

## NEW MEMBER REFERRAL PROGRAM

The Chamber has launched another new initiative: The New Member Referral Program.

Any member of the Chamber who recruits and signs up a new member will receive a \$50 Visa or MasterCard gift card.

It's simple: invite individuals, businesses or organizations, who are not Chamber members (or lapsed for a year or more) to become a member. Encourage them. Let them know how membership has worked for you and your business.

When we receive their application and payment, you receive your gift card with our thanks.

Visit our website at [nwtchamberofcommerce.org/membership/new-member-referral-program](http://nwtchamberofcommerce.org/membership/new-member-referral-program) and download our membership application.

As an added incentive, we have a New Member Bonus Package worth \$1,240 in benefits available to companies who join before October 31st. Visit our website's home page and click on the photo at the top to get all of the details.

Who couldn't use an extra \$50? And, who doesn't want to share the benefits of membership with their colleagues?

### **Our Members Tell it Best!**

*"The Chamber offers more opportunities to learn or make contacts than I can take advantage of, so I participate when I can. It's gratifying to connect with business people who help each other and work together to support our area."*

*- Alan Colavecchio, Colavecchio Design, Inc.*

*"I was new to the area 18 years ago, joined the Chamber and have never looked back. Making connections, collaborating with peers, being a part of an organization that connects us all. Growing business is all about relationships and referrals. There is something for everyone! Membership...you'll get out of it what you put in!"*

*- Joyce Muse, Photo Arts Printing Company*

*"I hadn't lived in Connecticut since before college, so when I opened Pursue the Clues, I knew I had to get better acquainted with Torrington and the northwest corner of the state in general, but especially the business community. I joined the Chamber to not only meet other members and get to know their businesses, but to get involved and ensure my business was deeply rooted in the community right from the start."*

*- Vince Laliberte, Pursue the Clues*

## 2017 ECONOMIC SUMMIT

Northwest Connecticut Chamber of Commerce's 2017 Economic Summit will be held on Tuesday, November 2nd at 7:30 a.m. at the Torrington Country Club. The keynote speaker is Mr. Donald Klepper-Smith of DataCore Partners, LLC.

Don has been an a professional economist for 30 years and served as Chairman of Governor Rell's Economic Advisory Council from 2007 to 2010 and as an Economic Advisor during the Weicker Administration. Prior to his work for the state, Don served as Corporate Economist for Southern New England Telephone from 1982 to 1996. He has also served as President of both the Economic Club of Connecticut and the Hartford Area Business Economists, two organizations which explore economic issues of importance to the State with a focus on business, government and education. Don is a long-time observer of the region's economy, and is regularly quoted by various media sources on his perspective and insights on the domestic and Connecticut economies including as a frequent commentator on WTNH Television in New Haven. He is a professional researcher, developing and directing strategic planning initiatives for his clients.

Don will share his wealth of knowledge, provide an outlook for the state and country's economy and answer questions at this year's Economic Summit. His appearance at the Summit is made possible through an Employer Services Grant from the Northwest Regional Workforce Investment Board. A full breakfast will be served at the Summit. Reservations are required and can be made at [nwtchamberofcommerce.org/calendar](http://nwtchamberofcommerce.org/calendar). Tickets are \$30 per person. Call the Chamber with any questions you may have, 860-482-6586.

*From the Chamber  
President & CEO*  
**JOANN RYAN**



It does not seem possible that it's October and the year is flying by at a rapid pace. Since our re-branding under the capable leadership of staff and volunteers, we are witnessing some exciting changes that we hope you, too, recognize. The emphasis has been on the benefits created and directed toward you. Business with Breakfast, Learn at Lunch, Restaurant in the Spotlight, Member-to-Member Workshops, SCORE Workshops, the Manufacturer's Council and Health Council just to name a few have been very well received. Of course, you supported "Over the Edge", the Torrington House Tour and WOW and for that we are most grateful.

There's no stopping us now! We are currently conducting the "Join the Chamber Now" campaign offering a very special bonus package for new members. They will be recognized in radio advertising on WZBG, 1/2 price advertising in the Republican-American, 30% discount advertising on KBJB Radio, free ads in the Chamber newsletter, free banner on the Chamber's website plus some other features with a value of \$1,240. The campaign is being conducted electronically and sent to previous members, new businesses and those who have not yet joined us.

Here's where you enter the picture. Did you know that if you bring in a new member, you receive a \$50 gift card? I am sure you do business with someone who has not yet realized the value of Chamber membership. There is material at the office that makes it easy to describe the benefits of supporting the Chamber. Your help in adding to our membership roster will help us fulfill our mission of promoting economic growth while enhancing the quality of life in Northwest Connecticut.

We are also reintroducing the Member Discount Program (formerly known as Steals & Deals) which will help you and your employees. In hopes of supporting Local Business, it is our goal to drive customers to your business by encouraging members to offer a special discount to potential clients. If you are interested in getting in on the excitement with inclusion in this program, please let us know.

Thank you.

It's going to be a great fall! Join us!

*Welcome*  
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Donna Robideau

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860-618-7370 • [keystoneplaceatnewburybrook.com](http://keystoneplaceatnewburybrook.com)

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[nwctchamberofcommerce.org](http://nwctchamberofcommerce.org)

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**JoAnn Ryan**, President & CEO • [joann@nwctchamberofcommerce.org](mailto:joann@nwctchamberofcommerce.org)

**Anita Rosa**, VP Finance/Operations • [anita@nwctchamberofcommerce.org](mailto:anita@nwctchamberofcommerce.org)

**Lauren Zordan**, VP Programs/Events

[lauren@nwctchamberofcommerce.org](mailto:lauren@nwctchamberofcommerce.org)

**Pamela LaRosa**, Director, One-Stop Workforce Operations

[pam@nwctchamberofcommerce.org](mailto:pam@nwctchamberofcommerce.org)

# WHAT'S BEEN HAPPENING AT NORTHWEST CONNECTICUT'S CHAMBER

## Leadership Northwest

The Orientation for the 2017-2018 Leadership Northwest class was held on September 20<sup>th</sup> at Black Rock Tavern in Thomaston. The 15 class participants and their employers attended the orientation where they were given a chance to network with each other, learn more about the Leadership program and class guidelines, and heard from keynote speaker, past Leadership graduate and President of Giordano Signs and Graphics, Paul Gibson.

