

Rebranded: The NEW Chamber of 2017

Over the years, Northwest Connecticut's Chamber of Commerce has evolved to advance the general welfare and prosperity of Northwest Connecticut with a focus on the economic, civic, commercial, cultural, industrial and educational interests of the area. The 21st century brought rapid change to our region backed by the burst of technological advancements and the continuation of the Digital Revolution.

We are seeing the growth of private enterprise and the strength of small businesses competing with large industries. Our region is continuing to flourish in this new environment, but not without its challenges.

On January 26th, we unveiled the new Chamber of 2017 at Chatterley's Banquet Facility in Torrington. The two year process of rebranding Northwest Connecticut's Chamber of Commerce included conducting surveys, holding focus groups, analyzing feedback from Chamber members and non-members, evaluating the Chamber's programs and initiatives, and meeting with marketing experts.

Every step of the process reflected our core mission and its supporting goals:

Mission: *"To promote economic growth while enhancing the quality of life in Northwest Connecticut."*

Goals:

- ◆ *To increase the awareness of the economic, educational, cultural and civic opportunities within Northwest Connecticut.*
- ◆ *To ensure the financial stability of the Chamber.*
- ◆ *To increase educational opportunities for the members of the Chamber.*
- ◆ *To enhance the prominence of the Chamber in Northwest Connecticut; to enhance the prominence of Northwest Connecticut on a state and national level.*
- ◆ *To enhance the value of membership in the Chamber.*
- ◆ *To attract and retain commerce to Northwest Connecticut.*



The Chamber examined the needs of our members by industry segments to include all types of business: retail, service (landscapers, plumbers, etc.), professional services (consultants, designers, etc.), manufacturing, healthcare, financial/insurance, restaurants/accommodations/tourism, and not-for-profits/education.

We're doing so much that is good, but we are always looking for ways to improve and better serve our members. Through the process, we discovered our members are looking for: better engagement with new members, industry specific peer groups, educational opportunities that address current business challenges, better use of the Chamber as a channel of advertising, a more structured approach to communicating with our membership and the community (including a stronger social media presence), personalized feedback from members, awareness of all offerings and benefits of being a member, stronger government awareness and representation, and better engagement of our Corporate Partners' input to help drive the economic climate of our region. We will continue to learn what our members need from us for 2017 and beyond. At the unveiling, the Chamber introduced some of the new initiatives that are being offered and will continue to share them with you as they are developed.

We have a newly restructured Membership Committee that will consist of the following arms: Ambassadors, Community Representatives; Marketing and Communication Advisors; and, Hospitality Volunteers. They will foster a stronger channel of communication between the Chamber and its members.

We are adding new network building events to our already successful Business After Hours. *Business with Breakfast* gives attendees the chance to share leads and information about their business in a roundtable format. *Restaurant in the Spotlight* highlights offerings of our member restaurants.



WHAT'S BEEN HAPPENING AT NORTHWEST CONNECTICUT'S CHAMBER

Young Professionals Organization

The Young Professionals Organization had a networking event on February 22nd at PRIA Healthcare and Minuteman Press in Torrington. Over 30 young professionals who live or work in Litchfield County attended the event. Northwest CT's Chamber of Commerce initiated the Young Professionals Organization to help facilitate the economic growth and prosperity in the region. The Chamber recognizes that this region must attract, retain and develop young talent, so that this region's businesses, governments and communities continue to thrive. The Young Professionals Organization seeks to do this by connecting with young professionals in Northwest CT and providing them with professional development, community service and social networking opportunities. We believe that this will allow people to develop a peer support system and roots in the community. It will also attract more businesses and people to the region, fostering prosperity for the region.



Mike Simon of PRIA Healthcare welcomes YPO.

Leadership Northwest

The Leadership Northwest class' February session focused on connecting with local businesses. The group started their morning at City Hall in Torrington where they watched a webinar given by the Connecticut Main Street Center and then heard from a panel of city officials including Erin Wilson, the City's Director of Economic Development, Martin Connor, City Planner, and Rista Malanca, Zoning and Inland Wetlands Officer. The group enjoyed lunch at Sawyer's and then walked to several downtown businesses including: Hatfield & Co. Jewelers, Performance HUB USA, The Roberts Tax Group, Stepcraft, Minuteman Press and PRIA Healthcare. Each business talked about why they chose downtown Torrington, what their challenges have been owning/operating a business, and how they've persevered during these challenging economic times. In March, the Leadership class will attend Connecticut Business Day in Hartford.

Manufacturers' Coalition

Our Manufacturers' Coalition had a very informative February meeting that provided insight and guidance into two areas where our membership has asked for assistance: funded cost savings initiatives and insurance information and new options. Bryan Murach, Eversource Energy, detailed several different incentive programs offered through Eversource to help manufacturing organizations curtail expenses and become more efficient, specifically, Business Sustainability – strategic energy plan, Energy Use Assessment – lighting, compressed air, gas, AC, etc., and Eversource Prime Program – A lean/ continuous improvement program. Last year, the commercial division of Eversource helped fund more than 360 projects statewide resulting in enormous savings and eye-popping ROI. Steve Glick, Chamber Insurance Trust, informed the group of very intriguing new options in the Insurance space. As the health care climate continues to morph and the ability for small/medium businesses to navigate and interpret viable options, The Chamber Insurance Trust provided some new options that have recently become available to our organizations. The insurance landscape has started to change and new, very cost effective platforms are becoming available. (Submitted by Lance Boynton, Manufacturers' Coalition Chair.)

Junior Leadership Northwest

February's Junior Leadership Northwest session was held at the Torrington Police Department. The students met with officers from different departments and learned about careers in criminal justice as well as how our police department operates. The students were also given a tour of the police department. The topic for their next session to be held on March 27th is Social Service.

