

*From the Chamber
President & CEO*
JOANN RYAN



Despite the lazy, hazy days of summer, be assured that we're still hard at work dealing with a challenging economy striving to enhance the quality of life. Here are some suggestions to make your summer sizzle with the Chamber.

Stir the pot. Join us on the 2nd Thursday of every month for the Government Relations Committee. We meet with our legislative delegation and a spirited group of members to discuss the issues of importance to you. This is an open forum that will interest and help you.

Sell yourself and your business at the Chamber's Business with Breakfast, Restaurant in the Spotlight and the Business After Hours network building events (all listed on our website). We guarantee you will increase awareness, generate leads, gain visibility and enjoy summertime networking.

Shape your future and that of so many throughout the northwest corner by volunteering to help with this year's United Way Campaign.

Score! Make an appointment with the SCORE representatives. Whether it's a legal, financial or technical issue, they can direct you to the right place for assistance. Please take advantage of this excellent resource.

Sense the excitement by participating in one of our newly established Leads Group. You have a choice of three at 8am or noon meeting twice a month. Please call us for the details. Here's another opportunity to grow your business.

Save the date for the 15th Annual WOW! Forum featuring an outstanding array on keynote speakers on Friday, October 4th at the Carole & Ray Neag Performing Arts Center of The Warner Theatre. Register at www.WOWforum.org.

Stick with us! Your summer will sizzle with success!

Welcome
NEW MEMBERS

GWENDOLYN PELLEGRINO PHOTOGRAPHY

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Gwendolyn Pellegrino

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Chamber Member **NEWS**

**OLIVER WOLCOTT TECHNICAL
HIGH SCHOOL**

Looking to hire high school graduates with technical skills? Oliver Wolcott Technical School has a large pool of new graduates prepared to enter the workforce. The position does not have to be specific to the career/trade they are learning at Oliver Wolcott. These are students that have technical and mechanical abilities but do not want to pursue a career in the field they selected at Oliver Wolcott or are not going on to further their education. These job opportunities can be anything from manufacturing to business entry level positions. If you have any questions, please contact Larry Pomerleau, Precision Machining Department Head at 860-496-5331 or via email at Lawrence.Pomerleau@ct.gov.

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To submit your special announcements for inclusion in the "Chamber Member NEWS" section of the newsletter, please email Anita Rosa at anita@nwctchamberofcommerce.org.



Northwest Connecticut
CHAMBER OF COMMERCE
Business Working Together

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Coming Up at NORTHWEST CONNECTICUT'S CHAMBER

WOW! Forum

This year's WOW! Forum will take place on Friday, October 4th at the Carole & Ray Neag Performing Arts Center at The Warner Theatre. The all-day professional women's conference will feature 6 incredible keynote speakers and some special surprise guests. The conference also includes breakfast, lunch, a chocolate and wine reception and silent auction.

We are very excited to welcome speaker, trainer and media personality Leslie Gold to this year's Forum. Leslie was a top rated, major market on-air media talent, and successful entrepreneur. She now teaches professionals and executives to be more persuasive. In a frank and enlightening presentation, Leslie will share what she has learned to be the pillars of persuasive communication.

Persuasion is the lifeblood of business. It is infused into every facet. Customers must be convinced to buy your company's product or service, colleagues have to buy into your company's new strategic plan, Investors must be persuaded to buy, or not sell your company's stock and your employees must believe in your vision.

Even though persuasion is of critical importance in business, most business people struggle with it, and rely on the wrong tools to accomplish it. Leslie brings her media-honed techniques and sensibilities, and demonstrates how to apply these techniques to the specific challenges business people face every day.

Leslie Gold, Harvard Business School 1985, was the CEO of Bishop Manufacturing, a window manufacturing


company with 165 employees. After 10 years of a successful stewardship, she sold the company to a Fortune 100 company and turned her attention to talk radio. She became "The Radiochick" and built a compelling brand in the nations #1 market. Within 15 months she went from being a complete unknown to amassing an audience of over 1 million rabid listeners. Leslie was the only woman headlining a morning-drive program in the market, and her show was later expanded to other markets and platforms.




In business, Leslie used her persuasion techniques to defeat a union organizing effort, convince a bank to loan her 5M to purchase the company at 26 years old, and negotiate terms previously unheard of in her industry. In her tenure on air, Leslie's listeners erupted in an organic outpouring of outrage at her firing, and their relentlessness forced her employer to reverse their decision. Throughout, she persuaded her devoted listeners to continually engage with her program in grandiose, humorous and very public ways to achieve the highest ratings in New York City.

