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**WANT TO GROW  
YOUR BUSINESS?**

**NW CT CHAMBER  
CAN SHOW YOU HOW!**

JOIN US FOR AN

## OPEN HOUSE

JANUARY 12 • 5-7 PM

59 FIELD ST, SUITE 120 • TORRINGTON

FOOD • BEVERAGES

LIVE MUSIC

Sponsored By:

**M&T Bank**

*From the Desk of Our  
President & CEO*  
**JOANN RYAN**



**Chamber Habits**

Albert Schweitzer said, "In everyone's life, at some time, our inner fire goes out. It is then burst into flame by an encounter with another human being. We should all be thankful for those people who rekindle the inner spirit." There are countless stories of good will we have witnessed throughout this holiday season. As the Chamber embarks upon the New Year, we are blessed with the leadership of those who believe that building a vibrant community is everyone's business.

Stephen R. Covey's book, The 8th Habit From Effectiveness to Greatness, addresses this topic. It is my hope that we, as a Chamber, will live by these habits throughout 2023.

**\*Be Proactive.**

In working on the business plan for 2023, we are anticipating the challenges in health care, energy costs, transportation, education, a skilled workplace, and job creation and recruitment. Watch for the 2023 Legislative Agenda that incorporates solutions.

**\*Begin with the End in Mind.**

The Chamber's mission and supporting goals are a constant reminder of what we should accomplish. We continue to focus on the tough issues.

**\*Put First Things First.**

If we are to move from effectiveness to greatness, we are working on the ideas developed during the Chamber Board Retreat. You can be sure the state of the economy will be first on the list.

**\*Think Win/Win.**

Remember that life is 10% what happens to you and 90% how you react. We instill this habit through our collaboration with the NW Regional Workforce Investment Board and the Next Gen Partnership. Working together is a win for all.

**\*Think First to Understand, Then to Be Understood.**

We have learned that this habit is not easy to acquire because it is about communication and the skill in which we probably all need more practice...listening. We are working to perfect this habit and listening to your requests for assistance for marketing, new resources and increased networking opportunities.

**\*Synergize.**

Together we can accomplish so much that individually might not be possible. This habit is crucial as we tackle this tough global marketplace. Thank you to the many outstanding leaders and vital organizations working together to tackle some critical matters.

**\*Sharpen the Saw.**

As we enter the New Year, it is important to reflect on the state of our Chamber. Are Chamber habits serving the business community, increasing educational opportunities through seminars, attracting and retaining commerce in NW CT and making this a better place in which to live and work?

**The 8th Habit... Find Your Voice and Inspire Others to Find Theirs.**

This is best defined by Mr. Covey as he writes, "It is the voice of the human spirit – full of hope and intelligence, resilient by nature, boundless in its potential to serve the common good. This voice also encompasses the soul of organizations that will survive, thrive and profoundly impact the future of the world."

With all that we face as a region, state, country and world, let's work together to further develop these habits and make this New Year healthy, happy and peaceful.



Find our new office on the [MAP](#)

**Did You Know...**

You can scroll through the pages of the newsletter by clicking on the link to the right of this page.

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Northwest Connecticut  
**CHAMBER OF COMMERCE**  
*Business Working Together*

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membership@nwctchamberofcommerce.org

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Like us on Facebook: facebook.com/nwctchamber

*Corporate Partner* NEWS**Welcome New Corporate Partners****Ebner Camps, Inc.**

Business Type: Camps, Banquet Facilities, Conference Facilities, Weddings

176 Migeon Avenue

Torrington, CT 06790

Phone : 860-379-6500

Fax: 860-626-8301

Contact: Kristin Martin

Email: [kris@ebnercamps.com](mailto:kris@ebnercamps.com)

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

**M&T Bank**

Business Type: Banks, Financial Services, Consultants

931 Tarringford Street

Torrington, CT 06790

Phone : 860-489-5015

Fax: 844-232-0395

Contact: Todd Bailey

Email: [tbailey4@mtb.com](mailto:tbailey4@mtb.com)

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

**Thank You**

# Happy Holidays

From Everyone at  
Torrington Savings Bank



With gratitude as we head into 2023, this holiday season our thoughts turn to how great things can happen when we come together as a community. May the New Year be filled with smiles and good health!



**Torrington  
Savings Bank**

[TorringtonSavings.Bank](http://TorringtonSavings.Bank) (860) 496-2152

# Stephen Lewis selected to serve on ABA's Community Bankers Council



The American Bankers Association has selected Stephen Lewis, President & CEO, Thomaston Savings Bank, to serve on ABA's Community Bankers Council.

Lewis attended the ABA Community Bankers Council meeting in Washington, November 14-16.

Bankers had discussions on the impacts of mid-term elections results, legislative priorities for the new Congress, debit and credit card inter-

change, data aggregation, P2P payments liability, cannabis banking, ECORA, NSF fees, central bank digital currency and other deposit substitution threats, and bank ownership changes. Council members also had a chance to share ways rising rates and inflation have affected the business of banking, and exchange ideas on operational and business best practices.

"Community banks play such an important role in our banking industry," Lewis said. "This appointment gives me the opportunity to represent Connecticut and advocate for the continued success of America's hometown banks."