Junior Leadership Northwest, developed for local high school juniors, is an eight month program designed to give them an inside look at how local governments, banks, law enforcement agencies and other regional entities operate. The program also builds awareness of local history and available resources that may interest those students who hope to become future community leaders. This initiative of Northwest Connecticut's Chamber of Commerce is sponsored by Torrington Savings Bank.



If only gaps in your coverage were this easy to spot.

Come in today and see how Farmers® can help you find them.

Gaps may be hiding in your coverage. I can help you find them, so you can get the policy that best fits what you want. Give me a call to get started. Or better yet, just stop by in person.



ROBERT LAYER
 860.866.5615
<https://agents.farmers.com/rlayer>
 RLAYER@FARMERSAGENT.COM
 59 TORRINGTON RD STE C2
 GOSHEN, CT 06756

KNOW THE GAPS

COMING UP AT THE CHAMBER

Health Council

The Chamber's Health Council, a peer group of individuals who work in the health care industry, will meet on Tuesday, March 28th at 8:00 a.m. at the Chamber for their monthly meeting. Maureen McCarthy of Celtic Consulting, LLC will be the keynote speaker. Celtic Consulting is a woman-owned business providing compliance, clinical reimbursement and educational services to long-term care, post-acute providers to promote overall efficiency and revenue optimization.

Job Fair

Northwest Connecticut's Chamber of Commerce will hold the 13th Annual Job Fair on Thursday, March 30th at the Torrington City Hall Auditorium, 140 Main Street, Torrington from 10 a.m. to 3 p.m. The fair welcomes job seekers to network with potential employers, distribute their resume and apply for open positions. All industries and businesses are welcome to participate. The fee for Chamber members is \$100 and for non-members is \$150. Lunch is provided for employers. Supporting organizations of the Job Fair include: The City of Torrington, the Northwest Regional Workforce Investment Board, the Connecticut Department of Labor, FM 97.3 WZBG, The Register Citizen and Republican-American. To reserve a table at the fair, please call the Chamber at 860-482-6586.





**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, March 21st at 8:00 a.m.

Hosted by
KidsPlay Children's Museum
61 Main Street, Torrington



RSVP online at nwctchamberofcommerce.org or call 860-482-6586.

Peer Groups

The Chamber will host the following peer group meetings and welcomes any member involved in the specific industry to attend. These meetings will be held at the Chamber, 333 Kennedy Drive, Torrington.

- ♦ Insurance Committee will meet on Wednesday, March 15th at 8:00 a.m.
- ♦ Manufacturers' Coalition will meet on Friday, April 7th at 8:00 a.m.
- ♦ Health Council will meet on Tuesday, March 28th at 8:00 a.m.

**“Yes, free checking
would be terrific for my business.”**



CHECK INTO NORTHWEST 500! Get up to 500 transactions* a month. No minimum balance. No maintenance fee. Free Bill Pay, too. Plus, it's backed by efficient, local service. Northwest 500 is the business checking you've wanted. Now's the time — contact us today.



YOUR COMMUNITY – YOUR COMMUNITY BANK
FOR OVER 150 YEARS

nwcommunitybank.com 

New Hartford 860-693-8397 | Torrington, 860-482-3423 | Winsted, Main Office, 860-379-7561
Avon 860-677-2809 | Granby 860-653-7228
Northwestern Regional High School Academic Branch

*Transactions include deposits made, deposit items, checks paid and ACH debits and credits. Over 500 transactions, 50¢ each.

Member FDIC Equal Housing Lender 

COMING UP AT THE CHAMBER Continued from Page 5




BH
BUSINESS
after
HOURS

Our 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



BRANDYWINE
SENIOR LIVING
at Litchfield

19 Constitution Way
Litchfield

Thursday, March 23rd, 5:00-7:00 p.m.

RSVP online at nwctchamberofcommerce.org
or call 860-482-6586.

Annual Meeting & Chamber Hall of Fame Luncheon

Our Annual Meeting and Chamber Hall of Fame Luncheon will be held on Thursday, April 20th at 11:30 a.m. at Chatterley's Banquet Facility in Torrington. The keynote speaker of the Annual Meeting will be Joe Brennan, President of the Connecticut Business & Industry Association. The 2017 inductees in the Chamber Hall of Fame will be announced in April's newsletter. For more information, call the Chamber at 860-482-6586.

Financial Reality Fair

Save the date of April 26 for the 8th Annual Financial Reality Fair. The Chamber is once again partnering with the Connecticut Credit Union League to provide a hands-on budgeting experience to high school students. Participating students gain practical knowledge about personal financial management in a one day "real world" environment. The fair is designed to teach students the value of using money responsibly. This exercise requires each student to choose a career and salary and then budget their money wisely to make ends meet. Chamber members volunteer to make this event possible. If you'd like to be involved, please call Lauren at 860-482-6586.

Chamber Travel Program

If you have ever dreamed of visiting the Emerald Isle or experience enchanting Cuba, the Chamber and Central Holidays West have trips scheduled for you! The Irish Spirit, a nine day, seven night journey will take place October 7-15. Here awaits a land of legends and mystical folklore, lush green landscapes and spectacular cliff-side views, stone-clad castles and historic mills, cultural treasures and medieval masterpieces, plus so much more. Explore Cuba by Cruise Ship on board the MS Crystal November 9-17. On this amazing cruise and land program, you will have the outstanding opportunity to delve into the history, culture and rhythmic pulse of Havana, including an overnight stay to enjoy the nightlife too. Discover the magic and mystique of this island nation as you visit lesser known ports of Santiago de Cuba, Cienfuegos, and exotic Punta Frances. Your cruise to Cuba includes visits to UNESCO world heritage sites, world-famous beaches, colonial towns, historic attractions and much more! Visit the Chamber website at nwctchamberofcommerce.org and click on the Events and Programs tab to reach the Chamber Travel Program page where you can download complete details on both of these once in a lifetime trips.



