



GIVE US YOUR 21-39 YEAR OLDS: LEADERSHIP ACADEMY OF MERIDEN & WALLINGFORD



The Midstate Chamber has been awarded a grant from the James H. Napier Foundation to help fund our 2018-2019 Leadership Meriden Wallingford program. This is an eight-part series of half days designed to foster leadership and to develop the next generation of leaders in our businesses and in our community.

The series will be modeled after our previously successful LGM series and will include meetings with a variety of business and community leaders. We believe that both of the similarities and the contrasts of Meriden and Wallingford will demonstrate many different leadership challenges, opportunities and styles.

The main "textbook" will be "The 21 Irrefutable Laws of Leadership" by John C. Maxwell. Other elements from the Maxwell series will be used to complement the program materials.

Participation in this program will be limited to only 15 participants. If you know of an individual or organization who may benefit from this program, call Sean Moore at the Midstate Chamber today. **We will kick off the first session in January 2019.**

OPPORTUNITY ZONES IN MERIDEN

Meriden has three designed opportunity zones that include census tracts 1701, 1702 and 1709. *This area includes much of our TOD district and several areas poised for redevelopment including 116 Cook Ave and 1 King Place.* The designation has the potential to allow developers to defer capital gains taxes for qualified investments located in the opportunity zone. This could be an important incentive for private investors and developers that make equity investments, rehabilitate properties, and bring new commercial activity to downtown Meriden. *For more information about investment opportunities inside the opportunity zone, please contact the City of Meriden Economic Development Department at 203.630.4152.*



THANKS FOR VOTING FOR US & FOR EACH OTHER IN THE READERS CHOICE AWARDS!



On behalf of the Board and Staff at the Midstate Chamber, I'd like to thank you all for voting for the Midstate Chamber of Commerce in the Record-Journal Readers' Choice Awards contest. *It was also great to see so many of our fellow Chamber members nominated as well...and thanks on their behalf too for your votes. It's always important for members to support each other.* The contest wraps up with an event on October 10th at the Aqua Turf Club (also a Chamber member) with all of the nominees in attendance. We are looking forward to the event on the 10th...and we'll let you know how we did!

SAVE THE DATE: Wed., Nov. 14 - 2nd Annual 4Chamber BAH at RJ Media Group! See inside for details.

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

INSIDE:

President's Message
 Chairman's Corner
(on page 2 & more on 3!)
 Calendar of Events
 Member Updates
 NEW Members
 Member RENEWALS

**Check Out ALL
 Flyers Inside
 Including:**

**BAH & RIBBON
 CUTTING ... 10/23
 we'll get you
 connected**

**Member Discounts
 SAVE \$\$ on Health
 Insurance
 ..and LOTS More**

**Please Update
 Your Records**

WE MOVED!

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



MESSAGE FROM THE PRESIDENT

INSIGHT MAGAZINE AD SALES & PRODUCTION DATES

Séan W. Moore

We are rolling along with the 2019 Edition of *Insight Magazine*, affectionately called "The Chamber Book", and we will be approaching the advertising deadline at the end of this month. We will need your ad copy so we can get the publication to the printer in a timely manner. We print well over 2,000 copies each year and they literally **fly out of our office into our communities**. Many keep them at their desks for quick reference or on a coffee table in their lobbies for visitors to see that they are proud Midstate Chamber members and supporters.



In addition, the PDF version of *Insight* magazine is frequently downloaded from the home page of our website at www.midstatechamber.com...or for a really quick reference, you can type or click www.TheChamberBook.com for your own file. Many people actually prefer the electronic version as they can either easily flip through the pages or quickly search (CTRL + F) the entire magazine for businesses and resources that they seek.

Consider stepping up your visibility with an ad in the *Insight Magazine*. Call us at 203.235.7901.



WE REALLY WANT TO SEE YOU SO COME JOIN US!

One of the most important features of Chamber membership is the connection to other Chamber members so please consider this note as your personal invitation to come on out and attend our upcoming **Business After Hours** and **Ribbon Cuttings**. Both events are **FREE** and all key employees in your organization are welcomed to attend. They are great ways to see other businesses and to meet their staff.

The attendees generally are a diverse group of business and community leaders. Certainly it's social but a lot of business cards do get exchanged and follow up appointments are established and confirmed. Remember: People do business with people they know, like and trust. Take the first step and come on out so your fellow chamber members can get to know you. Look for specific event details on the Chamber's NEW website at www.midstatechamber.com. You can even RSVP there too!

CHAIRMAN'S CORNER



Nate Bottone

Who's excited for Autumn, I know that I am! With the changing of the season comes new opportunity. What I love most about the Midstate Chamber Commerce are all the opportunities that they provide for us. Have you checked out a **Business After Hours** or a workshop yet? This month is packed with some exciting ways to help us grow.

One class, that every Entrepreneur should sign up for, is **Ready, Set, Go**, a Small Business Entrepreneurship workshop series presented by the Small Business Administration. The first class in the three part series is being held at the Chamber offices on October 17th. This workshop will provide you with the tools to stay afloat in this ever changing economy. Please see the enclosed flyer for more information.

Have you checked out our new Website? It is so easy to navigate and provides endless information about upcoming events, resources and member information. The website also has information about the date and time of the next **Business After Hours** gathering or when a workshop is being held and you can register right there too.

I especially want to thank all the committee members who met last month. I know how hard it is to carve out time in your busy day. We are stronger as a group because of you.

With much appreciation, Nathaniel Bottone



<https://www.instagram.com/midstatechamberofcommerce/>



Midstate Chamber of Commerce



@MidstateCoC



Midstate Chamber of Commerce

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. Ph: 203.235.7901 Fx: 203.686.0172 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

“MOORE” UPDATES FROM THE PRESIDENT!