The participants in this year class are: John Anderson, Arconic Power & Propulsion; Aimee Browning, Thomaston Savings Bank; Ashley Corsetti, Torrington Savings Bank; Cathy Dean, Charlotte Hungerford Hospital; Mackenzie DiMichele, Litchfield Bancorp; Sophia Dziedzic, Torrington Savings Bank; Kristin Gagnon, National Iron Bank; Gloria LaChance, BD; Joceline Levesque, Collinsville Savings Society; Sara Osborne, McCall Center for Behavioral Health; Rosa Pagano, Charlotte Hungerford Hospital; Randy Rivera, Arconic Power & Propulsion; Gabriel Sousa, Thomaston Savings Bank; Trina Thompson, Charlotte Hungerford Hospital; and Andrew Wetmore, Northwestern CT Community College.

The class will have their first full day session on October 18<sup>th</sup> at Chatterley's Banquet Facility. Deene Morris, Inspire Leadership, LLC, will lead the class in a day of self-discovery where they'll learn more about their personality and the personality types of their classmates. In her business, Deene works with individuals, teams and organizations as a catalyst for meaningful change. Her passion is to help people and teams get unstuck—moving beyond obstacles to achieve their greater potential. From senior management to front-line staff, Deene facilitates the behavioral practice of management and leadership development—and impart proven techniques and strategies to support sustained results. She works to help her clients achieve new levels of innovation, collaboration and problem solving, moving individuals and teams from resistance to resiliency and conflict to creative solutions.

Thank you Northwest Regional Workforce Investment Board for sponsoring this year's Leadership program.

## Over The Edge

Over 50 edgers rappelled 111 feet down Torrington Towers in support of the three partnering non-profits - Prime Time House, the Northwest

Connecticut Arts

Council, and the Northwest Connecticut Chamber Education Foundation on September 16<sup>th</sup>. The event raised over \$75,000 for the three organizations.



We would like to thank all of the edgers for their support and bravery. We would also like to thank our event sponsors: Sharon

Hospital, Health Quest, PAC Group LLC, O&G Industries, Crystal Rock Water, Charlotte Hungerford Hospital, FM 97.3 WZBG, Giordano Signs, CT Art Services, Republican American, and Litchfield Distillery. The event would not have been possible without the support of the Torrington Housing Authority.

Jeff Geddes (a.k.a. Spiderman) of Torrington Savings Bank, was the first "Edger" to raise \$5,000 and won a champagne scenic hot air balloon flight from Spirit Ballooning. Congratulations Jeff!



Since 2008, Over the Edge Global has helped non-profits raise more than \$45 million and put 25,000 fundraisers safely 'over the edge'. To learn more, visit <https://otecwe.com/nwct>.

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855 Sullivan Avenue, Unit C  
South Windsor, CT 06074

# COMING UP AT THE CHAMBER

## SCORE WORKSHOP: Accounting for the non-Accountant

Accounting provides us with a picture of the overall financial health and sustainability of our businesses. A savvy business owner must have a basic understanding of accounting in order to make the best decisions for the health and prosperity of their business. This seminar discusses what happens behind the scene when you enter a transaction into QuickBooks and what the final results actually mean. You will learn the basic vocabulary accountants use and how to understand your financial statement.

Learn about the role of accounting in all forms of business (large & small), basic accounting concepts, accrual vs. cash basis accounting, receivables and inventories, liability and equity, various uses of accounting information and more. Presented by Kristin Roberts of The Roberts Tax Group and sponsored by Northwest Connecticut SCORE, the Chamber and The Roberts Tax Group, this workshop will take place October 23rd from 8 to 10 a.m. at the Chamber. The workshop fee is \$25. Registration is required. Visit [nwtchamberofcommerce.org/calendar](http://nwtchamberofcommerce.org/calendar) to register.

## C-PACE FINANCING PROGRAM

C-PACE (Commercial Property Assessed Clean Energy) & the Connecticut Green Bank offer an innovative and affordable way for businesses, manufacturers and non-profits to pay for green energy updates. C-PACE financing covers 100% of project costs with no money down and is repaid as a long-term assessment on the property. C-PACE not only makes green energy accessible, it allows owners to immediately increase cash flow and improve their building's value. Through C-PACE financing, you can: take control of energy costs to save money and increase your bottom line; act with confidence knowing the Connecticut Green Bank is on your side; and, make your building more comfortable with upgrades that will make it more enjoyable and attractive for you, your employees, tenants and customers. For information, please visit [cpace.com](http://cpace.com).





**BUSINESS  
*with*  
BREAKFAST**

Join us at our morning roundtable discussion

## BUSINESS *with* BREAKFAST

Chamber members, bring your brochures and business cards along with any leads you would like to share.

**Tuesday, October 24th at 8:00 a.m.**

Hosted by  
**Toth Insurance**  
1151 East Main Street, Torrington

**TOTH INSURANCE**  
*Agency, LLC*

RSVP at [nwtchamberofcommerce.org/calendar](http://nwtchamberofcommerce.org/calendar) or call 860-482-6586.

See more of Coming Up at the Chamber on page 9.



# BUCKETS OF LOVE *for* TEXAS *and* FLORIDA



THANK YOU to everyone who donated cleaning supplies for the victims of the recent hurricanes! Over 12,000 items were collected and are on their way to help our fellow Americans clean up after the storms.

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860-435-2507 or 800-351-0873

## COMING UP AT THE CHAMBER Continued from page 5.

### SOCIAL MEDIA MARKETING WORKSHOP

Lance Leifert, CEO of Conquest, is following up his Learn at Lunch presentations with a breakfast workshop on Social Media Marketing. Join us at the Chamber on October 25th at 8:30 a.m. for the next workshop in the social media series. This workshop will provide an overview on marketing on social media and then focus on Facebook marketing. A light breakfast will be served. The fee is \$10 per person. Please RSVP online at [nwctchamberofcommerce.org/calendar](http://nwctchamberofcommerce.org/calendar) or call 860-482-6586.