Grow Your Money The Tax-Friendly Way

INDIVIDUAL RETIREMENT ACCOUNTS

Visit your local branch to discuss your retirement planning options with a Thomaston Savings Bank associate.

 860.283.1874 LOCAL

 855.344.1874 TOLL FREE

 thomastonsb.com



**Thomaston
Savings Bank**

You Get More When You're Next DoorSM

Member FDIC

Introducing a New Benefit of Membership

You asked for it - you've got it!

This month, we launched the **Chamber Exchange**. The Chamber Exchange is an email that is distributed by the Chamber to our entire contact list. Members are able to advertise their business or special event by utilizing the Chamber Exchange.

It's affordable, only \$50 per month/email, and limited to members only. Ads are limited to one per member, per month, and are placed on a first come-first serve basis. Ads should be submitted in jpg or png format. The size is 7" wide by 4" high. We can link the ad to your website, Facebook page or an email address.

For more information or to schedule your ad, contact Anita Rosa at the Chamber at 860-482-6586 or email your ad directly to her at anita@nwctchamberofcommerce.org.

Northwest Connecticut's Chamber of Commerce...*Business Working Together.*

Board of Directors Approves Nominating Committee Report

Brian Jones, Chairman of the Nominating Committee of the Chamber of Commerce, presented a slate of individuals to be considered for election to the board of directors on February 23rd. The board voted unanimously to approve those proposed to serve a three year term on the board of directors. The membership of the Chamber will vote to elect the proposed directors at the Annual Meeting scheduled for April 20th at Chatterley's Banquet Facility.

The individuals up for election are:

- ◆ John Beir of Union Savings Bank
- ◆ John Burdick of the Town of New Hartford Economic Development Commission
- ◆ Matthew Koehler of BD
- ◆ Larry Cassella of LARC
- ◆ Patrick Finn of Secor, Cassidy & McPartland
- ◆ Timothy LeBouthillier of Charlotte Hungerford Hospital
- ◆ Lance Leifert of Conquest
- ◆ Steve Silver of Eversource Energy
- ◆ Craig Snyder of Valley Energy
- ◆ Lisa Soliani of Hatfield & Co. Jewelers
- ◆ Maria Salomone of Webster Bank
- ◆ Kevin Sullivan of Northwest Hills Dealerships
- ◆ A representative from O&G Industries, Inc.



Torrington Savings Bank

Building Relationships

Providing Solutions

TSB Torrington Savings Bank

torringtonsavings.com

129 Main Street, Torrington, CT 06790
(860) 496-2152



**When your status changes...
...so do your insurance needs!**



Auto & Home

Business Insurance

Life, Health & Long Term Care

Medicare Plans

Long Term Planning



Call us at
1-800-448-4567
or stop by for
a personal
and professional
insurance
review.

Professional Insurance Counselors Since 1839



Brooks, Todd & McNeil

www.BrooksToddMcNeil.com

69 Water Street
Torrington, CT 06790

155 Hazard Avenue, Suite 12
Enfield, CT 06083

855 Sullivan Avenue, Unit C
South Windsor, CT 06074

Corporate Partner SHOUT OUTS

Litchfield Bancorp

Lisa Partrick, Vice President and Corporate Secretary of Litchfield Bancorp, has been selected as a “New Leader in Banking,” an exceptional distinction given by the Connecticut Bankers Association and Connecticut Banking Magazine. Ms. Partrick was recognized at a dinner held at Mohegan Sun on January 12th. Lisa joined Litchfield Bancorp in 1990 and steadily advanced within the bank to her most recent promotion to Vice President in 2014. Lisa graduated from the CT School of Finance & Management in 2006 and from the NW CT Chamber of Commerce Leadership program in 2008.



Some of Lisa’s accomplishments include: Coordinator for the Bank’s annual BLN Charity Golf Tournament, which has raised \$384,000 since inception in 2001; launching “Friday Blue Jeans” for staff to donate \$5 to wear jeans and raise funds for local charity organizations and has since raised over \$9,500; Marketing Project Manager, which has helped maximize the Bank’s presence in print, digital and social media; “Green Begins @ Home” program, including the annual shred events, computer recycling and sneaker recycling at the Litchfield Hills Road Race.



Litchfield Bancorp has announced the election of Peter Aziz to Litchfield Bancorp’s Board of Director’s as of January 2017. Mr. Aziz is the President and owner of Bantam Home & Energy, a company he joined in 1988, before becoming president in 2006. Under Peter’s leadership, the company has become a leader in the energy industry by embracing green fuels early on and has led company expansion through its offerings to include propane, air conditioning, plumbing, smart home controls and more.

Deeply committed to serving the community, Peter serves as Trustee of Greenwood’s Counselling Referrals, and is a member of SCORE, where he coaches aspiring small business owners.

Torrington Savings Bank

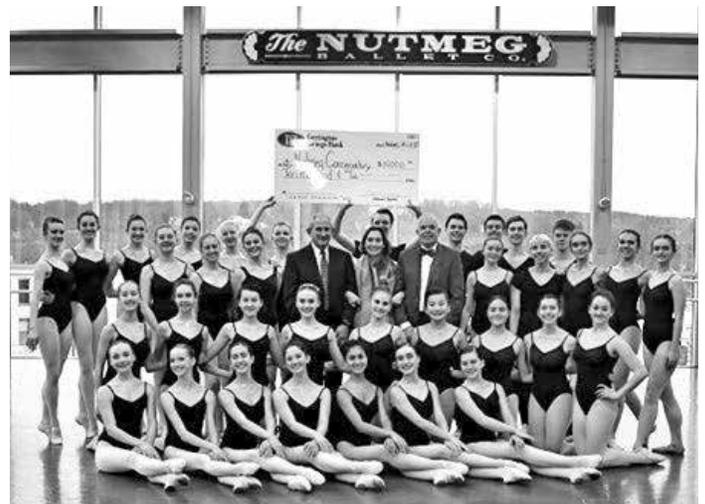
Torrington Savings Bank has announced its contribution to The Nutmeg Ballet Conservatory in the amount of \$10,000. The donation is part of an ongoing capital campaign to fund the replacement of the essential dance flooring in Nutmeg’s historical downtown building, which will come to a total cost of approximately \$88,000.