Séan W. Moore

WE HAVE A SOLUTION TO A TIGHT JOB MARKET

You can find the talent that you need at the Job Fair at Westfield Mall on October 25, 2018.

We have 25 employers and resources already registered with 3 weeks to go! (Our June Job Fair had 25 so we're way ahead.) It will be an awesome location and we will be doing extra outreach to get the job seekers to the event. (Last fair we had more than 300 registered job seekers!) This is a regional job fair with a variety of employers from all over central Connecticut and beyond. Some may be seasonal positions but we anticipate that most will be long-term full-time positions.

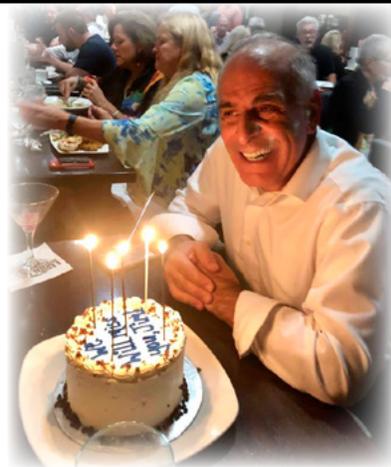


There is always room to participate as an Employer or a Resource so call the Chamber today for details. You can also visit www.midstatechamber.com/meriden-career-fair to see who else is looking for workers.

Job Seekers can pre-register at <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efpodyr8b182ecaa&oseq=&c=&ch=>

FAREWELL TO JIM IERONIMO

It with the sincerest gratitude and thanks that we recognize Jim Ieronimo upon his retirement from the past 12 years as Executive Director of the United Way of Meriden and Wallingford. At the United Way, Jim brought focus, direction, foresight and a unification of all of the agencies and donors of Meriden and Wallingford.



Prior to the United Way, Jim was with the Meriden Board of Education in the Adult and Continuing Ed division. With this work experience, Jim brought a broad perspective to the Midstate Chamber's Education Committee as Chairman for many years and to the Chamber's Board of Directors serving a term as well. We'd like to also thank Jim for his service to the Chamber.

Jim was also extremely active with the Workforce Alliance, our 35 town regional workforce development board, as a Board Member, Executive Committee Member and chairman of the Youth Council. From early learning through school systems and through workforce training, Jim was a strong advocate for business education and training. Thanks Jim.

And for some of us, Jim was our English teacher way back in high school. Through Jim, we understood that words matter. Jim has always been and remains an outstanding communicator. Jim often spoke of ONE United Way Community. When Jim speaks of the ONE United Way Community of Meriden and Wallingford, he is making a broad statement that we can do significantly more together. And he and we have demonstrated that over the 12 years that Jim served as Executive Director.

We wish Jim all the best in his future bi-coastal plans and hope he comes by to visit with us often.



CEDF “SMALL BUSINESS AS USUAL” PODCAST WITH CHAMBER PRESIDENT

Fred Welk of the Community Economic Development Fund (CEDF) is continuing his monthly podcast series about the art of operating small enterprises and the issues faced by the owners with an episode on Effective Networking with Chamber President Sean Moore. This series has been especially valuable to business owners who can't generally attend educational programs during a “normal” work day. You can click on at anytime and get valuable business tips. The direct link to the CEDF Networking podcast is <https://www.cedf.com/chalkboard/small-business-as-usual-episode-18-8> but be sure to click on any of the other episodes as well.



**Call 203.235.7901 to REGISTER NOW
Share - OPEN TO ALL!!!!**

Business Smart Toolkit



U.S. Small Business
Administration

**AVOID PITFALLS IN BUSINESS:
ENTREPRENEURSHIP IN 3 EASY STEPS:
READY, SET, GO!**



WHEN: **Wednesdays: October 17, 24 & November 7, 2018**
3 Sessions from 5:30PM to 7:30PM

LOCATION: **Midstate Chamber of Commerce**
546 South Broad St., Suite 2C
Meriden, CT 06450



RSVP: info@midstatechamber.com

FEE: **\$30 for all 3 sessions includes materials and refreshments**

This workshop series lays the groundwork for helping new and aspiring entrepreneurs launch a business idea and understand the steps to building a business that is credit ready and ready for success. The information is laid out simply in three modules. Come to all three or attend the one that fits your needs. The three modules focus on:



10/17 - READY: Basics of Business Startup

(Covers what you need to consider and prepare for in the early stages - Gain a basic understanding of the key steps to getting your business off the ground)



10/24 - SET: Essentials of becoming credit-ready

(Learn about various financing options and what banks look for when lending money)



11/7 - GO: How and where to find additional small business support and educational resources.

(Learn about the local resources available to assist you in starting and growing a small business)

(5:30-6:00pm: Arrival / Refreshments; Program: 6:00-7:30pm)

Please REGISTER IN ADVANCE for this program:

Call the Chamber: 203-235-7901, email: info@midstatechamber.com

Payment in advance is required: Checks payable to Midstate Chamber of Commerce,
Cash, or Credit Card (AX, VI, MC, Discover)

Name: _____ Phone: _____ Email: _____

CLICK FLYER to REGISTER NOW

**Grand Opening
Business After Hours
Ribbon Cutting**

**Tuesday, October 23rd | 5-7 pm
Downtown Coffee Shop
33 West Main St., Meriden**

**Business
After Hours**



ALL are invited to this celebration. Enjoy tasty samples while mingling with the owner and fellow chamber members. The Ribbon Cutting ceremony will take place by 5:30 pm followed by more networking and refreshments until 7 pm.