**BUSINESS**  
*after*  
**HOURS**

Northwest Connecticut Chamber's premier network building event featuring opportunities to gain new contacts and build your lead base while enjoying delicious hors d'oeuvres and a tour of our host's facility.

### BUSINESS *after* HOURS



242 East Main Street, Thomaston

**Tuesday, October 18th, 5:00-7:00 p.m.**

RSVP on-line at [nwctchamberofcommerce.org/calendar](http://nwctchamberofcommerce.org/calendar) or call 860-482-6586.

### CHAMBER TRAVEL PROGRAM: Africa Info Session

The Chamber is pleased to partner with Central Holidays West to offer a South African Adventure & Safari from April 21 to 30, 2017.

Excite your inner adventurer in South Africa! Set out from Johannesburg for a safari in Kruger National Park, one of Africa's leading game sanctuaries that covers more than 7,700 square miles of land between the Crocodile River in the south and the Limpopo in the north. It also boasts the greatest species diversity in Africa with more than 140 resident mammal species, including the iconic Big Five (lion, elephant, leopard, buffalo and rhino). A 4x4 vehicle gives you nearly unlimited photo opportunities to snap pictures of zebra, wildebeest, giraffe, hippo, crocodile, wild dog and vast antelope herds.

Then explore the wine-producing region of the Cape Winelands, visit picturesque vineyard estates and sample some of the finest South African wines. Take a stroll through Stellenbosch, a charming vineyard village boasting splendidly preserved Cape Dutch and Georgian-Victorian architecture.

Next, discover scenic Cape Town. This once colonial settlement is one of the world's most picturesque tourist destinations and most beautiful cities. Snug between hilly mountains and pristine white beaches, Cape Town is often called the cosmopolitan hub of Africa.

Due to popular demand, a second information session will be held at the Chamber on October 23rd at 6 p.m. For more details on this and other Chamber sponsored trips, please visit the Chamber's Travel Program page at [nwctchamberofcommerce.org/events-programs/chamber-travel-program](http://nwctchamberofcommerce.org/events-programs/chamber-travel-program).



Member FDIC

# Listen, Learn, Leave

## Presentations

- ✓ Social Security Planning
- ✓ Medicare 101
- ✓ Retirement Planning

### Wednesday, October 18, 2017

Session 1: 12:30 pm      Session 2: 6:00 pm

The Licia & Mason Beekley Library  
10 Central Avenue, New Hartford, CT

Presenters

Djemal Araniti, CFP<sup>®</sup>, LPL Financial  
Daphne Roberson, CIC, CLTC  
Matthew B. Simpson, CRPC<sup>®</sup>, BlackRock

**Seating is limited. Reservation required. Please RSVP by Friday, October 13, 2017 to Susan Tyciensi at Northwest Community Bank, 860-379-7561**

This event is only for educational purposes and no plan specific benefits or details will be shared.

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Daphne L. Roberson, Roberson Tierney & Assoc., LLC, Matthew B. Simpson, BlackRock, Susan Tyciensi, and Northwest Community Bank are separate from LPL Financial.

Medicare Disclaimer "educational only and information regarding plans will not be available."

There is no assurance that the techniques and strategies discussed are suitable for all investors or will yield positive outcomes. The purchase of certain securities may be required to effect some of the strategies. Investing involves risks including possible loss of principal.



# WHAT'S BEEN HAPPENING AT NORTHWEST CONNECTICUT'S CHAMBER

Continued from page 3.

## WOW! Forum

The 13<sup>th</sup> annual WOW! Forum was held on October 6<sup>th</sup> at the Carole & Ray Neag Performing Arts Center at the Warner Theatre. Over 250 women attended the all-day professional development conference.

We would like to thank our wonderful emcee, Vanessa Williams, for keeping the day upbeat and exciting; and our esteemed speakers Linda McMahon, Tim Quinn, Jahana Hayes, Nancy Butler, Pam Pinto and Phyllis Webb for sharing their amazing stories.

The day would not have been possible without our very supportive sponsors:

- ◆ Premier Sponsor: TD Bank
- ◆ Speaker Sponsors: Chamber Insurance Trust, Conquest, Northwest Regional Workforce Investment Board, The Roberts Tax Group and The Warner Theatre
- ◆ Luncheon Sponsors: Anthem Blue Cross/Blue Shield, Arconic Power & Propulsion, BD and Charlotte Hungerford Hospital
- ◆ Reception Sponsors: Elevator Service Co., Inc., Northwest Community Bank, Republican American, Thomaston Savings Bank, Torrington Savings Bank and Union Savings Bank
- ◆ Friends of WOW: Hatfield & Co. Jewelers, The Lakeville Journal, Litchfield Woods Health Care Center and Vintech Management Services
- ◆ Supporters of WOW: Dom Piccini Productions, Lily and Vine Floral Design, Mount Claire Water and Prism Health Advocates

We had a great penny and silent auction this year made possible by tons of area businesses who donated items—thank you!

And most importantly, thank you to the fabulous group of women on our WOW! Forum Advisory Committee who have worked tirelessly over the last 11 months planning this year's event. This event takes many, many hours to organize and we couldn't do it without them. Our 2017 Advisory Committee includes: Sandi Conforti, Sarah Dziedzic, Lisa Ferris, Tia Haberern, Amy Jock, Bonnie Nadler, Pam Pinto, Donna Robideau, Melissa Root, Cathy Roscello, Darlene Sullivan and Debra Zavatkay.

If you're interested in joining our Advisory Committee for the 2018 event, contact Lauren Zordan at [lauren@nwctchamberofcommerce.org](mailto:lauren@nwctchamberofcommerce.org).

## Young Professionals

More than 25 Young Professionals from Litchfield County attended the Young Professionals Organization's event at Mad River Lofts on September 27<sup>th</sup>. The owner, Marty Goldin, explained the concept of Mad River Lofts and gave a tour of the facility.