Leslie is an earnest, compelling and insightful speaker and you're guaranteed to walk away with great insight.

Registration for the WOW! Forum on October 4th is currently open at www.wowforum.org.





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after
HOURS

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

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July 23, 2019
5:00-7:00 p.m.

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What's Been Happening at NORTHWEST CONNECTICUT'S CHAMBER

Leadership Northwest

On June 6th, the Leadership team held a ribbon cutting to unveil their Little Free Libraries that have been placed at the Torrington Middle School, Torrington High School, Torrington Elementary School, Vogel Wetmore School, Forbes School, and Exploration Charter School in Winsted. The ribbon cutting was held at Torrington School and 3rd grade classes came out to celebrate the occasion.



The team collected and stamped hundreds of books that were placed into the libraries for people to “take a book, and leave a book”, which is the purpose of the Little Free Libraries.

Thank you to the companies who sponsored the project: The Donut Station; Litchfield Bancorp; Torrington Savings Bank; Red Barn Consulting, LLC; Frank Marinelli; Borghesi Building & Engineering Co., Inc.; Northwest Hills Credit Union; Dave Dolinsky; Ann Olsen; Allen Domack; Barron & Company LLP; Diane V. Libby; O&G Industries, Inc.; Sullivan’s Northwest Hills Dealerships; Jimmy’s Store; Barry Cone’s Heating Air Conditioning; and Jason Dismukes Consulting Engineer.

The class graduated on June 19th with a dinner reception and a presentation of their group projects at the Torrington Lodge of Elks. Employers, family and friends were all on hand to celebrate the occasion with the graduates. The class selected Mikala Esty, Torrington Savings Bank, to be their class speaker at the commencement ceremony and keynote speakers were



Maria Coutant-Skinner, McCall Center for Behavioral Health, and Rose Buckens, Little Free Libraries.

Do you know someone who would benefit from taking our Leadership Northwest class? Applications for the 2019-2020 class are being accepted now. Applications can be found on the Chamber website at <http://nwctchamberofcommerce.org/events-programs/leadership-northwest/>.

Chamber Member NEWS

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INFINITY HALL

Infinity Hall, located at 20 Greenwoods Road W (Route 44) in Norfolk, recently announced its July & August music schedule. To purchase tickets, call 860-542-5531 x404 or 866-666-6306 or visit www.infinityhall.com. All summer long, free music will be available on Wednesday in the Bistro and a Happy Hour will be held from 4:30-6:30 p.m.

July Music Calendar

- Paula Poundstone - Friday, July 12, 8 p.m.
Tickets \$55- \$75
- Cast of Beatlemania - Saturday, July 13, 8 p.m.
Tickets \$40 - \$55
- The Quebe Sisters - Wednesday, July 17, 8 p.m.
Tickets \$25 - \$35
- Robert Randolph and The Family Band - Thursday, July 18, 8 p.m. Tickets \$59 - \$79
- Anders Osborne - Friday, July 19, 8 p.m.
Tickets \$45 - \$65
- Cowboy Mouth - Thursday, Jul 25, 8 p.m.
Tickets \$28 - \$44

August Music Calendar

- Carpenters Remembered - Friday, August 2, 8 p.m.
Tickets \$29 - \$44
- Entrain - Saturday, August 10, 8 p.m.
Tickets \$24 - \$34
- Tab Benoit - Wednesday, August 14, 8 p.m.
Tickets \$44 - \$64
- Walter Trout - Thursday, August 15, 8 p.m.
Tickets \$32 - \$46
- Robert Earl Keen - Friday, August 16, 8 p.m.
Tickets \$59 - \$74
- Satisfaction: Rolling Stones Tribute Band - Saturday, August 17, 8 p.m. Tickets \$29 - \$44
- John Mayall - Sunday, August 18, 7:30 p.m.
Tickets \$54 - \$69
- Donavon Frankenreiter - Thursday, August 22, 8 p.m.
Tickets \$39 - \$54
- The Weight Band - Saturday, August 24, 8 p.m.
Tickets \$39 - \$59

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Corporate Partner SHOUT OUTS

TORRINGTON SAVINGS BANK

Kim Brown, Vice President of Residential Lending at Torrington Savings Bank has recently graduated from the ABA Stonier Graduate School of Banking.



ABA Stonier Graduate School of Banking is the preeminent executive management school of the financial services industry. The three-year program is designed to build leaders of the future by teaching how to recognize challenges and implement solutions with the agility that is needed in the everchanging business climate.