For more information or to RSVP, please call the Chamber at 203.235.7901
info@midstatechamber.com



"BACK TO BASICS" FOR BUSINESS

Since the beginning of time, successful businesses thrive with the basics of Promotion | Education | Leadership | Networking & we've never lost sight of that. Check Us Out ... Try Us Out:

Now - 10/31: 15% off Ads that Get you Noticed in Insight Magazine & Chamber Website

- 10/11: SCORE Free Confidential Business Coaching
- 10/18: State Races Candidate Forum with Midstate Chamber, RJ Media Group | 6pm
- 10/23: Mingling & Ribbon Cutting: Downtown Coffee Shop | 5-7p
- 10/25: Public Safety Awards (noon) & Job Fair (1:30-4p) at Westfield Meriden Mall
- 10/26: Breakfast Club Celebrates Hispanic Heritage | 8 - 9:30 at Il Monticello

Questions? | Register for a Program or Event!

Call the Friendly Team at the Midstate Chamber of Commerce: 203.235.7901

If you are doing business in the Central CT region, you'll want to join us because from January to December you'll be glad to be a Midstate Chamber member!



STAND OUT in the MAGAZINE & NEW WEB SITE! (pg 1 of 2)



LAST CALL!

DEADLINE IS 10/31/18 for ADS

With rates this low, you can't afford NOT to GET IN!!!



Midstate Chamber of Commerce

Not 1 ... Not 2 ... But 3 Ways to SHOWCASE YOUR BUSINESS:

- 1. Web Ad on our NEW mobile-enabled website**
- 2. Print Ad in the "MOST-USED" Guide in the Area**
- 3. OH, by the way, you can get both for UNDER \$500 (that's for a whole year ~ not a month) - and save 10%**

Option 1: Website Digital Ad Only

Option 2: InSight Magazine Print Ad Only

TOP REASONS TO BE ON MIDSTATECHAMBER.COM:

- * Its **NEW UPGRADES** make it mobile-friendly for Residents, Visitors & Those Doing Business in the Region
- * **Current ads average 9,000 VIEWS / MONTH** - driving MORE TRAFFIC to YOUR site!
- * Increase **YOUR VISIBILITY** on the web & **GET Your FAIR SHARE** of the Internet Market
- * Your Ad **CAN be CHANGED** seasonally/monthly

TOP REASONS TO BE IN THE MAGAZINE:

- * It's **THE GO-TO Resource** for Residents, Visitors & Those Doing Business in the Region
- * It's the Official **Who's Who Business Guide & Membership Directory** of the Midstate Chamber
- * **Full Color Ads - 5,000 Copies** (print & digital)
- * **Quick Reference Guide: Berlin | Meriden | Wallingford**
- * **Distributed in Relocation Packets | Community Events**

Example of Header & Footer:
Actually 600 pixels wide x 200 pixels high



Example of Homepage or Interior Page:
Actually 340 pixels wide x 340 pixels high



Be Creative! Split Your Print Ad Space.
Example: buy 1/2 page (6 panels) and have TWO 1/4 page ads in different areas of the magazine to maximize your presence in the publication.

**Option 3:
BOTH PRINT and WEB: SAVE 10%
See flip side and full registration form.**

**MAKE YOUR SELECTIONS ON THIS FORM AND REMIT ASAP TO
HOLD YOUR SPACE!**

Payment and ad copy deadline is 9/30/18

Option 1: Website Digital Ad

Indicate Choice Here:	Web Site	Pixel Size
	12 mos	
Interior Left Side*	1,150	340 wide x 340 tall
Homepage Feature*	950	340 wide x 340 tall
Header All Pages*	\$ 550	600 wide x 200 tall
Footer All Pages*	200	600 wide x 200 tall

* All website ads appear in rotation in the desired section

Option 2: Magazine Ad

Indicate Choice Here:	Number Panels	In Sight Mag Reg Rate
Single Panel	1	\$ 295
Double H or V	2	525
Quarter Page H	3	725
Third Page H or V	4	925
Half Page	6	1,275
Two Thirds Page	8	1,675
Full Page	12	2,475
Full Covers	12	2,995

Examples of Ad Size Layouts (with regular pricing) for 2019 InSight Magazine:

Double 5 x 2.5 \$ 525	Triple 7.5 x 2.5 \$ 725	Quad 2.5 x 7.5 \$ 925	Eight 5 x 10 \$ 1,675
Double 2.5 x 5 \$ 525	Six 7.5 x 5 \$ 1,275	Quad 5 x 5 \$ 925	
	Single 2.5 x 2.5 \$ 295		

Popular Examples when you combine and get 10% off both... *OR* Create your own COMBO!

Insight Magazine	Regular Price	Website Ads	Regular Price	Total	You Save 10%	You Pay Only
3 panel (1/4 pg) Ad	725	Header	550	1,275	128	1,148
2 Panel Ad	525	Footer	200	725	73	653
1 Panel Ad	295	Footer	200	495	50	446



***BEST VALUE* Option 3: BOTH PRINT and WEB: SAVE 10%**

Web Ad Total: \$ _____ + Print Ad Total: \$ _____ = SUBOTAL: \$ _____ 10% off _____ PAY: \$ _____

Please Indicate Print Ad Orientation (if applicable): ___ Horizontal ___ Vertical

YES! Reserve My Spot NOW! Mark your ad choice(s) above and complete this form ASAP to reserve your space. Payment and ad copy deadline is 10-31-18

Contact: _____ Company: _____

___ Check Enclosed ___ Bill Me: ___ Credit Card (AX, VI, MC, Discover)

Charge: _____ Exp. ___ Sec. Code _____ Zip _____

**Kindly remit this form to: Midstate Chamber of Commerce
546 So. Broad St., 2C | Meriden, CT 06450 | Ph: 203.235.7901 | Fx: 203.686.0172
info@midstatechamber.com | www.midstatechamber.com**

CLICK FLYER to REGISTER NOW



Record-Journal
myrecordjournal.com



Save the Date!