Torrington Savings Bank’s contribution is supplemented by the Northwest



Connecticut Community Foundation’s grant of \$37,500 procured by The Nutmeg Conservatory. Individual donors, alumnus, and parents have contributed to the project as well.

John E. Janco, President & CEO of Torrington Savings Bank said, “The Nutmeg Conservatory is a Torrington institution. We know this donation will be a solid start to their campaign in an effort to raise the necessary funds for a new floor for the Conservatory. I am confident other local businesses will follow our lead and give generously towards this cause.”



The Nutmeg Ballet Conservatory dancers with John E. Janco, President & CEO of Torrington Savings Bank, Victoria Mazzarelli, The Nutmeg Ballet Conservatory Artistic Director, and Jeff Geddes, Senior Vice President of Torrington Savings Bank.




PHOTO ARTS
 PRINTING COMPANY
*Quality
 Printing Services*
 est. 1983

44 Putter Lane
Torrington, Connecticut
860.489.1170
www.photoarts-ct.com

Corporate Partner

SHOUT OUTS

O&G Industries

O&G Industries, Connecticut's largest privately-held construction company and one of the country's Top 100 Green Building Contractors, has substantially completed the renovation of Wethersfield High School. Construction on the \$83.7 million high school project began in the summer of 2013 with all space turned over to the school administration in the fall of 2016. The project included a 250,000 square foot renovation within the existing facility to "as-new" condition while the building remained fully occupied by students and faculty during construction. The project also included a 24,000 square foot expansion.

The heart of the renovation included a complete overhaul of the auditorium with new mezzanine seating, additional classrooms and repurposed spaces for music, art and technology. Additions included a new gymnasium, new media center, band room and elevator. Upgraded features include an electronic music room and recording studio, a greenhouse and green roof, a photovoltaic solar panel system, technology in every classroom and significant energy conservation measures incorporated into the construction of the school. Site improvements were also made to expand parking, ease traffic flow and improve accessibility.

The project team included construction manager O&G Industries of Torrington, Connecticut and project architect Quisenberry Arcari of Farmington, Connecticut.



Member News

Red Barn Consulting

Red Barn Consulting, LLC (RBC) President & CEO Cindy Donaldson recently announced RBC has become a strategic partner for the Professional Insurance Agents chapter that oversees Connecticut, New York, New Jersey, New Hampshire and Vermont.

RBC, headquartered in New Hartford, is a business, marketing & sales strategy firm with strong footholds in the insurance, health care and finance industries. The firm helps clients streamline their business processes while creating solid marketing and sales strategies to ensure success.

Elevator Service Company, Inc.

Steven Roth of Elevator Service Company, Inc. (ESCO) in Torrington has been awarded the distinct honor of serving a two-year term as Director of the State Board for the Home Builders and Remodelers Association of Connecticut (HBRA of CT). HBRA of CT is a component of the National Association of Home Builders (NAHB).

Roth's involvement with the HBRA of CT has been a contributing factor to its growth. The group writes proposed legislation and amendments, testifies at public hearings, and actively promotes the industry at meetings with state legislators, regulators, coalition partners, and other stakeholders.

* * * * *

Due to the immense growth in the last two years, ESCO has grown its team. Following the addition of Project Manager Steve Berko, ESCO is proud to have Ora Curry and Amber Wilder join the company.

Ora J. Curry, former Automotive Sales Manager, graduated from Uconn with a Bachelor's Degree in Business Management. Ora is an active member in the community's youth programs and is a father to two teenage student athletes and two rescue dogs. He enjoys the outdoors, working out, and golfing. Ora is also a proud recipient of the 1929 Club Award.

Amber Wilder brings over 10 years marketing and management experience to ESCO. Her educational background is in business and psychology. Amber has a strong knowledge of digital marketing and has worked on several projects including website construction and search engine optimization (SEO).

Elevator Service Company, Inc plans to expand, opening offices in Rhode Island and Massachusetts. Elevator Service Company is located at 47 Water Street in Torrington with satellite offices in Bridgeport and Waterbury. For more information on Elevator Service Company, Inc and their services, please visit www.ElevatorServiceCo.com.

Seitz LLC

Seitz LLC, a local company that designs and manufactures precision power and fluid transmission plastic parts and assemblies for medical, business equipment, food and beverage and ATM markets, recently hosted an open session of a "Quality of Leadership" program. "Quality of Leadership" (QOL) was developed 27 years ago by Dr. Mike Bagley for Ingersoll-Rand and its local "Torrington Company" bearings business. Since that time, Dr. Bagley has trained over 7,000 students in Quality of Leadership.

On January 18th and 19th, Dr. Bagley trained 22 students from six local companies and a company from England. The two day program covered topics including "Situational Leadership" and "The Five Exemplary Leadership Practices." The program has helped several companies win the coveted *Industry Week* "Best Plant in America" award.

When Seitz and the Northwest Chamber announced January and February open sessions, the classes quickly filled to the 24 student capacity. This prompted the addition of three open sessions: April 19th/20th and May 9th/10th and June 7th/8th.