John E. Janco, President & CEO of Torrington Savings Bank noted, “Kim is the first Torrington Savings Bank Officer to graduate from this well recognized program. I am proud to have her on our team. Congratulations Kim.”

CHARLOTTE HUNGERFORD HOSPITAL

Charlotte Hungerford Hospital (CHH) held a ground breaking Saturday, June 8th for its new, state-of-the-art facility at its future site at the corner of Route 8 and 44 in Winsted. The new building is scheduled to open in spring of 2020.

All of the services now currently offered by CHH at the Winsted Health Center at 115 Spencer Street will be relocated to the new building in addition to new offerings. When complete, the new facility will feature a 12-hour-per-day Emergency Department with full laboratory support, diagnostic imaging, mammography, behavioral health, blood draw, primary and specialty care, and cardiac and pulmonary rehabilitation services, and a sleep center. The property will also have a LIFE STAR helicopter landing pad.



Chamber Member NEWS *Continued from Page 7.*

LEARNING DYNAMICS

Kristin Armstrong, Sue Laberge and Mark Ricca have been named Senior Learning Consultants at Learning Dynamics, a national training and development company based in Wallingford, Connecticut.

Kristin Armstrong resides and works in the San Francisco Bay Area and will be working with Learning Dynamics' California-based clients. Susan Laberge has more than 25 years of retail bank management experience. She is a former senior officer of numerous Connecticut banks including Webster Bank and, most recently, Farmington Bank. Sue managed the retail bank network of branches and was responsible for driving all sales and service results.

Mark Ricca's distinguished career history includes that of banker, attorney and businessman. Throughout his career, he has also dedicated time to teaching, effectively leading, communicating and engaging people to perform at their best. Most recently, Mark was professor at the Business, Finance and Management School of New York teaching courses on the US Financial System and Cross-Cultural Management.

Learning Dynamics (www.LearningDynamics.com) has been delivering customized learning solutions to companies, government and non-profit clients across the US and globally for 38 years. Its portfolio of products and services includes instructor-led, online, blended and customized training services. Its team of professional consultants includes experts in employee training and development, talent and performance management, executive coaching, organization design, management consulting, and outplacement.

BARRON FINANCIAL GROUP, LLP

John Seagrave of the independent wealth management firm, Barron Financial Group, recently received a CHARTERED RETIREMENT PLANNING COUNSELORSM designation from the College of Financial Planning. With the CRPC[®] designation, John and the team at Barron Financial Group are further committing to providing detailed and meaningful financial advice to those at or approaching retirement. From how to invest during your final working years, to Social Security, Medicare, and estate planning; the retirement planning process can be a tough road to go alone. As a fee-only firm, Barron Financial puts the focus on their client's needs and goals, and provides comprehensive investment advisory and financial planning services in easy-to-understand terms. To learn more about Barron Financial Group's services, please contact John Seagrave, CRPC[®] at (860) 489-0432 or via email at jseagrave@barronfinancialgroup.com.

NEW ENGLAND ACCORDION CONNECTION & MUSEUM



Angelo Paul Ramunni, author of "Accordion Stories from the Heart", and creator of the New England Accordion Connection & Museum, will present an author talk and mini-concert on July 20 from 4-5 PM at the Connecticut Trolley Museum located at 58 North Street in East Windsor. Mr. Ramunni will share stories from his newly-released book and perform a variety of accordion songs. Fees are \$5/member of the Museum and \$15/non-member which includes museum admission. For information on "Accordion Stories From The Heart" and the New England Accordion Connection and Museum, open by appointment only, visit <https://www.neacmc.com>, or contact Angelo Paul Ramunni at 860-833-1374 or ramunni@comcast.net.

WISDOM HOUSE & LABA

Wisdom House Retreat and Conference Center at 229 East Litchfield Road in Litchfield is hosting monthly luncheon networking meetings of LABA-Litchfield Area Business Association. Since beginning this hosting in February 2019, LABA membership has increased steadily. Several caterers, including the highly-regarded Wisdom House Retreat and Conference Center's kitchen headed by award-winning head Chef Margaret Jacobs, provide the meeting meals.

Wisdom House is an interfaith retreat and conference center available to businesses and organizations for one-day, week-long and weekend meetings and events, including overnight accommodations. Currently celebrating 70 years of presenting programs in spirituality, education and the arts, Wisdom House offers hospitality accommodations for organizations from across the US and around the world. LABA networking meetings are held on the third Tuesday of each month at 12 noon (www.litchfieldareabusinessassociation.com). To learn about Wisdom House, visit www.wisdomhouse.org or call executive director Deborah Kelly at 860-567-3163.