Mad River Lofts is a place for Art, Innovation & Entrepreneurship. It is located at 10 Bridge Street, Winsted, Connecticut in a complex of two 19<sup>th</sup> century mill buildings containing approximately 100,000 square feet. Immediate occupancy is available.

Mad River Lofts has work spaces/offices for small business, professionals, artists, and artisans. There is a collaboration space for informal meetings, presentations or just hanging out shared by all tenants. Rent includes utilities (heat, a/c & electricity) and WiFi. Tenants are encouraged to share their expertise with other tenants.

They are currently leasing spaces in Building 2. Immediate occupancy is available. Building 2 contains 16 work spaces ranging in size from 400 square feet to 1,220 square feet. The work spaces combine the classic feel of an old mill (wood floors & ceilings, brick walls, large windows, high ceilings) with modern amenities (WiFi, central a/c, LED lighting, modern electric service). Many of the work spaces get northern light. For more information, contact the leasing agent, Gary Giordano, at 860-485-2079 or [ggiordano@LCCre.com](mailto:ggiordano@LCCre.com).

## Workshops & Seminars

The Chamber played host to four workshops during the month of September. Three of our members: Barron Financial Group, Fresh Perspectives and Red Barn Consulting held Member to Member Workshops at our office. Over 35 businesspeople attended the sessions. The Chamber also hosted a "Learn at Lunch" with the Torrington Assessor and Tax Collector speaking on Business Personal Property Tax.

If you would like us to hold a workshop on a specific topic, please call the office at 860-482-6586.



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Part 2 and/or Part 3.

**Part 2: October 17**  
**Managing Priorities**  
Stay focused, calm, and  
on top of your most  
essential tasks.

**Part 3: November 21**  
**Conquering Conflict**  
Turn difficult situations into  
opportunities to move  
your team forward.



**9:00 AM-12:00 PM**  
**Tickets: \$50/session**

RSVP online at  
[www.nwctchamberofcommerce.org](http://www.nwctchamberofcommerce.org)



Presented by Peter Callahan, ACC, CPC

*Member in the Spotlight*

# AssuredPartners, *Northeast*

Founders Insurance Agency, known in Litchfield County for many years as a trusted, local independent insurance agency, has changed its name to **AssuredPartners *Northeast***.



Founders joined AssuredPartners, Inc., in July 2015, and became part of the nation's 13th largest insurance broker, with over 4,000 employees and more than 200 offices across the U.S.

Founders is part of the **AssuredPartners *Northeast*** region, which includes 15 offices in New York, Connecticut, New Jersey and Pennsylvania. In Connecticut, **AssuredPartners *Northeast*** has offices in Torrington, Lakeville and Rocky Hill.

“While our name and logo have changed, our customers experience will remain the same,” Dennis Dressel, AssuredPartners Executive Vice President, said. “Our talented and dedicated team will continue to provide the exemplary service our customers have come to expect. Being part of **AssuredPartners *Northeast*** allows us to offer the services of a large national firm with all the benefits of a hometown agency.”



*Dennis Dressel, CPCU  
Executive Vice President*

Their management team consists of Dennis Dressel, Executive Vice President; Bryan Johnson, Operations Manager; Dianna Christinat, Personal Lines Manager; and Mike Noddin, Vice President of Employee Benefits. Together with their salespeople and support staff, they stand ready to assist with personal and business insurance as well as life and group benefits coverage. **AssuredPartners *Northeast*** provides auto, homeowners, life, employee benefits and business coverage to thousands of Litchfield County residents.

Visit **AssuredPartners *Northeast*** at [www.assuredpartnersNE.com](http://www.assuredpartnersNE.com). Their offices are located at 1300 Winsted Road, Torrington (860-482-3506) and 12 Millerton Road, Lakeville (860-435-2507).





**BUSINESS  
*with*  
BREAKFAST**

Join us at our morning roundtable discussion

## BUSINESS *with* BREAKFAST

Chamber members, bring your brochures and business cards along with any leads you would like to share.

**Tuesday, November 28th at 8:00 a.m.**

Hosted by  
**Torrington High School**  
50 Major Besse Drive, Torrington



RSVP at [nwctchamberofcommerce.org/calendar](http://nwctchamberofcommerce.org/calendar) or call 860-482-6586.

# GIVE IN UNITY!



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# Corporate Partner SHOUT OUTS

## AssuredPartners Northeast

Founders Insurance Agency, known in Litchfield County for many years as a trusted, local independent insurance agency, has changed its name to AssuredPartners Northeast.

Check out AssuredPartners Northeast in this month's Member in the Spotlight on page 11.

## Chatterley's Restaurant

After 28 years as a cornerstone of the New Hartford business community, Paul Samele has closed Chatterley's Restaurant.

Paul will continue operating his catering business and Chatterley's Banquet Facility in Torrington. However, the closing of the restaurant will allow him to focus on his bid for Torrington City Clerk.

Throughout the years, Chatterley's Restaurant has hosted many after hour events for the Chamber, has donated countless gift certificates and food and has been a giving, caring member of the business community.

The Chamber looks forward to continuing its relationship with Paul and his catering & banquet facility operations.

## O&G Industries

O&G Industries, Connecticut's largest privately-held construction company, began work on the construction of the new Ella T. Grasso Technical High School in Groton, Connecticut.

O&G was selected as the Construction Manager for the \$98.3 million dollar construction project. The project will include construction of a new 220,000 square foot facility on the existing site. The new school will be built adjacent to the current facility with completion of the new building expected in the fall of 2019 for arriving students, followed by demolition of the existing school where new athletic facilities will be sited on its former footprint. The new facility will allow the school to serve 800 students from throughout the region, offering eleven programs in technology and core programs.

## Brooks, Todd & McNeil Insurance Litchfield Bancorp Northwest Community Bank

For the past 16 years, three Chamber Corporate Partners, Brooks, Todd & McNeil Insurance, Litchfield Bancorp and Northwest Community Bank, have partnered to present the BLN Golf Tournament. In those 16 years, they have raised an incredible \$412,000 for local charities.