Wednesday, November 14, 2018, 5p – 7p

Record-Journal - 500 South Broad Street, Meriden, CT

Enjoy cocktails, heavy appetizers, gift bags, exciting prizes and more!



PRESENTED BY



JACKPOT

Win a 2-night Foxwoods Casino Getaway - a \$1,600 Value!

Win a \$5,000 Marketing Makeover from RJ Media Group!

Each guest please bring a non-perishable food item – to be donated to New Opportunities of Greater Meriden.

RSVP by October 10, 2018 by clicking this link: www.myrecordjournal.com/4chambers

PROUDLY SPONSORED BY



CLICK FLYER to REGISTER NOW

Looking to gain
control of your
health insurance
costs?



JOIN US for breakfast to learn how
Medical Insurance Coalition can be the
solution to rising healthcare costs.

WHEN 8:00AM, OCTOBER 23, 2018

WHERE FOUR POINTS BY SHERATON
275 RESEARCH PARKWAY
MERIDEN, CT 06450

COST FREE! EMPLOYERS WITH MORE
THAN 20 EMPLOYEES ARE WELCOME

PROGRAM WILL START AT 8:00AM, FOLLOWED BY Q & A

RSVP to the Midstate Chamber:
info@midstatechamber.com or 203.235.7901

Hosted by:



BONGIOVANNI
INSURANCE & FINANCIAL





Employers looking to hire can find the talent on
Thursday, October 25, 2018 at the
2018 Job, Employment and Career Fair
at Westfield Meriden Mall, 470 Lewis Ave., Meriden, CT

Our previous Job Fair in June 2018 was amazingly **SUCCESSFUL** and attracted **over 300 registered job seekers** with a variety of talents. All exhibiting employers were very pleased and now we're hosting a pre-holiday and pre-New Year job fair at Westfield Meriden Mall. Start 2019 off right with the human resources that your company requires.

This event is also happening on the same day as the 2019 Public Safety Awards program at the mall so there should be additional persons of interest on site as well. The Award program runs from Noon until 1:00 p.m.



Westfield Meriden Mall will be transformed into an employment networking space from 1:30 p.m. through 4:00 p.m. and feature 25 employers or more.

The job fair is co-hosted by Workforce Alliance, the American Job Center, the Midstate Chamber of Commerce, Westfield Property Group Meriden and the Record-Journal Media Group.

This is one of a series of job fairs held in South Central Connecticut to bring together jobseekers and employers in the region. Workforce Alliance runs four American Job Centers in New Haven and Middlesex Counties...including the one right at 85 West Main St., Meriden CT.

Jobseekers can get more information at the American Job Centers in Meriden, New Haven, Middletown or Hamden, or visit www.workforcealliance.biz/business-services/recruiting-hiring.

Additional Employer and Job Seeker resources will be onsite during the Job Fair including the Business Services Unit of the Workforce Alliance and a photographer to take LinkedIn profile photos.

Employers can register through the Midstate Chamber of Commerce at (203) 235-7901, email info@midstatechamber.com or contact the Workforce Alliance at (203) 867-4030 x 254.



Employers can also visit <http://www.midstatechamber.com/meriden-career-fair/> for more details and to see which other businesses are participating!

SAVE THE DATE OF OCTOBER 25, 2018 and REGISTER TODAY!





Application for the
2018 Job, Employment and Career Fair
 on Thursday, October 25, 2018 from 1:30 p.m. until 4:00 p.m. at
 Westfield Meriden Mall, 470 Lewis Ave., Meriden, CT 06451

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 payment to reserve your space. 2. Your Vendor Packet with specific on-site and day-of details will be sent prior to the event. 3. Employers may feel free to contact the Chamber at 203.235.7901 or info@midstatechamber.com with any pre-event questions.			

Choose your option

- Employer Program Sponsor
Includes logo on website and all signage
- Chamber Member Employer Exhibitor
- Non-Member Employer Exhibitor

RATES

- \$500**
- \$300**
- \$350**

- Employer / Exhibitor Arrival and Setup starts at 10:30 a.m.
- Registration includes 2 Lunch vouchers per Exhibitor (Additional at \$15) in the Community Room
- A Community Wide Public Safety Award Program starts at Noon.
- **Job Fair hours of operation from 1:30 p.m. until 4:00 p.m.**
- Vendor Reception in the Community Room follows at 4:00 p.m.

All booths will be 8' (Deep) x 8' (Wide) with: 3' High Flameproof Draped Side Rails, 6' Skirted Display Table, 3' flameproof Back, 2 chairs, Exhibitor ID Signage. Additional items may be contracted through the pipe and drape vendor. Additional tables will be provided on site for Job Seekers to complete applications and other paperwork. Please note that this location is a very active shopping mall with limited electricity available on site.

Please select the Employment Sector(s) that best represents your Company or Jobs you will be filling:

- Healthcare,
- Manufacturing, Engineering and Research,
- Information Technology & Communications
- Banking, Finance & Insurance
- Trades, Transportation & Logistics
- Service Professionals: Retail, Hospitality, Food & Amusement
- Education & Social Services

Some Job seekers will be looking for you in advance of the Job Fair. Please provide your specific web page to direct job seekers to the employment section of your website:

Please return this reservation form with your payment 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 October 12, 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 or www.midstatechamber.com/Content/JobFair2018.asp for more details





NEW MEMBERS!