Evan Berns, President and CEO at Seitz said "I went through QOL in 1997 and it has had a lifelong positive impact. This is my third time bringing QOL into a company and each time the feedback from associates has been remarkable. At \$345 for both days, including training materials, lunches and a pre-work packet, this is just an incredibly high-quality, high-impact, high-value way to bring leadership skills to our associates."

Individuals and companies interested in signing up for the upcoming sessions, all of which will be held at Seitz LLC, are asked to email Dr. Bagley at innobag@aol.com.

Northwestern Connecticut Community College

Northwestern Connecticut Community College began in August 2016 to strategize how the college could be more supportive to small businesses and new entrepreneurs to sustain and accelerate economic development in Northwest Connecticut.

Northwest Connecticut has the potential to strengthen public and private partnerships including government, academic, business relationships in promoting economic growth. To this end, the advisory board fully supports the opening of the Entrepreneurial Center of Northwest CT. The goal of the Center is to connect established and new entrepreneurs and provide business development support, education and training.

On March 15th, a ribbon cutting ceremony will take place at the Goulet Building, 56 Park Place at 4 PM. The community is invited to come learn about the full range of services offered by the Center, including co-working spaces for entrepreneurs to get their new businesses off to a successful start. For more information, please contact Jane Williams at 860-738-6444 or email jwilliams@nwcc.edu.

Corporate Partner

SHOUT OUTS

Webster Bank



Webster Bank was recognized by the Hartford Business Journal at a ceremony in Hartford on January 26th. Webster was awarded Best of Business Awards in the Best Bank for Business category, Business Lender category and Commercial Mortgage Lender category.

Charlotte Hungerford Hospital

Charlotte Hungerford Hospital (CHH) turned 100 years old this past October 2016 and celebrated a century of caregiving throughout the year with commemoration events, a museum exhibit, a new historic monument, and the publication of a commemorative book.

One of the most exciting events of the anniversary was the discovery and opening of the hospital's cornerstone box. With the help of some old documents and local businesses, the hospital was able to locate a copper box that was placed in its cornerstone at a 1929 dedication ceremony. The box was opened in front of 200 guests at the hospital's fall commemoration ceremony and contained early annual reports, coins, several preserved newspapers, and photographs of Charlotte and Uri Hungerford and never before seen construction images.



On February 22, 2017, CHH staff and board members gathered to witness the interment of a new stainless steel box in the hospital's wall directly behind the original external cornerstone marker. After remarks, Hospital Chairman John Janco placed the box in the wall and hospital staff began work sealing the wall up again. The new box was designed as a replica of the original box by Glenn Fern at M&J Sheet Metal, LLC. The box contained recent anniversary memorabilia, newspapers, annual reports, newsletters, coins, photographs, souvenir programs, a copy of the original bylaws and deed, transcripts of anniversary speeches, and a miniature version of the CHH "Century of Care" 100th Anniversary commemorative book. CHH staff and supporters also included messages and well wishes to their colleagues in the future. Hospital officials hope that future individuals will find and open the box in 75 or 100 years and discover the incredible history of caregiving at CHH that awaits in the box.

The Auxiliary For Community Health in Winsted has once again generously donated funds totaling \$32,000 in support of the Charlotte Hungerford Hospital's Cardiac/Pulmonary Rehabilitation Unit and Sleep Center located at The Winsted Health Center, 115 Spencer Street, Winsted.

The Auxiliary donated \$21,000 that went toward the purchase of one NuStep Crosstrainer, two recumbent bikes, two arm Ergometers with tables, and two Medtrack Treadmills which are used by patients in the Center's exercise room as part of their cardiac and pulmonary rehabilitation. This program uses a team approach and provides individualized pulmonary care programs for exercise prescriptions, educational classes and support services. In addition, The Auxiliary also donated \$11,000 toward the technology upgrades needed for sleep Apnea testing at the CHH Sleep Center.

The Auxiliary For Community Health was founded in Winsted over 100 years ago to support community health efforts and currently has 60 volunteer members. They have a history of supporting Charlotte Hungerford Hospital's services in Winsted, including past donations for cardiopulmonary rehabilitation, emergency services, sleep center, radiology, and laboratory equipment.

Rebranded: The NEW Chamber of 2017

Continued from Page 1

You will see the introduction of newly structured Peer Groups to help industry business leaders come together to discuss common issues within their industry and share best practices. We currently have five - Health Council, Insurance, Manufacturers' Coalition, Burlington Advisory Council and Canaan Advisory Council - and we're working on establishing a Technology peer group. If you are interested in more, we will accommodate additional industry groups.

The Chamber is placing more focus on education that meets the current needs of our members, including retention and development of a quality workforce. The Northwest Connecticut Education Foundation Scholarship Initiative has been created to provide scholarships for individuals attending Northwestern Connecticut Community College and other educational opportunities.

There are new advertising opportunities available to members. One is the introduction of *Chamber Exchange* - a new email blast highlighting only member promotions and announcements. Also, in an effort to drive people to our members and in support of local businesses, we're revamping our *Member Discount Program* and placing greater emphasis on small businesses, which comprise 70% of our members.



History has shown that partnerships lead to success. The Chamber is a key player in three new collaborations that will focus on regional challenges and work towards solutions. They are: Entrepreneurial Center of Northwest Connecticut, the Boston Federal Reserve Working Cities Challenge, and the Northwest Connecticut Economic Development Corporation.

Finally, while our Corporate Sponsors have been a backbone of the Chamber since 1993, they have always been more of a partner and should be recognized as such. Going forward, our Corporate Partners will be given more opportunity to have a stronger voice in leading the Chamber through the creation of the Corporate Roundtable. The first meeting of the Corporate Roundtable took place on March 1st at the Chamber. Any company interested in becoming a part of this elite group is asked to contact JoAnn Ryan at 860-482-6586.

To help us move forward with our reinvented Chamber, we have shown our dedication to our new brand with a new look. Our new look supports what the Chamber truly stands for...*Business Working Together*.