This year's tournament, held September 11th, raised funds for the Susan B. Anthony Project, FISH of Northwestern Connecticut, McCall Center for Behavioral Health, The Community Soup Kitchen of Torrington and the Open Door of Winsted.

## Charlotte Hungerford Hospital

Charlotte Hungerford Hospital has announced the appointment of Maria Coutant Skinner and Douglas K. O'Connell, Esq., to serve two-year terms on the hospital's Board of Governors.

"We are so pleased to welcome Maria and Doug to our board of dedicated and seasoned members. I know that their commitment to our community and expertise in their respective fields will serve Charlotte well." said John Janco, Chairman of the Charlotte Hungerford Hospital Board of Governors.



Maria Coutant Skinner is a licensed clinical social worker and executive director of the McCall Center for Behavioral Health.

Doug O'Connell is a partner at the Winsted law firm of Howd, Lavieri & Finch, LLP, where his practice focuses on estate planning, trust and estate administration, probate matters and tax planning for the principals of closely held businesses.





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1598 East Main Street, Torrington .....(860) 489-8444

**CHH PRIMARY CARE**

220 Kennedy Drive, Torrington.....(860) 496-6884  
 76 Watertown Road, Thomaston .....(860) 880-8091

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 115 Spencer Street, Winsted.....(860) 738-6664

**CHH REHABILITATION & SPORTS MEDICINE**

538 Litchfield Street, Torrington .....(860) 496-6875  
 1151 East Main Street, Torrington.....(860) 496-0046

**CHH SLEEP CENTER**

115 Spencer Street, Winsted.....(860) 738-6620

**CHH WOUND CARE & HYPERBARIC MEDICINE**

7 Felicity Lane, Torrington.....(860) 489-0418

**MRI /ADVANCED MEDICAL IMAGING**

540 Litchfield Street, Torrington.....(860) 489-7314



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**Looking in Litchfield or Upper New Haven County?**



- **BETHLEHEM:** For Sale. 20 acres, no zoning. \$180,000.
- **DOWNTOWN WATERBURY:** For Sale. Three-One law office building remaining near three courthouses. Includes two apartments, free parking. \$160,000.
- **WINSTED:** For Sale. 670 acs., can fit 2M SF for data storage, industry or resort housing for Highland Lake. Gateway to Berkshires - on Rt 8, at four-way ramp. Lender wants offer!
- **NAUGATUCK INDUSTRIAL PARK:** 18,000 sf on 5 acres, subdivides easily. Asking \$1.1M.

- **NAUGATUCK INDUSTRIAL PARK:** 28,000 sf w/hi-bay warehouse. 11,000 sf available immediately with 15,000 sf tenant who can sign lease and stay. \$1.5M, nice clean building.
- **NAUGATUCK CENTER:** For Sale or Lease. Dentist office in Medical Building on golf course, ideal for pediatric practice.
- **NAUGATUCK:** For Lease. Commercial space in old school near Rt 8 geared to health care.
- **NORTHWEST CONNECTICUT (ROUTE 8):** For Sale. Approved transfer station with 2 huge high-bay facilities & 7 fenced acs. with railroad siding.
- **MERIDEN (CHESHIRE LINE):** 54 acs. in beautiful residential/agricultural neighborhood with French country ranch home. Ideal for health/elder care, social club, recording studio, or farm.
- Four "ground up" gas/convenience store/ truck stop sites; call for details.

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**FAMILY & FRIENDS TO HONOR DAVID BATTISTONI**

The family of former Chamber President David Battistoni, who passed away in June, will be honoring him by participating in the Marine Corp 10K to be held in Washington, DC on October 22nd. The Leukemia and Lymphoma Society sponsor a team that his family and friends have registered to be a part of.

They have set a fundraising goal of \$5,000. Over 75% of all funds raised will go directly to support research as well as provide care for patients and their family.

The Chamber encourages its members to consider contributing towards their goal in David's memory. Checks can be made payable to LLS and mailed to Maureen Donahue, 24 Sharon Goshen Turnpike, West Cornwall, CT 06796.

# Member News

## Brookdale Litchfield Hills

Brookdale Litchfield Hills, located at 376 Goshen Road in Torrington invites all Chamber members to join them for a Holiday Open House on December 14<sup>th</sup> from 5-7 p.m. The event will include hors d'oeuvres and cocktails, live music, door prizes and raffles. Guests will be invited to tour their newly designed assisted living patio level apartments and memory care neighborhood Clare Bridge. Member of the Management Team will present the latest concepts & state of the art services in senior care. For more information or to RSVP, please call 860-489-8022.

## Minuteman Press of Torrington

Minuteman Press, a local digital printing company is in search of a Customer Service person to be the lead in customer interaction. The Customer Service/Digital Print Employee is typically the first contact their customers and clients have with the company. This employee must present themselves in the most professional way possible. Verbally, the employee is expected to communicate clearly, comprehensively and pleasantly.

It is imperative this employee understands the full scope of the company's services and products. This position requires a friendly, patient and helpful approach to convey their focus on the customer. This interaction could be executed in person, on the phone and/or via digital communication. Some key requirements for all customer interaction:

- Superb phone skills.
- Detailed and accountable documentation skills, capturing customer request information.
- Approaching every customer interaction with the understanding the focus is providing them a solution to their needs. It is your job to advise and provide them solutions they may not already be aware exist.
- Learning how to recognize opportunities.
- Learning closing techniques to capitalize on these opportunities.

Additional duties will include data entry and processing of order paperwork. This will require the use of their proprietary business management software. Learning this software is required to perform the duties required of this position. This will include, but not limited to: order entry, customer database management, vendor database management, updating and adjusting of reordered jobs, and more.

Use of Microsoft Office products including: Word, Excel,

Outlook, etc. is required to perform addition tasks required of this position. Communication with customers and clients via electronic means, is common in their business. Understanding common file types needed to perform various services will need to be understood and must be able to be clearly conveyed to their customers. The employee will assist with vendor relations regarding Central Facility order processing.