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!

Downtown Coffee Shop: 33 West Main Street ~ Meriden, CT 06451. The phone number is 203-237-0143. "Tina" Kuitima Dalipovski is the owner of the shop. Check out their facebook page: <https://www.facebook.com/downtowncoffeeshop33/>. The downtown eatery has a cozy atmosphere, friendly staff, terrific coffee, including seasonal flavors, soft drinks and a variety of sandwiches, wraps and paninis, soups and specials. They are open Monday - Friday from 7am - 5pm. AND, Saturday's and Sunday's from 8am - 2pm!

Stop in soon to welcome Tina and wish her the best. She invites everyone to a Midstate Chamber Business After Hours Grand Opening / Ribbon Cutting Celebration on Tuesday, October 23 from 5-7 pm where you can get a chance to sample some of her items. But don't wait, stop in before that!



Tuesday,
Oct. 23, 2018
5-7pm
[Click to RSVP](#)

SHARE the Membership Application with a friend in business. It's on the last page of this newsletter. To THANK YOU, we'll give you a FREE BANNER AD FOR 6 Months on our NEW WEBSITE!

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 for the most up-to-date listing of members in good standing!

- AT & T- External Affairs
- Automotive Core Recycling LLC
- Avanti Restaurant & Pizza
- B & L Financial Architets
- R.J. Carabetta & Company, PC
- Child Guidance Clinic For Central CT, Inc.
- Clean Homes by Valerie LLC
- Cornerstone Fence & Ornamental Gate LLC
- Country Flower Farms
- Dental Group of Meriden-Wallingford
- G.T. Silver City Tire Co., Inc.
- Gaylord Specialty Healthcare
- General Technology Group Inc.
- H & R Block
- Higher Movement, LLC
- Horton Insurance Services LLC
- Hunter's Ambulance Service, Inc.
- Ion Bank
- Jonal Laboratories Incorporated
- Juan M. Jose, D.D.S., P.C
- Kuhn Employment Opportunities, Inc.
- Little John's Moving & Storage, Inc.
- Luby, Olson P.C.
- Meriden Manufacturing Inc.
- Meriden Public Library
- Middlesex Community College
- MidState Radiology Associates, Inc.
- Mount Hebron Baptist Church
- Regency House of Wallingford, Inc.
- Roman Oil Co. Inc.
- Suzio Insurance Center, Inc.
- Suzio York Hill Companies
- Tuxis-Ohr's Fuel Inc.
- Verdolini's Transmission Service, Inc.
- Wallingford Buick GMC

Members Use Members!

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



UPCOMING OCTOBER 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! 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

HELP us *GROW IN 2018* INVITE Your Biz Neighbors to JOIN the Midstate Chamber! Earn Chamber BUCKS for you & your biz. 203.235.7901

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 your knowledge, the connections you will make and more!



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



And, LIKE us on
FACEBOOK and
FOLLOW us on
TWITTER:
[@MidstateCoC](https://twitter.com/MidstateCoC)



- C** Sat, Oct 6 | 8:00 am: Meriden Farmers' Market held at Meriden Green EVERY SATURDAY!
- C** Sat, Oct 6 | 10:00 am: Groovy Tie Dye Event held at Lufberry Park, 10 Cheshire Road – Wallingford
- C** Sat, Oct. 7- Sun, Oct. 7 | 11:00 am: CELEBRATE Wallingford – visit <http://www.celebratewallingford.com/index.php>
- C** Sat, Oct 6 | 12:00 pm: Local and Northeast Authors Meet and Greet Book Signing held at HUBCAP Wallingford
- C** Tue, Oct 9 | 6:30 pm: AAC Recovery Allies Group! held at Middlesex Community College, ROOM 808A
- M** Thu, Oct 11 | 9:00 am: **SCORE - Counseling Sessions for Businesses** held at Chamber of Commerce. 203.235.7901
- M** Fri, Oct 12 | 8:00 am: Coalition on Housing & Homelessness Presents 2018 Candidates Breakfast at Meriden Public Library
- C** Sat, Oct 13 | 2018 Eversource Hartford Marathon!
- C** Sat, Oct 13 | 9:00 am: ARC Run 2018 held at The ARC
- C** Sat, Oct 13 | 12:00 pm: 94th ANNUAL FALL ART SHOW OPENING at Gallery 53 held at Gallery 53
- M** Tue, Oct 16 | 8:15 am: REALTOR BREAKFAST: OPIOIDS 101, Meriden Dept. of Health & Human Svcs., 2nd floor - see flyer
- M** Wed, Oct 17 | 5:30 pm: **Session 1: "Ready, Set, Go!" Small Business / Entrepreneurship Workshop** Series at Midstate Chamber of Commerce - see flyer - OPEN TO ALL!
- M** Thu, Oct 18 | 6:00 pm: **State Races Candidate Debate** held at Washington Middle School - see flyer!
- C** Fri, Oct 19 | 7:00 pm: Meet the REAL Ghostbusters! The Library Wine Bar & Bistro; \$30pp - call 203-774-5002.
- C** Sat, Oct 20 | 9:00 am: Airport Fly-In Festival held at Meriden Markham Municipal Airport - FUN, FREE community event!
- C** Sun, Oct 21 | 10:00 am: 1st Annual Gala Breakfast & Silent Art Auction & Raffle held at MASONICARE ASHLAR ASHLAR VILLAGE
- M** Tue, Oct 23 | 8:00 am: **Take Control of Health Insurance Costs** Bongiovanni Ins. & Fin. Four Points by Sheraton. See inside!
- M** Tue, Oct 23 | 5:00 pm: **Business After Hours & Ribbon Cutting at Downtown Coffee Shop!** See info inside!
- C** Tue, Oct 23 | 6:30 pm: AAC Recovery Allies Group! held at Middlesex Community College, ROOM 808A
- M** Wed, Oct 24 | 5:30 pm: **Session 2: "Ready, Set, Go!" Small Business / Entrepreneurship Workshop** Series at Chamber
- M** Thu, Oct 25 | 12:00 pm: Meriden Public Safety Awards Program held at Westfield Meriden Mall Center Court
- M** Thu, Oct 25 | 1:30 pm: ATTENTION JOB SEEKERS - Come to the Job Fair at the Westfield Meriden Mall - all industries!
- M** Fri, Oct 26 | 8:00 am: **Chamber Breakfast Celebrates Hispanic Heritage** at Il Monticello - see flyer!
- C** Sat, Oct 27 | 8:30 am: TriCircle, Inc. Symposium for Guardians & Loved Ones Impacted by Addiction held at Brooker Building at Gaylord Specialty Healthcare
- C** Sat, Oct 27 | 9:00 am: FIRST ANNUAL TECH-O-TREAT held at H. C. Wilcox Technical High School, Oregon Rd, Meriden
- C** Mon, Oct 29 | 4:00 pm: The Assisted Technology Training Center of CT Open House, 290 Pratt St., Meriden