ABA's Community Bankers Council, which meets twice a year, is made up of approximately 100 bankers from across the country from institutions with generally less than \$5 billion in assets. Members are appointed by the ABA chair.



## Sharon Hospital Transformation Overview

Sharon Hospital and Nuvance Health leadership charted a growth-based plan to help Sharon Hospital evolve to meet the challenges putting rural hospitals across the nation at risk. Sharon Hospital's transformation plan is predominantly focused on investing in the hospital to ensure it can continue serving the community for years to come.

To date, Nuvance Health has invested more than \$14.5 million in new equipment, updated facilities, and recruitment of top talent at Sharon Hospital and in Sharon's Nuvance Health Medical Practice. This includes investing in a full-time, dedicated leadership team, comprised fully of healthcare professionals who started their careers at the bedside and have been with the hospital for years.

Sharon Hospital's transformation plan includes:

- Expanding our region's access to the services data shows are in highest demand in our region. This includes primary, behavioral health, and specialty care.

- Maintaining Sharon Hospital's Emergency department, which is open 24/7/365, providing the same services it always has.
- Consolidating the essential care currently offered in our ICU into new Progressive Care Unit, where we will continue serving nearly all the critically ill patients we serve today, pending approval from Connecticut's Office of Health Strategy (OHS).
- Phasing out Labor & Delivery services, pending approval from OHS. While this is a difficult decision, we cannot maintain an underused Labor & Delivery while also ensuring Sharon Hospital's long-term strength in serving the community.

For more information, including FAQs, recordings of community meetings and other resources, please visit our website: [nuvancehealth.org/sharonhospitaltransformation](https://nuvancehealth.org/sharonhospitaltransformation).

Premier Member **NEWS**



**T&M Building Co. Wins 3 HOBI Awards**

T&M Building Company won three 2022 Home Building Industry (HOBI) Awards! The award ceremony was held on Wednesday November 16<sup>th</sup> at the Aqua Turf in Southington presented by the Home Builders & Remodelers Association of Connecticut. Awards were won in the following categories:

- Best Single Family Home \$400,000-\$600,000 Lot 17 Tognalli Drive, Torrington
- Best Single Family Home \$600,000-\$800,000 Lot 19 Suffield Chase
- Best Single Family Home \$800,000-\$1 Million Site 9 Gledhill Estates



**Back Row** From Left: Andrew Ugalde, Joe Duva, Tom Fredo III, Bill Prokop, Steven Temkin  
**Front Row** From Left: Gregory Ugalde, Bob Stanhope, Lily Temkin, Alyssa Temkin, and Greg Patchen of Wilmatt Development.



Tognalli Drive, Torrington



Suffield Chase



Gledhill Estates

Premier **MEMBERS**

- Brandywine Living at Litchfield
- Commercial Sewing, Inc.
- Cook Funeral Home
- Eversource Energy
- Keystone Place at Newbury Brook
- Seitz, LLC
- Senior Advocate Services** \*NEW
- T&M Building Company, Inc.  
and Torrington Downtown Partners
- UCE Fine Builders
- Webster Bank

**Welcome New Premier Member**

**Senior Advocate Services**

Business Type: Advocacy Services  
 1449 Old Waterbury Road, Suite 201  
 Southbury, CT 06488  
 Phone : 203-233-9544  
 Contact: Art Mulligan  
 Email: [art@mckellangroup.com](mailto:art@mckellangroup.com)  
[senioradvocatect.com](http://senioradvocatect.com)

**Thank You**

**Premier Members** step up their membership to an elevated level while receiving more benefits and greater value from their Chamber membership. To find out how you many benefit from a Premier Membership, please contact JoAnn Ryan at 860-482-6586 or [joann@nwctchamberofcommerce.org](mailto:joann@nwctchamberofcommerce.org).

## COMMUNITY HEALTH & WELLNESS WELCOMES DENTAL DIRECTOR DR. PRAFULL DAS GUPTA



**Dr. Prafull Das Gupta**

Community Health & Wellness announces the appointment of Dr. Prafull Das Gupta, B.D.S., M.D.S., D.M.D., as the center's new Dental Director.

A native of India, Dr. Gupta is a graduate and Gold Medalist from King George Medical University (KGMU), Lucknow,

India, and a Certified Clinical Research Fellow from the All India Institute of Medical Sciences, New Delhi. In 2013 he completed his master's degree in Dental Surgery in Periodontology from I.T.S. Ghaziabad and worked as a Senior Resident in KGMU.

Having established Pankaj Harish Dental Solutions, a multi-specialty dental practice in Agra, India, Dr. Gupta underwent full mouth rehabilitation implant training with world-renowned mentor Dr. In Seong Jeon. He also underwent sinus lift training under Dr. Yong Seok Cho.

While practicing full time in India, Dr. Gupta cleared the U.S. National Boards Part 1 and Part 2. After moving to the U.S., he completed his D.M.D. from Boston University Henry M. Goldman School of Dental Medicine, graduating with High Honors in 2021. Prior to joining CHWC, Dr. Gupta served at a dental practice in Washington state.

Dr. Gupta's areas of clinical expertise include: general dentistry; dental implant surgeries; anterior and posterior root canals; cosmetic dental treatments; laser surgeries; flap surgeries; and sinus lift procedures. A sought-after keynote speaker & symposium participant, in November of this year Dr. Gupta spoke at the Pacific Northwest Dental Conference in Seattle, Washington, on robotic implant placement procedures.

