates!**



LEADERSHIP



NETWORKING

1-5 Employees	\$295.00
6-10 Employees	\$315.00
11-20 Employees	\$440.00
21-30 Employees	\$560.00



*The Midstate Chamber supports, promotes and serves our member businesses in Berlin, Cheshire, Meriden, Southington, Wallingford and throughout central Connecticut.*

546 South Broad St.; 2C Meriden, CT 06450

Ph: 203.235.7901 ~ Fx: 203.686.0172 ~ info@midstatechamber.com ~

www.midstatechamber.com

## Membership Application

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Company Website: \_\_\_\_\_

Type of Business/Classification: \_\_\_\_\_

# of Owners: \_\_\_\_ # of Employees: \_\_\_\_ Full-Time \_\_\_\_ Part-Time \_\_\_\_ Year Founded: \_\_\_\_

Contact Person: \_\_\_\_\_ Contact's Phone: \_\_\_\_\_

Contact's E-Mail: \_\_\_\_\_

### How Did You Learn About Us?

#### Chamber Activity / Interests:

**Promotion:** ☐ Member Directory Advertising ☐ Web Site Advertising ☐ Chamber Business Expo ☐ Newsletter Advertising ☐ Marketing Committee, etc

**Education:** ☐ Education Committee ☐ Education Awards ☐ Workshops ☐ School-Business Partnerships ☐ Hispanic Outreach Leaders in Action (HOLA), etc.

**Networking:** ☐ Business After Hours ☐ Breakfast Club Celebrates ☐ Annual Meeting/Dinner ☐ Annual Golf Tournament ☐ Young Business Leaders of CT ☐ Ambassadors ☐ Membership Committee, etc.

**Leadership:** ☐ Government & Business Development Committee ☐ Pizza, Pasta, & Politics ☐ Health Insurance, etc

**\*\* Please Include Your "Web Words":** Web Words are a 25-30 word description of your business that appears with your Member Directory listing on www.midstatechamber.com: \_\_\_\_\_

**\*\* Please E-Mail Your Key Employees Information to info@midstatechamber.com.** Key employees are employees who you wish to receive additional Chamber updates/information and who may be attending events. Key employee information may consist of name, title, direct phone number or extension and e-mail address.

Card#

Exp.

Card Zip Code

Verification Code



Signature

- **A one-time \$15 dollar set up fee is due at time of application**

Membership dues in this organization may be tax deductible as an ordinary & necessary business expense. Dues paid to this 501(c)(6) are not a charitable tax deduction. The organization serves as an advocate for and promotes its member businesses.