Find business resources at: www.midstatechamber.com

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>

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MEDIA THAT MOVES YOUR BUSINESS FORWARD >>

There is SO MUCH GOOD NEWS TO SHARE, and we recognize how valuable your time is ... so we are introducing an abbreviated news section with catchy headlines and you can click for more details on the items ... and/or click this link for all of the current news submitted from Midstate Chamber members:
<https://www.midstatechamber.com/News/newsbydate.asp>

ASG Information Technologies: The #1 threat to your security is YOU! And your employees. Like it or not, human beings are our own worst enemies online, inviting hackers, viruses, data breaches, data loss, etc., through the seemingly innocent actions taken every day online. In most cases, this is done without malicious intent - but if you as a manager or owner aren't monitoring what websites your employees are visiting, what files they're sending and receiving, and even what they're posting in company e-mail, you could be opening yourself up to a world of hurt. [Read More...](#)



Bongiovanni Insurance and Financial is excited to welcome Nikki Bongiovanni Grillo as our Corporate Health and Wellness Coordinator. With the growing trends in health care and the increased focus of wellness in the workplace, it was the perfect time to expand and provide more health and wellness support for our clients. Nikki is spear heading the department and taking on the initiative to improve the health of current and future clients. She will be working directly with employers to customize programs to best fit their needs, improve the lives of their employees, and improve the cost of insurance. Nikki is a former Olympic level gymnast who spent several years on the US National Gymnastics Team and went on to finish her career as an NCAA division I scholarship athlete at the Pennsylvania State University. For over a decade, Nikki has dedicated herself to changing the lives of hundreds through her expertise in personal training, nutritional coaching, and mind set development. Nikki is a top ranked competitive Fitness Professional and the runner up Ms. Fitness Universe. She has utilized her experiences as an elite athlete and coach to help guide others to overcome fears, believe in themselves, and design balanced, healthy lifestyles. We are so excited to add Nikki's expertise and guidance to our list of services for our clients



Connex Credit Union - Take your savings to the next level with Connex Credit Union's 24-month CD Special, where you can earn 3.05% APY* on your nest egg. So don't just save for the future. Grow it! Open your CD at any branch or call 1-800-CR-UNION. Must apply by October 31, 2018. Limited to new funds only, please. The local branch in Meriden is located at 533 S. Broad Street. Please visit connexcu.org for details, terms and conditions. Please visit connexcu.org for terms and conditions. *APY = Annual Percentage Yield.



Diversified Physical Therapy LLC - Crystal Bowl Meditation- Friday October 5th at 5:30pm. Join Michelle for an hour of meditation and relaxation. This month we will be focusing on entering a deep state of relaxation. The soothing tones of crystal bowls help you get into a deep state of relaxation. There are many benefits of meditation. Call or email to register: \$20 with registration, \$15 if you bring a new friend and \$25 at the door. Call 203-630-3939 for more information. If you would like to come to all the meditations in the series from September to June (10 sessions, once per month) you can pay \$125 and attend all! Weekly ongoing classes: Core Stability - Mondays at 6:15pm. | InnerGarden Yoga- Wednesdays at 7pm. | Therapeutic Massage | 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. DPT Mart- We have a variety of items for sale including Biofreeze, microwave hot packs, theraband, foam rollers, exercise balls, Squatty Potty, stretching straps, Slippery Stuff and more! Stop in to DPT and check out our supplies. Our prices are better than on Amazon! "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>

Seasons Federal Credit Union - Meriden | Hundreds of children at Connecticut Children's Medical Center



will receive toys through the year thanks to Seasons FCU. Seasons FCU members and employees donated hundreds of toys after hearing in the news the supply of toys given to patients is running low. During the month of August, Seasons FCU was able to fulfill this need with a successful membership toy drive. Members were invited to drop off new toys and games in the branch. Donated items will be used throughout the year as gifts to individual patients in various age groups. At the hospital, they give kids new toys to help them with the recovery process after surgery or a medical procedure. "We believe in the importance of giving back to the tremendous communities we serve," said Keith Wiemert, President/CEO of Seasons Federal Credit Union. "We are extremely grateful for the generosity, efforts and contributions from both our members and our employees to help patients and their families at Connecticut Children's Medical Center. It's a true demonstration of people working together as a community."