As a philanthropist who focuses on promoting oral health and participating in outreach programs that increase access to dental care, Dr. Gupta's charitable work includes:

- Screening leprosy patients for oral and dental diseases at the National JALMA Institute, Agra, India, for leprosy and mycobacterial diseases;
- Organizing and participating in ongoing biannual oral health checkup camps to make oral care available to underserved sections of the community. Over a period of six years approximately 1,200 patients were screened, diagnosed free of charge, and provided treatment at a no-profit fee schedule;
- Participation in an annual program of the Pankaj Harish Dental Solutions that assists the underprivileged community receive dental care and become educated about the importance of oral health;
- Educating and screening underprivileged children at Ek Pahel Welfare Society School of Agra, India, and motivating them to care for their oral health;
- Lecturing at Vaish Haryali Samithi, a woman's forum in Agra, India, on oral and dental diseases and treatment modalities such as oral care during pregnancy and smile improvement procedure.
- Joined 500 other volunteers for a full day at the Cradles to Crayons program in 2019, assisting with the assembling and packing of more than 10,000 school supplies for children.

Outside of his practice, Dr. Gupta enjoys spending time with his family and friends, cooking, exercising, and traveling.

"As a practitioner, the trust and wellbeing of my patient is always a priority," said Dr. Gupta. "I believe that teamwork, leadership, and ethical practice are the keys to success."

"We are pleased to welcome Dr. Gupta as our new dental director," said Joanne Borduas, CEO of CHWC. "He is dedicated to making cutting-edge technology accessible to every sector of society and is expanding the range of dental services we are able to offer residents of the Northwest corner."

## ELEVATOR SERVICE COMPANY, INC. RECEIVES AWARDS From CT HOME BUILDING INDUSTRY



Steven Roth, CEO/President (left) and Paul B. Farnsworth, Vice President (right) accept the HOBIA Awards for Best Home Elevator and Best New Product/Construction Technology at the HOBIA gala held on November 16th at the Aqua Turf in Plantsville, CT

Elevator Service Company, Inc. was honored by the Home Builders & Remodelers Association of Connecticut, Inc. at the 2022 Connecticut Home Building Industry Awards (HOBIA) on Wednesday, November 16, 2022. Elevator Service Company was selected as the recipient of the awards for Best Home Elevator and Best New Product/Construction Technology.

The Best Home Elevator, a stunning Symmetry hydraulic unit, was installed in a home in Ridgefield, CT. The elevator features mahogany recessed panel interior walls, recessed LED lights, brushed brass car operating panel and hall stations and a clear acrylic accordion gate.

The Best New Product/Construction Technology award recognized a FlexStep combination stair and vertical platform lift installed in Rye, NY. The FlexStep functions as both an ordinary staircase and as a wheelchair lift. The five-step vertical platform lift was developed and manufactured by Liftup and allows accessibility of one entrance for pedestrians and wheelchair users alike. The innovative 2-in-1 solution saves space and expense when compared to installing both a flight of stairs and a separate vertical platform lift.

Elevator Service Company was originally established in 1948 and became a division of Eastern Elevator Company in 1972. In 1988, the assets were acquired by Dover Elevator Company. In 2000, Steven Roth and Paul Farnsworth reactivated the company. An independent contractor, Elevator Service Company represents not just one manufacturer, but all the major quality manufacturers in the elevator business today. We provide outstanding design development services by accurately identifying the best high-quality equipment, the best and longest warranty, and the best price for the application.

The HBRA of Connecticut, Inc. represents over 900 member firms employing over 30,000 people throughout the state. The HOBIA Awards offer recognition to builders, remodelers and members of the housing industry for excellence in home design and construction, home technology, sales and marketing and home finance. The gala was held at the Aqua Turf in Plantsville and honorees will be featured in the Connecticut Builder Magazine.

Providing the best products and services our industry has to offer, on time and within budget, Elevator Service Co., Inc. sells, services, modernizes, maintains and tests: residential elevators, commercial elevators, LULA elevators, construction hoists, vertical platform lifts, inclined lifts, stair-lifts, dumbwaiters, material lifts, and all other associated vertical transportation equipment.



## ROTH RECOGNIZED AS VOLUNTEER OF THE YEAR



**Photo: John Hertz (left), President of the HBRA of Fairfield County presents Steven Roth (right), CEO/President of Elevator Service Company, Inc. with the Volunteer of the Year Award at the Home Builders and Remodelers Association of Fairfield County during the Annual Awards dinner held in Trumbull, CT.**

Steven Roth, CEO/President of Elevator Service Company, Inc. of Torrington has been named Volunteer of the Year for the Home Builders & Remodelers Association (HBRA) of Fairfield County, Inc. Mr. Roth was honored at the HBRA Annual Awards held on December 7, 2022 at the Trumbull Marriott along with other award recipients. The award was presented at the awards dinner by the President of the HBRA, John Hertz of Hertz Construction.

The Volunteer of the Year honor is awarded to a member of the HBRA of Fairfield County that shows outstanding support for the association through committee, board or voluntary involvement. Mr. Roth is currently the Treasurer of the HBRA of Fairfield County and serves as a Director on its Board. He has also

served as co-chair of their Associates Council, Building Council, and has sponsored many of the organization's events. In addition, Mr. Roth serves on the Board of Directors of the Home Builders of Connecticut.