You will see our new look in all of our collateral, both in digital and print, including this new newsletter format and increased presence on social media. You will also see our new mobile, responsive website. The site is a new hub for all the information you need from us that is easily updated by our own staff. It is organized for easier navigation and to allow members to easily understand our service offerings. It features a more modern look that is equally functional from your desktop or smartphone. Visit the site at www.nwctchamberofcommerce.org and take a tour.

The Chamber is focused on change and will continue to work to assure our members benefit and understand the value of membership. We will communicate with you throughout the year on new initiatives and services. Members are encouraged to contact the Chamber office with any questions or comments at 860-482-6586.

WHAT'S BEEN HAPPENING

Continued from Page 3

Read Aloud

The Chamber's 26th Annual Read Aloud Day took place on February 8th at elementary schools across Litchfield County. Over 400 volunteers read to over 7200 students in 24 schools in the 21 towns served by our Chamber. Thank you to all of the volunteers who read to the students this year!



O&G Industries' Seth Duke reads to students at East School in Torrington. Photo credit Bob Mandino/Connect.



VNA Northwest's Bridget Beauchaine added a little craft fun to her Read Aloud experience by creating elephant masks to go along with their book.



Charlotte Hungerford Hospital
ONE THOUSAND CAREGIVERS. ONE JOB. YOUR HEALTH.

QUALITY HEALTHCARE SERVICES

CHH BLOOD DRAWING SERVICES

540 Litchfield Street, Torrington (860) 496-6620
115 Spencer Street, Winsted (860) 738-6658

CHH CARDIAC REHABILITATION SERVICES

780 Litchfield Street, Torrington (860) 496-9512
115 Spencer Street, Winsted (860) 738-6660

CHH CENTER FOR CANCER CARE

200 Kennedy Drive, Torrington (860) 489-6718

CHH DIABETES CENTER

780 Litchfield Street, Torrington (860) 489-0661

CHH EMERGENCY SERVICES

540 Litchfield Street, Torrington (860) 496-6650
115 Spencer Street, Winsted (860) 738-6650

CHH LIONS LOW VISION CENTER

1151 East Main Street, Torrington (860) 496-0046

CHH MAMMOGRAPHY SERVICES

220 Kennedy Drive, Torrington (860) 496-0826
115 Spencer Street, Winsted (860) 738-6665

CHH MEDICAL WALK-IN

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

CHH PRIMARY CARE

780 Litchfield Street, Torrington (860) 496-6884
131 Main Street, #101A, Thomaston (860) 880-8091

CHH RADIOLOGY / X-RAY SERVICES

540 Litchfield Street, Torrington (860) 496-6550
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



CHARLOTTEHUNGERFORD.ORG



THE IRISH SPIRIT

OCTOBER 7-15, 2017

FROM \$2,949 AIR & LAND

9 DAYS, 7 NIGHTS INCLUDING HOTELS, MEALS, DAY TRIPS
AND AIRFARE FROM NEW YORK JFK

**Early-Bird
Special!**
~~\$3,049~~ **\$2,949**
if reserved by April 29, 2017.
Hurry, at this price
the trip will sell
out quickly.



Visit Our Website for Full Details

<http://nwctchamberofcommerce.org/events-programs/chamber-travel-program/>

Questions?

Call the Chamber at 860-482-6586.



Sgt

Member News

T&M Building Co., Inc.

Greg Ugalde, a Connecticut-based builder and developer with more than 25 years of experience in the home building industry, was elected as the 2017 second vice chairman of the National Association of Home Builders (NAHB) during the association's International Builders' Show in Orlando, Fla.

Mr. Ugalde is president and chief legal officer of Torrington-based T&M Building Co., Inc., one of the largest home builders in the state. Since its founding in 1962, T&M has built more than 3,500 new homes in over 40 Connecticut communities. He is also the founder and owner of GFU Investments LLC, a builder/developer minority-owned business that focuses on urban development.

NAHB's newly elected senior officers serve on a multi-leadership ladder. Ugalde will become chairman of NAHB's Board of Directors in 2019.

Greg has been involved in organizations such as NAHB for over 20 years, serving in leadership roles and receiving numerous honors for his work. In addition, he has coached over 20 teams in youth hockey and little league. He resides in Burlington with his wife Mary Jane and their four children.

Community Representatives Report

Complete details on the following community events can be found online at nwctchamberofcommerce.org.

Burlington - Janet Schwartz

- ◆ The Burlington Garden Club welcomes Peter & Barbara Rzasa to discuss "Galls of Plants and Trees" on March 9th, 7 pm (following business meeting at 6:30 pm). Guest and new members are welcome. April 13th, 6:30 pm, "Making Terrariums and/or Planters for Sale or Enjoyment". Both will be held at Elton Tavern, 782 George Washington Turnpike.
- ◆ The Community Fund Spring Fling Fundraiser will take place April 22nd, 1:30 pm at K.C. Dubliner Pub and Family Restaurant. Music by Steve Dunn Band. No cover charge. A percentage of all food profits go to the Burlington Community Fund.
- ◆ The CT Valley Mycological Society Annual Meeting with the free program "Foraging Fantastic Fungi" on March 26th, 9:30 am at Sessions Woods. Please pre-register at 860-424-3011 or email laura.rogers-castro@ct.gov. Programs are free. Children under 12 must be accompanied by an adult. No pets allowed.

Cornwall - Dianne Heiny

- ◆ Cornwall Consolidated School student play "Willy Wonka, Jr." on March 11th, 2 p.m.
- ◆ Beekeeping Workshop at Local Farm on March 18th.
- ◆ Visit cornwallct.org for additional activities.