TriCircle, Inc. - 2nd Friday of Every Month - Monthly Setback Tournament - Center Street Luncheonette, 18 Center Street, Wallingford, CT 06492.



Doors open at 5:00pm, first game starts at 6:30pm. Proceeds go toward supporting TriCircle, Inc. Hope & Support Groups. \$20.00 buy-in. Food and beverages will be available for purchase. Q's? Contact Ana: (203) 213-0329 or ana@tricircleinc.com.

Horace C. Wilcox Technical High School - Fellow Chamber member, Wilcox Tech was recently featured on a new segment on WTNH Channel 8, "What's Right With Schools." The segment featured the Culinary Program at Wilcox Tech and the Silver City Bistro! Check out this link to see what our students and future leaders are up to: <http://www.wtnh.com/on-air/whats-right-with-schools/what-s-right-with-schools-culinary-curriculum-at-h-c-wilcox-technical/1461998334>



The Silver City Bistro, located inside Wilcox Tech on Oregon Rd., Meriden is open to the public daily. It opens at 10:45 a.m. and orders must be placed by noon. The Bistro is open until 12:30 p.m. The telephone number is 203-317-5887.

APPLE REHAB COCCOMO
Family *Fall* FESTIVAL
10-3 pm

6 MUSIC • ICE CREAM TRUCK • FACE PAINTING • FOOD CRAFTERS • COLORING CONTEST • WHITE ELEPHANT TABLE
APPLE REHAB COCCOMO
33 CONE AVENUE PUBLIC WELCOME
COME JOIN THE FUN WITH THE KIDS

APPLE REHAB CoccoMo



Midstate Chamber of Commerce Member Appreciation Day

Event Date: 10/17/2018
Event Time: 12:00am to 6:00pm

- Free phone check-ups
- Business and Employee Plan Reviews
- Networking with local businesses
- Find out about business discounts

Visit your local AT&T retail location today!

At&t Meriden Mall
470 Lewis Ave • Meriden
Phone: 203-235-0313



Find it all at: www.midstatechamber.com

10 Year Anniversary Series!

Pascarella Accounting Group, LLC - Outsourcing makes sense when it saves you money, saves you time, or provides expertise you lack. Outsourcing payroll hits all three of those criteria for many business owners. Payroll is one function most business owners are happy to outsource or hire someone else to handle. Unless you're a bookkeeper or accountant, you probably didn't start your business because you like cutting paychecks and filing payroll taxes.



Managing your payroll is complicated, time consuming, and the penalties for paying taxes late or making filing mistakes are harsh. It involves a lot more than just writing out a few checks. There are deductions for retirement plans, benefits, and garnishments to manage. There is withholding for federal, state, and local taxes. There are forms to file and payments to make according to strict deadlines. There are monthly, quarterly, and year-end reports to file. W2s and 1099s have to be distributed to employees and contractors.

Every hour you spend administering your payroll is one less hour you can spend on activities that generate revenue. For that reason, outsourcing functions like payroll that aren't part of your core business is often a smart move, but it isn't always so cut and dried. You have to figure out how much it will cost you to outsource or hire someone and whether the cost is worth it in terms of time, money, and aggravation saved. However, you need to do your homework before you decide which payroll provider will work for you. One of the most frequent complaints about the big payroll providers is poor customer service.

If you're expecting immediate support whenever you have a question, you might be in for a let-down. Customers often complain about waiting on hold and slow turnaround times on support requests. Personal service, such as a dedicated account rep familiar with your account, is not likely either. These are not small local outfits you can call anytime or visit to go over your questions in person.

So, before you choose a payroll provider, give us a call and we will answer any questions you might have. One thing is for sure: we enjoy talking to our clients and provide an outstanding service, so, you will never have to wait "in line" and if your call is missed, it will be returned within minutes. That's our promise!

Antonio Pascarella, MBA, Enrolled Agent, Notary Public - Principal of Pascarella Accounting Group, LLC - CEO of PAG Payroll Solutions, LLC - 48 South Broad Terrace, Meriden, CT 06450 - Phone: (203) 235-1341 | Fax: (203) 235-1342 - apascarella@apaccountinggroup.com

Penrose Properties, LLC - Chamber representatives recently had a tour of Meriden's newest apartment building called "Meriden Commons" at 161 State Street and it is absolutely beautiful. Meriden Commons (MC), featuring both affordable and market rate units, is currently offering a preferred employer incentive program by offering employees \$100 off their first month's rent. MC would like to add local companies that are members of the Midstate Chamber of Commerce to their list of preferred partners! MC is striving to service more Meriden locals within the area. If you are interested, email Angela Holley, Penrose Properties Leasing Agent, at aholley@pennrose.com or call the Meriden Commons leasing office at (203)-443-1313.



Thompson Chocolate - Meriden's own Thompson Chocolate's Retail Store located at 80 South Vine Street, Meriden is open Mon-Fri 9 a.m. - 4 p.m.



Rising health benefit costs continue to cause employers and their advisors to search for new plan solutions. **Pequot Health Care** has the solution to help employers deliver affordable health benefits without forgoing the health and wellness of their employees.

Kathy Kukowski, Senior Account Executive
Telephone Number: 860-396-2058
Email: KKukowski@prxn.com



CLICK TO REGISTER NOW



Thanks to Our Sponsors:



The Breakfast Club Celebrates...