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Providing the best products and services our industry has to offer, on time and within budget, Elevator Service Co., Inc. sells, services, modernizes, maintains and tests: residential elevators, commercial elevators, LULA elevators, construction hoists, vertical platform lifts, inclined lifts, stair-lifts, dumb-waiters, material lifts, and all other associated vertical transportation equipment.

The HBRA of Fairfield County is a not for profit association of members engaged in single family and multifamily residential new construction, remodeling, land development activities and light commercial construction covering Fairfield County. Since 1946, the association has provided members opportunities to build their businesses and strives to be a leader in providing innovative resources, education, legislative advocacy and networking events for their members.



## Kent Scientific Meets at Our Chamber

Kent Scientific held a 3-day Management Training program in the conference room of our Chamber. Recognizing the need to meet off-site for better focus and less distraction, they chose our Chamber as a viable option.

Photo From Left: David Brunelle (Trainer from Bearfence Leadership Solutions), Jared Ide, Christine Jefferys, Brian Kuchmas (back), Cindy Lundgren (Front), Krista Bigiarelli (back), Samantha Macias (front), Diane Couture (back), Kelly Oakes (front), Gene Marino (back), Michelle Durham (front), David Poldiak.

Our Chamber offers 3 meeting areas in our office for our members at reasonable rates for private meetings. Please consider holding your next off-site meeting at our office. [CLICK HERE](#) for more information.



**SMALL BUSINESS SEMINAR****Understanding Block-chain, Bitcoin, & Crypto**by **Bill Guida****A NWCC Entrepreneurial Center Event**

The blockchain and the development of Bitcoin may be one of the most significant developments in finance in the last 100 years. Understanding this fundamental technology as it goes through its early development can be difficult to follow. This seminar will explain what blockchains are, where cryptocurrencies come from, the rise and fall of NFT's and exchanges like FTX, and what it means for the future of money.

This seminar will be taught by Bill Guida who has served as the head of strategy at Robert Ventures, has been involved in digital assets since 2013, and is deeply connected within the digital asset developer and investment communities. He has also volunteered as a research analyst and advisor at HSCS & SCSU.



**Tuesday**  
**January 10th**  
**5:30 to 8:30 pm**

REGISTRATION REQUIRED ☀

TO REGISTER, VISIT [www.nwcc.edu/sbs](http://www.nwcc.edu/sbs) ☀

MAX 15 PARTICIPANTS ☀

FREE IN-PERSON EVENT ☀

@ The Norfolk Hub, 2 Station Place, Norfolk CT

event in partnership with



For more information and to register  
[nwcc.edu/sbs](http://nwcc.edu/sbs)

## Member NEWS

### Small Business Seminar



The Northwest and Housatonic Community College Entrepreneurial Centers held a Small Business Seminar in our Chamber conference room on Tuesday December 6th, titled "E-Commerce: Getting Started With Online Selling". Prati Kaufman (pictured above in red), a leading global marketing expert from West Hartford, was the instructor. The class gathered for a group photo at the end of the seminar.



### Identity Theft Webinar

Brian Thompson from defend-id, led an Identity Theft Webinar via ZOOM on Thursday December 1st. Being a victim of Identity Theft himself, he became well aware of the harm and distress it can cause. Brian discussed how you, your family, and your employees could be impacted and ways you can help.

## Litchfield Community Center

### FIRE & ICE FAMILY FEST

Enjoy...Ice Sculptor Games, Crafts, Food, Family Fun, Fireside Storytelling, Fire Pits and so much more all at Litchfield Community Center on Saturday, Jan 14, 2023 from 1:00 pm - 4:00 pm. This is a free event but pre-registration is appreciated by visiting [www.thecommunitycenter.org](http://www.thecommunitycenter.org). Participating organizations: OWL Library, The Litchfield Historical Society, The Litchfield Lions Club, Litchfield Boy Scouts and Girl Scouts, and more! Snow Date: Saturday Jan. 21, 1-4 PM

### OPEN MIC & KARAOKE CAFÉ

Come join us for a fun-filled Night at Litchfield Community Center on Friday, Jan 13, 2023 from 6:00 pm - 8:00 pm! Bring your musical or creative talent, favorite poem, monologue, or joke to share with everyone! All ages are welcome. Complimentary coffee and tea will be provided and snacks will be available for purchase. Doors open at 5:30, performances will begin at 6:30. Sign-ups will be available on a first come first serve basis throughout the evening. Please limit your performance to 10 Minutes Maximum. Cost: \$5 Donation at the Door. For more info and to register, visit [www.thecommunitycenter.org](http://www.thecommunitycenter.org)

Please go to [www.thecommunitycenter.org](http://www.thecommunitycenter.org) for more information and a complete calendar of events and to register for any of our programs.