This is a full time opportunity, starting with 30-36 hours per week. Some experience in a Graphics/Printing environment is preferred. They are looking for a person who is interested in learning every aspect of the business. They are seeking a "team player" with a vision for growth within the company, as there is opportunity for advancement.

Contact Minuteman Press at 860-496-7525 or submit your resume to 257 Main Street, Torrington, CT 06790.

## NW CT Arts Council

The NW CT Arts Council invites you to join them for their CultureMIX on October 19th from 5:30-7 p.m. at Mad River Lofts, 10 Bridge Street in Winsted. At the event, the Arts Council will provide information about its newest projects and current services. Arts Council board and staff are eager to chat with attendees about what is going on in the region and how the Council can better serve and promote arts and culture.

Attendees are encouraged to bring a small batch of brochures, business cards or promo pieces to share. In addition, bring along other arts-minded friends. New this fall, the Council is trying a Members Pop-Up show. Go to [artsnwct.org](http://artsnwct.org) if you are interested in participating.

Mad River Lofts will be offering tours at 4:30 and 7:15 p.m. They have work space and offices for small businesses, professionals, artists and artisans. Designed to encourage the sharing of expertise among tenants and visitors, there is collaborative space for informal meetings, presentations or just hanging out. The buildings are two newly renovated 19th century mills, the space is expansive and the beautiful original walls and floors are packed with history.

Register at <https://fallmix2017.eventbrite.com>. This event is free of charge.

# Community Representatives Report

## Burlington - Janet Schwartz

- ◆ The Congregational Church of Burlington is holding their annual clothing drive on October 14th from 8:30 a.m. to 1 p.m. in the church parking lot. Added bonuses: they are also collecting certain household items and pairing with a can and bottle drive. Please pack in a box: electrical items, toys & games, kitchen items, dishes, pots, knick-knacks, frames, pictures, craft & art items, sporting goods (pack in a separate box from other boxed items), CDs, DVDs, Books. Please pack in a bag: clothing, shoes, bedding, towels, linens, hats, mittens, scarves, ties, socks, purses, wallets, bags, belts, jewelry, backpacks.
- ◆ The 8th Annual Burlington 5K Run/Walk (Whigville Edition) will be run on October 29th at 10 a.m. The race starts and ends at the Whigville Grange. Family (up to 4) \$50, Individual \$25, Student \$15. Free t-shirts for the first 100 sign-ups. Prizes for best costume. For more information and to register, visit [burlington5k.com](http://burlington5k.com). All proceeds will benefit the Burlington Community Fund.
- ◆ The Congregational Church of Burlington will host an Artist & Artisan Faire at the Burlington Town Hall on November 4th from 10 a.m. to 4:30 p.m. 20 Artists & artisans will exhibit and sell their wares. Food will be available for purchase. Contact Ann Jurkiewicz at 860-810-3938.

## Canaan/N. Canaan - Wendy Eichman

- ◆ An Oktoberfest Celebration will be held October 14th from 1-3 p.m. at the History Center Green featuring fall crafts, pumpkin painting, donut bobbing, hay rides & more. The Douglas Library will have a family fun movie from 3-5 p.m. At 5 p.m., there will be a dinner at the new Railroad Street Green next to, and created by, Jim's Garage. Dinner price is \$10 for adults and \$5 for children. Oktoberfest will benefit many local community non-profit organizations.
- ◆ The Canaan VFW Post 6851 will host a Pumpkin Decorating event on October 22nd from 9 a.m. to 12 Noon at 104 South Canaan Road (Route 7), North Canaan. Attendees are encouraged to come in costume. Prizes will be awarded. Enjoy cider, donuts, cookies & coffee. For information, call 860-824-8158.

## Cornwall - Dianne Heiny

- ◆ Please visit the Cornwall website at [www.cornwallct.org](http://www.cornwallct.org) and/or visit the Town of Cornwall's Facebook page for more information.
- ◆ The Little Guild of St. Francis will hold "Run & Wag" on the Village Green on October 14th at 12 Noon.
- ◆ The Cornwall Library will host a film screening and panel discussion of "Dawn of Decline" on October 15th

at 1 p.m. The film was produced by the Civic Life Project about the declining school enrollment in Cornwall and Falls Village.

- ◆ The Cornwall Library will host a Diabetes Class with Anne Hummel on Mondays beginning October 30th from 10:30 a.m. to 12:30 p.m. Ms. Hummel, MS RN, a Certified Diabetes Educator will offer her award-winning diabetes class at the Library. Since her retirement as Director of the Diabetes Education Program at White Plains Hospital, she has provided diabetes education to over 3,000 people. There is no charge for the program.
- ◆ The United Church of Christ will hold a Chili Supper on October 21st from 5-7 p.m. as a fund raiser for the Church School mission.
- ◆ The Cornwall Historical Society will hold a walking tour through Cornwall Bridge on October 21st (rain date the 22nd) at 10 a.m. Led by Town Historian Dody Clarke, the event begins at National Iron Bank at the junction of Routes 4 & 7 and is free to the public.
- ◆ The Cornwall Conservation Trust will hold its 30th Anniversary Celebration & Annual Meeting on October 21st at 3:30 p.m. at Mohawk Ski Lodge, 46 Great Hollow Road in Cornwall. The meeting will feature a panel discussion: meeting the challenge of savings forests and farmland for conservation and creating jobs for a vibrant local and regional economy. Visit [cornwallconservationtrust.org](http://cornwallconservationtrust.org) for more information.

## Harwinton - Carol Kearns & Harry Schuh

- ◆ Recycling Schedule:
  - ◇ Household Hazardous Collection on October 14th from 9 a.m. to 12 Noon at the Torrington Pollution Control Facility. Pre-registration is required. Call 860-485-2784.
  - ◇ Electronics, used oil/antifreeze, scrap metal and bulky waste on October 14th from 8 a.m. to 12 Noon at the Harwinton Town Garage.
  - ◇ Used oil/antifreeze on November 4th from 8 a.m. to 12 Noon at the Harwinton Town Garage.
- ◆ The Harwinton/Burlington Lions KidSight USA Pediatric Eye Screening will be held October 16th through October 26th at Region 10 schools. Children from Pre K to Grade 6 will be screened for seven different eye conditions. Call 860+485-9018 if you are interested in assisting with the screenings.
- ◆ Harwinton Public Library will present the following programs:
  - ◇ "Explore Your Ancestry" on October 17th from 10 a.m. to 1p.m. Local expert Carol Bauby will be on hand to offer free one-on-one help on using [ancestry.com](http://ancestry.com) and other genealogical resources. Call the library at 860-485-9113 to schedule your individual session.