Falls Village - Wendy Eichman

- ◆ "Philippa J. Tuttle 1916-2002: A Life in Painting" exhibit at the Hunt Library from March 10th - April 1st. Reception March 10th, 5-7 pm. Exhibit hours T 10 am - 5 pm, W 5-8 pm, Th 10 am - 5 pm, F 2-6 pm, Sa 10 am - 2 pm.

Harwinton - Carol Kearns & Harry Schuh

- ◆ The following programs will be held at the Harwinton Public Library. "Balloon Twisting Workshop with Christina" on March 18th, 10 am for children ages 7 and older. "Help with Genealogy Research using Ancestry.com" with Harwinton resident Carol Bauby. Learn how to best use the Library's subscription to Ancestry Library Edition. Call 860-485-9113 to register.
- ◆ The Harwinton Historical Society will present "Daughters of Afghanistan" documentary film with discussion to follow led by Bruce Burnett on March 19th, 2-4 pm "Puddin'heads: Childhoods in Colonial America" on March 22nd, 7 p.m. Velya Janz-Urban will provide an examination of unique childhood life activities from the 16th to the 18th centuries. "Hidden History of Litchfield County" on March 26th, 2-4 pm Peter C. Vermilyea explores tales from the history of Litchfield County. All will be held at the Harwinton Public Library and are free and open to the public.
- ◆ Harwinton Recreation Adult Fitness programs offer something for everyone: Pickleball, Zumba, Morning Pilates, Volleyball, Yoga and Fit Club. Call 860-485-0626 or email recreation@harwinton.us for details. More information is available at harwinton.us.

Litchfield - Edgar Auchincloss

- ◆ WOW what a great snow this past February, postcard perfect! Despite the weather, work on the new Stop & Stop and jail renovations continue with the goal of being open by late spring or early summer.

Warren - Craig Nelson

- ◆ Warren Parks & Recreation is sponsoring several trips in February & March. Visit the Recreation page at warrenct.org for complete details.
- ◆ St. Patrick's Day Senior Luncheon on March 15, 12 noon at the Parish Hall. \$15/person. Tickets must be purchased in advance. Contact Ruth at 860-868-7865, Edna at 860-868-2115 or Park & Recreation at 860-868-7881 ext. 113.

Winsted/Winchester - Fran Delaney

- ◆ Farmers' Market continues through the winter months on the third Saturday (March 18). The market is located at the Gaylord Tiffany building on Rowley Street from 10 am - 4 pm.
- ◆ Whiting Mills continues its 3rd Sunday craft and artisan event at 100 Whiting Street. The Mill has been honored by *Yankee Magazine* as the "Best Artist Community" in the "Best of New England 2016".

If your community isn't listed and you would be interested in becoming involved, please call the Chamber at 860-482-6586 to find out more about our Community Representatives.



Litchfield Bancorp's Maura Malo participated in Read Aloud on February 8th in Litchfield. Maura was able to read to her daughter's class this year.

Litchfield Bancorp's Paul McLaughlin read "Before Morning" at Goshen Center School.





locally grown, **LOCALLY OWNED**

From business banking to business lending - we're part of your team!

litchfieldbancorp.com   Member FDIC |  EQUAL HOUSING LENDER | NMLS #510070

*Litchfield Bancorp*¹⁸⁵⁰
EVERY CUSTOMER COUNTS™

10th Annual
LARC

Spring Wine Tasting

a fundraiser to benefit individuals with intellectual & developmental disabilities

Friday, March 31, 2017

Torrington Elks, Lodge #372

6:00 PM - 9:00 PM

Advance General Admission | \$25
General Admission (at door) | \$30
VIP Wine, Scotch & Bourbon Tasting | \$60



Tickets Available At:

Online: www.litchfieldarc.org
LARC (314 Main Street, Torrington)
The Cork Fine Wine & Spirits
(1597 East Main Street, Torrington)
(860) 482-9364

Presented By:



Thanks to Our

Renewing Members

The following Chamber members renewed their memberships during the period of January 19 and February 24. Thank you for your continued commitment to Northwest Connecticut's Chamber of Commerce. Companies listed in bold indicate a Corporate Partner.