## Welcome New Members

M&T Bank

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

**CORPORATE PARTNER**

Vera Roma Grille & Bar

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Salt 2.0 is your go-to place for business meals and meetings! Free space available to host your group of up to 100 people at our restaurant. Meals also available through Grubhub, Doordash, or pick up. Email [info@salt20togo.com](mailto:info@salt20togo.com) or call: 860-618-3245

## Chamber Member IN THE SPOTLIGHT



### ENERGY HEALTH & FITNESS

Biometric Analysis. Preventative Wellness. Metabolic Balance. Pre-activity Screening. These are just some of the phrases that make up the language of the Post-Covid Fitness Industry. The United States spends \$3.5 trillion annually on health care, 90 percent of which is for people with chronic and mental health conditions. Seven in 10 deaths each year are caused by chronic conditions. Health insurance companies see incentives in reducing their expenses for certain high-cost treatments. Fitness Centers have become critical partners in the prevention of chronic symptoms and the reduction of risk factors.

Today's advanced Health and Fitness Facilities are front and center in the management of chronic health conditions. Along with the traditional personal trainers, staffing now includes physician assistants, phlebotomists, exercise physiologists and registered dietitians. In short, the new Health and Fitness Center is a fully integrated wellness facility where exercise, nutrition, medical analysis education weight management and data-tracking are alloyed into an iron-clad ecosystem of longevity and well-being.

Energy Health and Fitness Center in Downtown Torrington is the largest and most comprehensive facility for wellness and medical integration in Northwest Connecticut. All fitness centers were forced to shut down for several months during the early months of Covid. The management team at Energy took the down-time to reassess, reinvent, and reemerge as a fully integrated medical fitness facility.

Dina Cateno, general manager of Energy Health and Fitness, describes her responses to the Covid shutdown: "The words flashed on my computer screen in the throes of the silent, shut-down days of the pandemic. *Gyms are Non-Essential*. I was dumbfounded. Those words didn't make sense. We are quite literally the frontline of the prevention and treatment of all chronic illnesses such as obesity, mental health issues, type 2 diabetes, osteoporosis, cancer. Exercise boosts the immune system, which is paramount in fighting the very virus that shut us and the rest of the world down!" Thus began the transformation to the Medical Fitness model and the collaboration with Chyenne Giarnese of Aveo.

Brett Cateno, manager of the fitness trainers describes the birth of the collaboration: "A few years back, I was training Chyenne who was completing her licensing as an APRN. We conceptualized a merger between healthcare and fitness. An approach that essentially eliminated the gap between the admonishment from your doctor about necessary lifestyle changes, and the implementation of those changes. This new model of care fuses the skillsets of medical pros, registered dietitians and the most complete personal training team in the area. It is our firm belief that the synergistic relationship of healthcare and fitness has a significant and positive impact on health in the community. The data we are compiling are confirming it." Chyenne Giarnese describes the collaboration between Aveo and Energy Health and Fitness: "America does not prioritize health, and – let's face it – COVID is attempting to renew its lease. COVID causes systemic and long-term effects on the body, and has amplified the oppressive consequences of our current healthcare model. Our collaborative efforts aim to address these social determinants by embracing the mission of being a true advocate of health for our community. Aveo is a Latin term that roughly translates to *I am well*. In naming my practice, I sought to embody the essence of my personal outlook on health. Health cannot be defined merely as the absence of disease. The alliance between Energy Health & Fitness and Aveo is redefining how we look at health. We view health as a homeostatic state of a person's physical, mental and social well-being."

"It's time we bridge the gap between health care and care of health." "Exercise more and eat less" is the most common phrase used in our primary care doctor's office every day" points out Dina. "It's time we bridge the gap between health care and care of health. As we go back to the basics, where exercise is medicine, our partnerships with medical providers continues to grow. The optimal health of our community remains our mission. We must be the change we want to see. Medical Fitness is the key to a healthy and strong community. United to fight illness and disease is our vision. The New Energy has emerged."

# Happy New Year

## Chamber NEWS



NW CT Chamber's premier network building event featuring opportunities to gain new contacts & build your lead base while enjoying delicious hors d'oeuvres & visiting our host's location.

## BUSINESS *after* HOURS

Wednesday  
**JANUARY 18, 2023**  
5:00-7:00 p.m.

Hosted by  
**KIDSPRAY**  
**CHILDREN'S MUSEUM**

Sponsored by



61 Main Street, Torrington, CT

[RSVP ONLINE AT NWCTCHAMBEROFCOMMERCE.ORG/CALENDAR.](https://www.nwctchamberofcommerce.org/calendar)



## Business With Breakfast

More than 20 people attended a Special Holiday Business With Breakfast on Tuesday December 20th at The Cobblestone Restaurant in Torrington. Delectable quiches, pastries, sweet breads, and a fruit platter paired with coffee and juice were the menu items for the morning treat from our gracious hosts.

To host a Business with Breakfast, please contact our Chamber by email at [info@nwctchamberofcommerce.org](mailto:info@nwctchamberofcommerce.org) or by phone at 860-482-6586.

### New Year's Resolutions

1. Lose weight
2. Exercise
3. Drink more water
4. Earlier to bed
5. Pay off credit cards
6. Phone mom
7. Remember birthdays
8. Attend more Chamber events \*
9. Join a Leads group \*
10. Bring a friend to join the Chamber \*
11. Sponsor a Chamber event \*
12. Host a Business After Hours \*

## Leadership Northwest



Session 3 for Leadership Northwest was the Corporate Leadership Panel, held at Torrington City Hall on December 14th. The mission is to further develop leadership skills through communication with corporate leaders and to learn the expectations when serving on local boards and committees.