*Continued next page.*



# Community Representatives Report

- ◊ Meet Beth M. Caruso, author of One of Windsor: The Untold Story of America's First Witch Hanging on October 21st at 1 p.m. Copies of the book will be available for purchase and signing. The program is free and open to ages 15 & up. Call the library to register (860-485-9113).
- ◆ The Harwinton Historical Society will host "Crime and Punishment in Litchfield County" presented by local historian Peter Vermilyea on October 22nd from 2-4 p.m. The event is free and open to the public.
- ◆ Harwinton Recreation Department's 6th Annual "Trunk or Treat" will be held October 28th from 5:30-7 p.m. at the Harwinton Sports Complex. Admission is one bag of candy per family. Please register your trunk in advance by calling Suzanne at 860-485-0626 or email recreation@harwinton.us.

## Litchfield - Edgar Auchincloss

- ◆ The fall season is upon us. If the old maxim is that "Time flies when you are having fun", then I guess we had a lot of fun this summer in Litchfield. Bear witness, the Stop & Shop is open, thank you Mark Greenberg, the jail renovation really looks great, thank you Russ Barton and it looks like the courthouse will be spared the humility of any potential face change, thank you Preservation Trust. In other news, the fall will usher in tour busses, our friends from NYC and points further. Our shops and businesses should enjoy steady patronage before the madness of the Holiday Season sets upon us.

## Torrington - Lynn Gelormino

- ◆ The Torrington Area Health District will hold Flu Shot Clinics through October 30th from 1:30 to 3 p.m. Appointments are required. Call 860-489-2211 to register.
- ◆ Join the Downtown Merchants for a Creepy Crawl on Friday, the 13th of October. Watch for details of planned activities, movies & performances.
- ◆ Torrington Park & Recreation is sponsoring its annual Trunk or Treat event on October 21st from 4-6 p.m. The event will be held on Main Street between Church and Water Streets. Kids will get treats from trunks of cars. The event will feature hayrides, bounce houses, contests and games.
- ◆ The Torrington Historical Society will present "Vampires in New England" on October 25th from 6:30-7:30 p.m. Vampire folk beliefs, fed by fear and superstition, go back to the 18th century in Connecticut. Dr. Nicholas Bellatoni, retired Connecticut State Archaeologist, has archaeological

proof and forensic evidence that he will share to illuminate beliefs about "the undead" based on his own research at Colonial gravesites. \$2 suggested donation. Call 860-482-8260 for more information.

- ◆ LARC's Camp MOE is holding their first Trunk or Treat on October 28th from 3-5:30 p.m. at Camp MOE (1145 Brandy Hill Road, Torrington). Register your trunk and/or the number of children you will be bringing by visiting <http://www.signupgenius.com/go/4090d45acae23a2ff2-trunk>.

## Winsted/Winchester - Fran Delaney

- ◆ In celebration of the 100th anniversary of the Town of Winchester and in cooperation with Gilbert School, St. Anthony's School, Explorations, the Winchester School System, EDC and Winchester Historical Society and Friends of Main Street are organizing a time capsule to be buried in 2017 and opened in 2067. Students will be making exhibits for inclusion in the time capsule which will be on display during this years festival. The burial marker for the capsule will also be on display along with examples of the inclusions in the capsule during the festival. Additional information can be found FOMS.org for updates and schedule. Friends of Main Street • We do Great Things!
- ◆ Whiting Mills, Artists, Artisans & Specialty Shops, located at 100 Whiting Street, will hold their 3rd Sunday event on October 15th from 11 a.m. to 4 p.m. "Harvest Happening" is the theme to this free event. Open to the public, attendees will enjoy autumn arts & crafts, trick or treating, and more. Costumes are encouraged. Visit [whitingmills.com](http://whitingmills.com) or [facebook.com/whitingmillsllc](https://www.facebook.com/whitingmillsllc) for more information.



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# Renewing Members

The following Chamber members renewed their memberships during the period of August 17 through September 28th. Thank you for your continued commitment to Northwest Connecticut's Chamber of Commerce. Companies listed in bold indicate a Corporate

- ◆ Aflac, Steve Caruso
- ◆ Asbestos Management Company, LLC
- ◆ **BD**
- ◆ Berkshire Taconic Community Foundation
- ◆ Boy Scouts of America, Connecticut Rivers Council
- ◆ CADCO, Ltd. /BK Mfg.
- ◆ Café 38 LLC
- ◆ Community Systems, Inc.
- ◆ Diamond Creek Pet Retreat & The Canine Sports Center
- ◆ Jason Dismukes LLC Consulting Engineer
- ◆ Ducci Kitchens
- ◆ The Edison Grill, LLC
- ◆ Ericson Insurance Advisors
- ◆ Family Strides
- ◆ Farmers Insurance; Calkins Insurance Agency, LLC
- ◆ Farmers Insurance, Robert Layer Agency
- ◆ Foothills Visiting Nurse & Home Care
- ◆ H&R Block, Torrington
- ◆ Hocon Gas of Torrington, LLC
- ◆ G.W. Tavern
- ◆ K-Tech International, Inc.
- ◆ Lions Club of Torrington, Inc.
- ◆ Litchfield County Women's Network
- ◆ Livingston Ripley Waterfowl Conservancy
- ◆ Lowe's Home Improvement
- ◆ Mary Stuart House Bed & Breakfast
- ◆ Mental Health Connecticut
- ◆ Nodine's Smokehouse, Inc.
- ◆ Petricone's Torrington Pharmacy
- ◆ Salisbury Winter Sports Association (SWSA)
- ◆ Special Olympics Connecticut, Inc.
- ◆ Sportsmen's
- ◆ State Farm Insurance & Financial Services
- ◆ Torrington Overhead Door Company
- ◆ Town of New Hartford
- ◆ TowneVibe, Litchfield Magazine
- ◆ Village Mortgage
- ◆ VNA Northwest, Inc.
- ◆ Washington Business Association
- ◆ Wellmore Behavioral Health
- ◆ WSHU Public Radio (Sacred Heart University, Inc.)