Hispanic Heritage



Friday, October 26, 2018
8:00 a.m. to 9:30 a.m.
Il Monticello
577 South Broad St., Meriden



Karla Medina

The Midstate Chamber HOLA (Hispanic Outreach Leaders in Action) Committee invites the entire membership to join us in celebrating Hispanic Heritage month. Be **INSPIRED** by special guest speaker, **Karla Medina**. Karla is an entrepreneur, fitness guru, veteran, retired police sergeant, motivational speaker and more!



Also, Shining Star Awards will be presented to:
Rosie Agudo, Chrysalis Domestic Violence Services
Anabel Beltran Roman, Casa Boriqua
Danny Torres, Retired Meriden Firefighter



Program Format:
8:00 - 8:45: Arrival, Registration, Full Buffet Breakfast, Networking
8:45 - 9:00: Chamber announcements, recognition, awards
9:00 - 9:30: Presentation by Karla Medina, including Q&A

Company Name:

Name: _____

E-Mail: _____

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) _____

3 digit code: _____ Card Zip Code _____ Exp. _____

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
Oct. 16, 2017**



3 Colony Street, Suite 301, Meriden, CT 06451 Ph: 203.235.7901
Fx: 203.686.0172 info@midstatechamber.com
www.midstatechamber.com





The Breakfast Club Celebrates...

Sponsorship Options
For Every Business, Any Budget!

Bronze	Silver	Gold	Platinum Exclusive One Per Event
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	11 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	Up to 1 minute "commercial" at podium
			Introduction of Guest Speaker
			LOGO on pre-event promotional materials
			Banner displayed in hall at event
			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



PROMOTION



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LEADERSHIP



NETWORKING

NOW is PRIME TIME
to JOIN Midstate Chamber of Commerce.
Kindly SHARE this APPLICATION
with your business associates!
When they join YOU will get a
\$35 chamber credit!

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 501c(6) are not a charitable tax deduction. The organization serves as an advocate for and promotes its member businesses.

Join us for a lively discussion of the issues facing the state and our city.



Meriden State House and Senate Candidate Forum

When: **Thursday, Oct. 18, 2018 at 6 p.m.**

Where: **Washington Middle School, 1225 North Broad St., Meriden**

Details: Invited are all candidates in contested Meriden House and Senate races (82nd, 83rd House, 13th Senate).



SUGGEST A QUESTION!

Submit your questions by commenting on the [Record-Journal Facebook event page](#) or by sending an email to questions@record-journal.com

NOT ABLE TO MAKE IT?

Watch for the full video on Myrecordjournal.com beginning October 19

Record-Journal Local & State Editor **Mike Savino** will moderate with questions from R-J and Midstate chamber panelists as well as the public.

Sponsored by the Record-Journal & Midstate Chamber of Commerce



REALTOR BREAKFAST: OPIOIDS 101



**OCTOBER 16, 2018
8:15AM TO 9:15AM**

Theft of prescription drugs during open houses is on the rise. Make sure your clients are armed with the information they need to protect themselves.

Come learn how you can be a partner with local public health, prevention groups, First Responders and others to address the opioid epidemic. We will give you an overview of the current opioid crisis, give tips on what you can do as a Realtor, and provide you with resources to give to your clients.

This meeting is hosted by the Meriden Department of Health and Human Services and the Meriden Healthy Youth Coalition.



Save the Date

How can you partner with Public Health?

MERIDEN DEPARTMENT OF HEALTH AND HUMAN SERVICES
165 Miller Street
2nd Floor Teen Room
Meriden, CT 06450

Parking available across the street or in lot next to Clinic entrance.

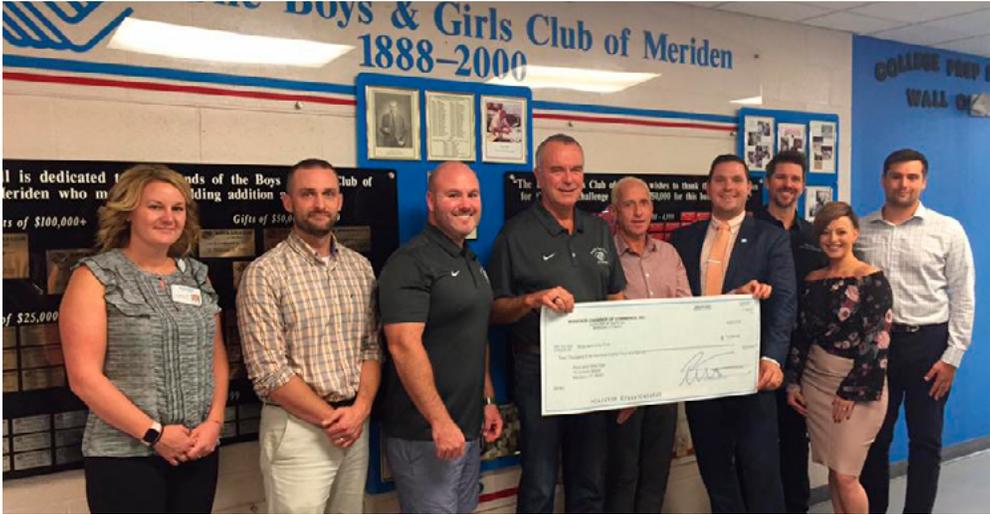
A light breakfast and coffee will be served.

RSVP to Lea at lcrown@meridenct.gov or call 203-630-4221 by Friday, October 12, 2018

An agenda will be sent out prior to the meeting.

Please share with your co-workers!

MANY THANKS to our MINI Golf Tourney Sponsors!

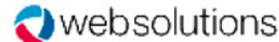


10th Annual Mini Golf Tournament | 8-15-18
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