Chamber NEWS



# Learn at Lunch

Lydia Falconer from M&T Bank (pictured left) brings up the next slide in her presentation: *Your Path to Homeownership*. This enlightening seminar, held in our Chamber conference room on December 8th at 12:00 noon, dispelled the myths of homebuying as well as stressed the importance of having a homebuying team. Down payment assistant resources were given as well.

Todd Bailey from M&T Bank accompanied Lydia and spoke about homebuying credit, credit scores, and documents needed for loan pre-approval. Also covered were the 4 C's of Credit: Capacity, Capital, Credit, and Collateral.

The process of the homebuying experience was explained, starting with the home inspection to the closing and getting the keys to the home.

# Holiday Celebration



From Left: Chris Jackson and Tim Waldron



From Left: Lisa Ferris, Santa, and John Seagrave

Our Chamber Holiday Celebration was held on Wednesday December 7th at the beautifully decorated Whiting Mills, Inc. in Winsted. Over 100 people were in attendance, including a number of the business owners who rent space in the Whiting Mills complex. Attendees were having their photos taken with Santa throughout the evening.

A Big Thank You to Whiting Mills, Inc. and National Iron Bank for sponsoring this lovely event. The great spread of heavy hors d'oeuvres was from local eateries. Beverages were from the Village Wine Cellar.

Happy Holidays Everyone! Have a Prosperous New Year!

## Chamber NEWS

### Corporate Partner and Premier Member Appreciation Breakfast



Our annual Corporate Partner and Premier Member Appreciation Breakfast was held on December 2nd at Greenwoods Country Club in Winsted. Our Chamber's Lobbyist, Mike Rell, was the keynote speaker who gave a brief overview of the status of our economy and what's being done to improve the business climate. This was followed by the acknowledgement and presentation of a gift to a representative of each company. During the event, two of our Board Members approached JoAnn about elevating their membership; Ebner Camps upgraded to Corporate Partner and Senior Advocate Services upgraded to Premier Member.

To learn more about the benefits of becoming a Corporate Partner or Premier Member, please contact JoAnn Ryan at 860-482-6586 or [joann@nwctchamberofcommerce.org](mailto:joann@nwctchamberofcommerce.org).

## Committee Reports

**Government Relations Committee:** The House returns to session January 4th. We started discussing some of the topics of concern for the next session of our Legislative Agenda. John Morris raised a few topics of concern including: the Volatility Tax, the R&D pass-through for small businesses, and an elimination of the over 200 burdensome fees and taxes on small businesses. The Governor is also considering a middle class tax cut which may help deal with some of the affordability issues many residents in our region are experiencing. Representative John Piscopo also highlighted his party's publishing of the contract with Connecticut Initiative which will prioritize the Republicans' budget issues.

I want to encourage all to attend and participate in our Government Relations Committee Meetings, especially now at this time when your contributions to our Legislative Agenda are needed. On behalf of our Government Relations Committee, I want to extend to you the best for a Healthy and Prosperous New Year.

I look forward to seeing you at our next Government Relations Committee meeting on Thursday January 12th.