## Member News Continued from page 15.

### Brannagan Communications Consultants

The expertise of Barbara Branagan-Mitchell, owner of Branagan Communications Consultants LLC (BCC), a public relations, publicity placement and marketing communications agency, has been secured by Hine Bros. to publicize the 70<sup>th</sup> anniversary of this renowned seller and servicer of International and Hino trucks. Founded in 1947 in Southbury, the family-owned business has grown from a small gas station and garage to the addition of a 20,000 square foot facility in Bridgeport. BCC will publicize the company's 70<sup>th</sup> anniversary and Open House celebration on October 26 in Southbury.

During 2017, Branagan-Mitchell has been celebrating 24 years of success as a solo entrepreneur helping companies and organizations build public awareness of their products and services by writing and placing publicity with news media via press releases and captioned photos. Branagan Communications Consultants services also include writing and editing content for websites, newsletters, and marketing materials. For information, visit [www.branagancommunications.com](http://www.branagancommunications.com), call 860-210-0149, or email [barbara@branagancommunications.com](mailto:barbara@branagancommunications.com).

### Northwestern CT Community College

- In its just released report for 2017, the website WalletHub rated Northwestern Connecticut Community College (NCCC) as the 77<sup>th</sup> best Community College in the US and the highest ranked Connecticut Community College of the 728 institutions included in the results of their analysis "2017 Best & Worst Community Colleges".
- NCCC celebrated the official opening of the Joyner Health Science Center on September 12th with a ribbon cutting ceremony. The building consists of two floors and encompasses 24,400 gross square feet. Joyner Health Science Center's first floor is occupied by the Veterinary Technology Program. The second floor will house the Allied Health Program.
- The college will host a Job Fair on October 24th from 11 a.m. to 1 p.m. in the Multipurpose Room (128) of Greenwood Hall, 119 North Main Street, Winsted. Any prospective job seeker is welcome to attend. The fair will feature over 30 employers. All attendees will be entered to win a \$75 Stop and Shop Gift Card!



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Charlotte Hungerford Hospital  
Chatterley's Banquet Facility  
Conquest  
Cook Funeral Home  
Dymax Corporation  
Eversource Energy  
Fuel Cell Energy  
Litchfield Bancorp  
Litchfield Woods Health Care Center  
Northwest Community Bank  
O&G Industries, Inc.  
People's United Bank  
Photo Arts Printing Company  
The Register Citizen  
Republican-American  
Sharon Hospital  
Sterling Engineering Corporation  
TD Bank  
Thomaston Savings Bank  
Torrington Savings Bank  
Toth Insurance Agency  
Turri-Masterson, Inc.  
Union Savings Bank  
Valerie Manor  
Valley Energy Co., Inc.  
Webster Bank

## Chamber Calendar of Events

All events listed below will be held at the Chamber offices at 333 Kennedy Drive, Torrington unless otherwise noted. RSVP online at [nwctchamberofcommerce.org/calendar](http://nwctchamberofcommerce.org/calendar).

### October 2017

- 9th - **Chamber Closed** in observance of Columbus Day
- 12th - **Government Relations Committee** Meeting, 8 AM
- 17th - **Chamber Health Council** Meeting at Brandywine Living at Litchfield, 19 Constitution Way, Litchfield, 8 AM  
**Member to Member Workshop** "*Fresh Perspectives Leadership Series: Part 2, Managing Priorities*" presented by Peter Callahan of Fresh Perspectives, 9 AM - 12 Noon
- 18th - **Business After Hours** at the Railroad Museum of New England, 242 East Main Street, Thomaston, 5-7 PM  
**Leadership Northwest Class**
- 23rd - **SCORE Workshop** "*Accounting for the non-Accountant*" presented by Kristin Roberts of The Roberts Tax Group, 8-10 AM
- 24th - **Business with Breakfast** at Toth Insurance Agency, 1151 East Main Street, Torrington, 8 AM
- 25th - **Social Media Marketing** Workshop presented by Lance Leifert of Conquest, 8:30 AM
- 26th - **Board of Directors** Meeting, 8 AM

### November 2017

- 1st - **WOW Advisory Committee** meeting, 8 AM
- 2nd - **Economic Summit** at the Torrington Country Club, 250 Torrington Road, Goshen, 7:30 AM
- 3rd - **Manufacturers' Coalition** Meeting, 8 AM
- 6th - **Restaurant in the Spotlight**, location TBD, 5:30-6:30 PM
- 9th - **Government Relations Committee** Meeting, 8 AM
- 10th - **Chamber Closed** in observance of Veterans' Day
- 14th - **SCORE Workshop** "*Business Retirement Savings*", 8-10 AM
- 15th - **Insurance Committee** Meeting, 8 AM  
Leadership Northwest
- 21st - **Member to Member Workshop** "*Fresh Perspectives Leadership Series: Part 3, Conquering Conflict*" presented by Peter Callahan of Fresh Perspectives, 9 AM - 12 Noon
- 22nd - **Board of Directors** Meeting, 8 AM
- 23rd - **Chamber Closed** in observance of Thanksgiving Holiday
- 24th - **Chamber Closed** in observance of Thanksgiving Holiday
- 28th - **Business with Breakfast** at Torrington High School, Major Besse Drive, Torrington, 8 AM

**Save The Date - Chamber Holiday Party** December 6th at Infinity Hall, Norfolk.

**RSVP to the Chamber on-line at [nwctchamberofcommerce.org](http://nwctchamberofcommerce.org) or call 860-482-6586.**