- ◆ Bergerteam Marketing
- ◆ Borla & Associates, Inc.
- ◆ Brooker Memorial
- ◆ **Brooks, Todd & McNeil Insurance**
- ◆ C&G Heating & Air Conditioning, Inc.
- ◆ Café 38
- ◆ CAL Business Solutions, Inc.
- ◆ Gladys Cerruto
- ◆ The Charlotte Hungerford Hospital
- ◆ Comcast Spotlight
- ◆ Barry Cone's Heating & Air Conditioning, Inc.
- ◆ Connecticut Academy for the Arts (CAFTA)
- ◆ Connecticut Brownfield Land Bank, Inc.
- ◆ Connecticut GI
- ◆ Connecticut Society of CPAs
- ◆ Connecticut Society of Santas
- ◆ **Cook Funeral Home**
- ◆ Cramer & Anderson
- ◆ CT Garlic and Harvest Festival
- ◆ Doyle's Medical Supply, LLC
- ◆ Duralite, Inc.
- ◆ Duncan Ebersol, Residential Staff
- ◆ EdAdvance
- ◆ F. North Clark Insurance Agency
- ◆ **Founders Insurance Agency**
- ◆ Friendly Hands Food Bank
- ◆ Giordano Signs and Graphics
- ◆ Gleeson-Ryan Funeral Home
- ◆ Goulet Printing
- ◆ Grunder's Farm Equipment, Inc.
- ◆ Hart Building & Roofing Supplies
- ◆ Hatfield & Co. Jewelers
- ◆ Healthmarkets Insurance Agency, Mel Brickman
- ◆ Howd, Lavieri & Finch
- ◆ Jaci Carroll Personnel Services
- ◆ Jimmy's Store, Inc.
- ◆ JTM Travel Services
- ◆ Kelly Services
- ◆ Peter Kent
- ◆ King, King & Associates, CPAs, PC
- ◆ Lakeridge Association, Inc.
- ◆ Lakeville Interiors
- ◆ LaMonica's
- ◆ LARC
- ◆ Litchfield County Commercial Realtors
- ◆ Michael F. Magistrali & Associates, LLC
- ◆ Miranda Vineyard
- ◆ Mitchell Volvo of the Litchfield Hills
- ◆ Moore & Alvord Insurance
- ◆ More Than Words, LLC
- ◆ Mountainside Treatment Center
- ◆ Victor M. Muschell, LLC
- ◆ Newbury & O'Rourke, LLC
- ◆ Northwest Connecticut Arts Council
- ◆ Northwest Hills Credit Union
- ◆ Northwestern Connecticut Community College
- ◆ Nutmeg Conservatory for the Arts
- ◆ **Photo Arts Printing Company**
- ◆ Prime Time House, Inc.
- ◆ Print Master
- ◆ Progressive Paving & Construction, LLC
- ◆ Quality Lawn, Inc.
- ◆ Quinoco, Inc.
- ◆ Raynard & Peirce, Inc.
- ◆ **Republican-American**
- ◆ Law Offices of William O. Riiska
- ◆ RKL & Associates, LLC
- ◆ Salisbury Bank & Trust Company
- ◆ The Salvation Army
- ◆ Sawyer's
- ◆ Secor, Cassidy & McPartland, PC
- ◆ SOC Construction, Inc.
- ◆ St. Peter/St. Francis School
- ◆ Stefano Food Products, Inc.
- ◆ Sterling Sintered Technologies, Inc.
- ◆ Summit Scaffold Services, LLC
- ◆ Taylor Rental
- ◆ Tents Unlimited
- ◆ Theroux, Nowell & Stoughton, LLC
- ◆ Thomas Custom Builders, LLC
- ◆ Toce Bros., Inc.
- ◆ Tony's Drive-In Package Store
- ◆ Torrington Area Health District
- ◆ Torrington Public Schools
- ◆ Torrington Dental Care
- ◆ Torrington Ford Lincoln
- ◆ Torrington Historical Society, Inc.
- ◆ Torrington Housing Authority
- ◆ Torrington Lumber Company, Inc.
- ◆ The Torrington Water Company
- ◆ Town of Norfolk
- ◆ United Way of Northwest Connecticut
- ◆ Venetian Restaurant
- ◆ The Village Wine Cellar
- ◆ Vinny's Restaurant & Pizzeria
- ◆ Vintech Management Services
- ◆ VNS of Connecticut
- ◆ Wall, Wall & Frauenhofer, LLP
- ◆ White Horse Country Pub & Restaurant
- ◆ Winsted Area Day Care Center
- ◆ Wisdom House Retreat & Conference Center
- ◆ The Workman
- ◆ Workshop, Inc.



333 Kennedy Drive, P.O. Box 59
Torrington, CT 06790-0059

Return Service Requested

PRSRSTD
U.S. Postage
PAID
Permit No. 90
Torrington, CT

Corporate Partners

Altek Electronics, Inc.
Arconic Power & Propulsion
AT&T
Bank of America
BD
Borghesi Building & Engineering Co.
Brandywine Living of Litchfield
Brooks, Todd & McNeil Insurance
Charlotte Hungerford Hospital
Chatterley's Banquet Facility & Restaurant
Commercial Real Estate Group,
Vance A. Taylor
Conquest
Cook Funeral Home
Dymax Corporation
Eversource Energy
Founders Insurance Agency
Fuel Cell Energy
Geer Village Senior Community
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.

March 2017

- 8th - **Connecticut Business Day** at the State Capitol, 9:30 AM - 12 Noon
Leadership Northwest sponsored by Red Barn Consulting & Northwest Regional Workforce Investment Board
- 15th - **Insurance Committee** Meeting, 8 AM
- 21st - **Business With Breakfast** at KidsPlay Children's Museum, 61 Main Street, Torrington, 8 AM
- 23rd - **Board of Directors** Meeting, 8 AM
Business After Hours at Brandywine Living of Litchfield, 19 Constitution Way, Litchfield, 5-7 PM
- 27th - **Junior Leadership Northwest** sponsored by Torrington Savings Bank
- 28th - **Health Council** Meeting, 8 AM
- 30th - **Annual Chamber Job Fair** at Torrington City Hall, 140 Main Street, Torrington, 10 AM - 3 PM

April 2017

- 4th - **School-to-Career Pathways** Meeting, 7:30 AM
- 5th - **WOW! Forum Advisory Committee** Meeting, 8 AM
- 6th - **Membership Committee** Meeting, 8 AM
- 7th - **Manufacturers' Coalition** Meeting, 8 AM
- 13th - **Government Relations Committee** Meeting, 8 AM
- 14th - **Chamber Offices Closed** in observance of Good Friday
- 19th - **Insurance Committee** Meeting, 8 AM
Leadership Northwest sponsored by Red Barn Consulting & Northwest Regional Workforce Investment Board
- 20th - **Annual Meeting & Hall of Fame Luncheon** at Chatterley's Banquet Facility, 371 Pinewoods Road, Torrington, 11:30 AM
- 24th - **Junior Leadership Northwest** sponsored by Torrington Savings Bank
- 26th - **Financial Reality Fair** at Torrington High School
- 27th - **Board of Directors** Meeting, 8 AM
- 28th - **Business With Breakfast** at Oliver Wolcott Technical School, 75 Oliver Street, Torrington, 8 AM

Save The Date

- May 4th - **Business Expo**
- September 23rd - **Torrington House Tour**
- October 6th - **WOW! Forum**

RSVP to the Chamber
on-line at nwctchamberofcommerce.org or call 860-482-6586.