Jacque Williams  
Government Relations Committee Chair



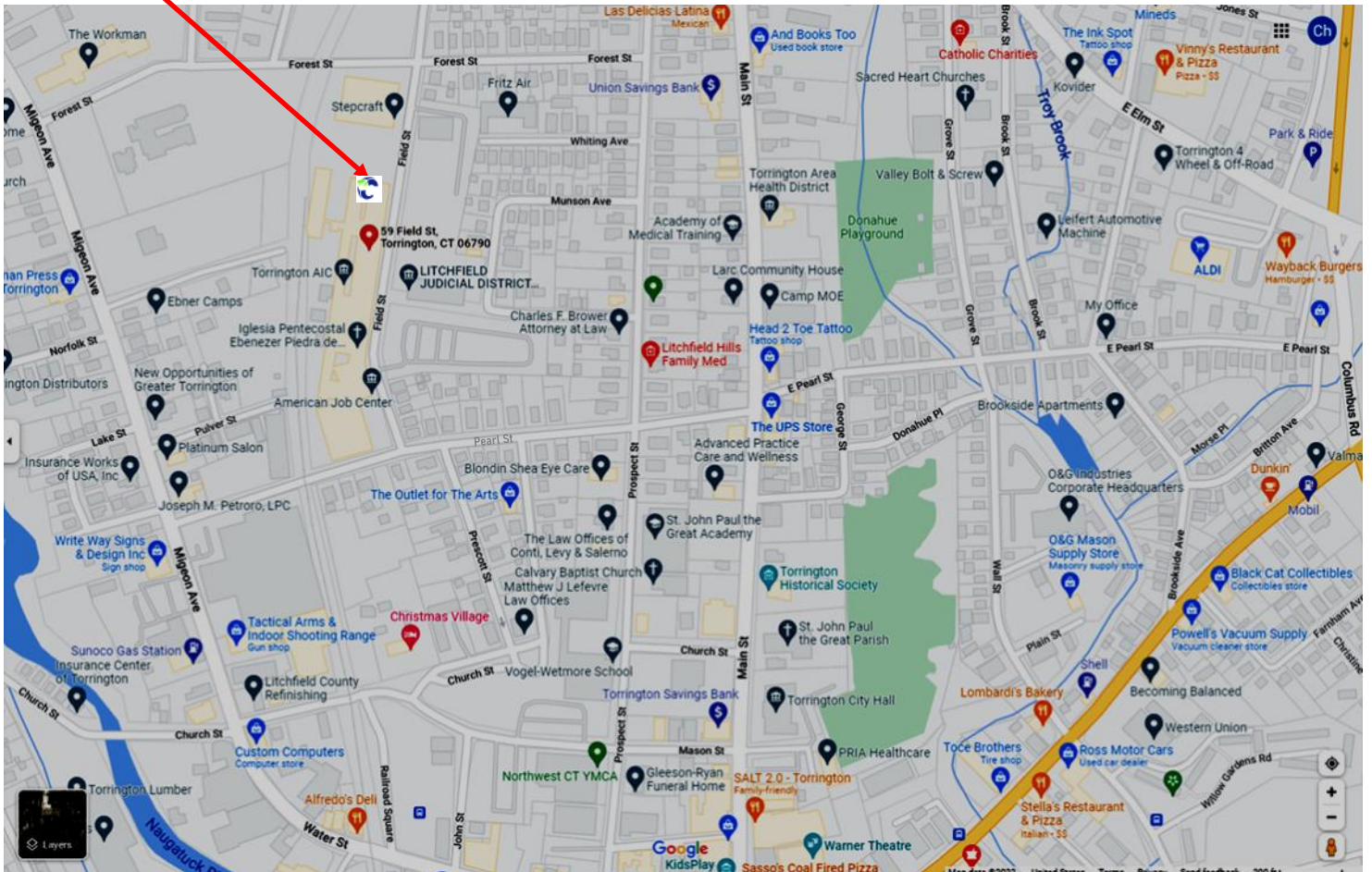
## Thank You

A Big Thank You to DJ Murphy, our Chamber's new Membership Sales Representative and owner of Murphy Boyz Printing and Marketing. He has become our photographer for many of our events this year.

Thank you to others as well who have taken pics at our events that we've been able to use in our newsletters. We welcome Chamber event pics from any of our members. It helps by adding color and life to our newsletters. As they say, "A picture is worth a thousand words".

# Chamber NEWS

Northwest CT Chamber of Commerce  
59 Field Street, Suite 120, Torrington



## Chamber NEWS

During the Pandemic, our Chamber had offered FREE advertising to help support our members. January 1st, we will reinstate our reduced ad pricing structure to enable us to better serve you.

# PROMOTE YOUR COMPANY WITH THE



## DON'T WAIT TO TAKE ADVANTAGE OF THESE MEMBER ONLY BENEFITS!

### CHAMBER NEWSLETTER

**Display Advertisements** are available to Chamber members. Deadline is the 15th of the month. Submit ad in JPEG or PNG format to [info@nwctchamberofcommerce.org](mailto:info@nwctchamberofcommerce.org).

Cost:

Full page (7 1/2" w x 9 1/2" h) - ~~\$250~~ **\$125**  
 1/2 page horizontal (7 1/2" w x 4 1/2" h) - ~~\$150~~ **\$75**  
 1/2 page vertical (3 1/2" w x 9 1/2" h) - ~~\$150~~ **\$75**  
 1/4 page (3 1/2" w x 4 1/2" h) - ~~\$75~~ **\$50**  
 Business card (3 1/2" w x 2 1/4" h) - ~~\$50~~ **\$25**

**Member News** and **Member in the Spotlights** may be submitted for inclusion in an upcoming newsletter and will be placed on a first-come, first-served basis. Bites should be approximately 100 words in length. Spotlights should be approximately 250 words in length and may include a logo or photo. Deadline is the 15th of the month. Email information to [info@nwctchamberofcommerce.org](mailto:info@nwctchamberofcommerce.org).

Cost: Complimentary

### MEMBERSHIP DIRECTORY

**Display Advertisements** are available to Chamber members in the Annual Business & Membership Directory. Ads should be submitted by the 15th of February. Information and pricing are available by contacting Lauren Zordan at [lauren@nwctchamberofcommerce.org](mailto:lauren@nwctchamberofcommerce.org).

### CHAMBER EXCHANGE – MEMBER TO MEMBER E-MAIL BLAST ADS

The Chamber sends e-mail blasts to all members with special offers and advertisements. These e-mails are sent separately from the standard member e-mails and are specially identified as offers from members. Members are able to place one ad per month. Ads can be linked to a website or FaceBook page. The e-mail distribution list exceeds 1,500 individuals. Ads should be submitted in JPEG or PNG format and should be 7" wide x 3-5" high. The fee is \$50 per ad. To schedule your Chamber Exchange ad, contact JoAnn Ryan at 860-482-6586 or [joann@nwctchamberofcommerce.org](mailto:joann@nwctchamberofcommerce.org)

### MEMBER TO MEMBER

Present a **Member to Member Workshop** to fellow members and highlight the products and services of your business. Utilize the Chamber's conference room, obtain a set of mailing labels, receive a 1/2 page advertisement in the newsletter and an email to the membership promoting the workshop. Contact Lauren Zordan to schedule at [lauren@nwctchamberofcommerce.org](mailto:lauren@nwctchamberofcommerce.org).

Cost: ~~\$300~~ **\$250**



# Chamber Space Rentals



Conference Room - Conference Style (seats up to 28)



Conference Room - Classroom Setup (seats 20-25)



Library - (Seats up to 6)



Reception Area - (Seats up to 8)

**Member Room Rates:** 8 am – 5 pm, \$35 for the 1<sup>st</sup> hour, \$20 per hour thereafter  
 5 pm – 10 pm, \$45 for the 1<sup>st</sup> hour, \$35 per hour thereafter

**Non Member Room Rates:** 8 am – 5 pm, \$80 for the 1<sup>st</sup> hour, \$55 per hour thereafter  
 5 pm – 10 pm, \$125 for the 1<sup>st</sup> hour, \$100 per hour thereafter

*After hours (5 pm – 10 pm) rates also apply to weekend use.  
 Corporate Partners of the Chamber may utilize the conference rooms at no charge.  
 Premier Members of the Chamber may utilize the conference rooms at half price.*

**Projector, Whiteboard, and Flip Chart are available at no additional charge**

# News and NOTES

## Struggling to pay your electric or heating bill? We have programs to help.

For more information on these assistance programs, scan the QR code below, visit [Eversource.com/billhelp](https://Eversource.com/billhelp) or call us at 800-286-2828. We'll work with you one-on-one to find the best program for you.

### Protection from Shutoff for Hardship Customers

For qualifying gas or electric customers experiencing financial hardship, service cannot be turned off between November 1 and May 1.

### Medical Protection

If you or a member of your immediate household has a serious or life-threatening medical condition, you may be eligible for protection from service disconnection for non-payment. Please call us at 800-286-2828 to learn more or enroll.

### Matching Payment Program *(For electric heating and gas heating customers)*

Reduce your past due balance with affordable monthly payments.

Call us at 800-286-2828 or visit [211ct.org](https://211ct.org) to find your local community action agency to enroll and apply for state energy assistance funds.

Once enrolled, Eversource will match your payments, plus the amount of energy assistance you receive on your account, down to a zero balance.

If you receive public assistance benefits, your payments can be reduced to as low as \$50.

### New Start *(for electric customers)*

Have your balance at the time of enrollment, eliminated in as little as 12 months.

We'll establish a monthly payment for you based on your usage.

Make your scheduled New Start payment, and a portion of your balance at the time of enrollment, will be eliminated or "forgiven," reducing the amount you owe each month.

### Home Energy Solutions

Reduce energy use and stay comfortable for less with energy-saving upgrades. You may qualify for an energy assessment and services like air sealing at no cost, up to 100% off approved insulation, and additional services at a reduced cost. Please call 1-877-WISE USE (947-3873) or visit [Eversource.com/billhelp](https://Eversource.com/billhelp) for an application.

To be eligible for income-based assistance programs, your household income must be at or below 60% of the State Median Income:

#### 2022-2023 Income Eligibility Guidelines

Household Size	1	2	3	4	5	6	7	8
Income Level	\$39,761	\$51,996	\$64,230	\$76,465	\$88,699	\$100,933	\$103,227	\$105,521
Household Size	9	10	11	12	13	14	15	16
Income Level	\$107,816	\$110,110	\$112,404	\$114,698	\$116,991	\$119,285	\$121,579	\$123,873

#### Other Help:

Operation Fuel: 860-243-2345, [Operationalfuel.org/gethelp](https://Operationalfuel.org/gethelp)  
 United Way Infoline: 211  
 Public Utilities Regulatory Authority: 800-382-4586

Scan here for more information





## *Upcoming* **CHAMBER MEETINGS & EVENTS**

- |  |   |
|--|---|
| Jan. 2 - <b>CHAMBER CLOSED</b> for New Year's Day  | Jan. 18 - Health Council - 8 AM   |
| Jan. 3 - Small Business Council - 8 AM   | Jan. 18 - Leadership Northwest Session #4 - 8:30 AM   |
| Jan. 5 - Membership Committee - 8 AM   | Jan. 18 - Business After Hours @ KidsPlay Children's Museum, 61 Main Street, Torrington, 5-7 PM |
| Jan. 6 - Manufacturers' Coalition - 8 AM ???   | Jan. 19 - Legislative Breakfast @ EdAdvance with NH COG - 7:30 AM                               |
| Jan. 9 - Leads I - 12 PM   | Jan. 23 - Leads I - 12 PM   |
| Jan. 12 - Government Relations Committee - 8 AM  | Jan. 24 - Business with Breakfast @ TBD   |
| Jan. 12 - Chamber Open House @ NW CT Chamber, 59 Field Street, Suite 120, Torrington, 5-7 PM | Jan. 26 - Board of Directors Meeting - 8 AM   |
| Jan. 16 - <b>CHAMBER CLOSED</b> for Martin Luther King Jr. Day                               |   |

### *Save the Date*

**February 15 - Business After Hours @ Torrington Area Health District, Torrington, 5-7PM**  
(Sponsored By: McCall Behavioral Health Network)

**February 20 - CHAMBER CLOSED - In Observance of Presidents' Day**

## **Newsletter Submissions:**

Please send us your newsletter submissions by the 15th of the month. Beyond that date, we cannot guarantee that it will be in the following month's edition.

Thank you.