What's Been Happening at NORTHWEST CONNECTICUT'S CHAMBER

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Leadership Northwest *Continued*

Thank you to this year's Leadership Advisors who gave their time to help make this program run smoothly: Co-Chair Cindy Donaldson, Red Barn Consulting, LLC; Co-Chair Paul McLaughlin, Litchfield Bancorp; Melissa Root, Connecticut Mutual Holding Company; JoAnn Ryan, NW CT Chamber of Commerce; Darlene Sullivan, AssuredPartners Northeast; Michael Sweeney, Torrington Savings Bank; Dr. Deb Zavatkay, Northwestern CT Community College; and Lauren Zordan, NW CT Chamber of Commerce. Thank you Northwest Regional Workforce Investment Board for sponsoring this year's Leadership program.



Finally, it's bitter-sweet, but we must say farewell to our long-serving co-chair, Cindy Donaldson. Cindy graduated from the second Leadership Northwest class in 2005. She became an advisor in 2009 and has been a co-chair of the program since 2013. She's spent countless hours not only advising groups on their community-oriented team projects, but also organizing and presenting the Media & Communications session for many years. We will miss Cindy's infectious smile and love for the Leadership program and wish her all the best in her future travels. Bon Voyage Cindy!

Manufacturing Summit

The Chamber's Manufacturers' Coalition hosted a Manufacturing Summit on June 14th at Green Woods Country Club in Winsted.

Keynote speakers for the Summit were State of Connecticut Commissioner of Labor Kurt Westby, Connecticut State Colleges & Universities President Mark Ojakian, and Franchesca Neris, an employee at BD and student at Northwestern CT Community College. The speakers shared information about funding available, job training, updates from the legislative session affecting manufactures, and some great success stories. The emcee of the Summit was Lance Boynton, Chair of the Northwest Connecticut Chamber's Manufacturers' Coalition.

Thank you to the Northwest Regional Workforce Investment Board for sponsoring the event.



Young Professionals Organization

The Chamber's Young Professionals Organization held two events in June. On June 6th, American Mural Project in Winsted graciously hosted the group of over 40 young professionals. "An Evening with Ellen Griesedieck" was a private event for young professionals in the region with an interview of founder Ellen Griesedieck and time for question and answer. They also enjoyed delicious hors d'oeuvres from Ciesco Catering and a beer tasting.

On June 21st, a group of 11 Young Professionals participated in the United Way of Northwest Connecticut's annual Day of Caring. The team spent the day volunteering at local non-profits doing various tasks. Thank you to all who volunteered!

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780 Litchfield Street, Torrington.....(860) 496-9512
115 Spencer Street, Winsted.....(860) 738-6660
- Center For Cancer Care**
200 Kennedy Drive, Torrington.....(860) 489-6718
- Center For Healthy Aging**
540 Litchfield Street, Torrington.....(860) 496-6240
- Emergency Services**
540 Litchfield Street, Torrington.....(860) 496-6650
115 Spencer Street, Winsted.....(860) 738-6650
- Foot Center**
540 Litchfield Street, Torrington.....(860) 496-6723
- Lions Low Vision Center**
1151 East Main Street, Torrington.....(860) 496-0046
- Mammography Services**
220 Kennedy Drive, Torrington.....(860) 496-0826
115 Spencer Street, Winsted.....(860) 738-6665
- MRI /Advanced Medical Imaging**
540 Litchfield Street, Torrington.....(860) 489-7314
- Radiology / X-ray Services**
540 Litchfield Street, Torrington.....(860) 496-6550
115 Spencer Street, Winsted.....(860) 738-6664
- HHC Rehabilitation Network**
538 Litchfield Street, Torrington.....(860) 496-6875
1151 East Main Street, Torrington.....(860) 496-0046
- Sleep Center**
115 Spencer Street, Winsted.....(860) 738-6620
- Wound Care & Hyperbaric Medicine**
7 Felicity Lane, Torrington(860) 489-0418



CharlotteHungerford.org

Thanks to Our

RENEWING MEMBERS

The following Chamber members renewed their memberships during the period of May 25th through June 24th. Thank you for your continued commitment to Northwest Connecticut's Chamber of Commerce. Companies listed in bold indicate a Corporate Partner. Milestone anniversaries are indicated in parentheses.

- ◆ **AT&T**
- ◆ Berkshire Alarm
- ◆ Branagan Communications Consultants, LLC
- ◆ Mark J. Capecelatro, LLC
- ◆ Cardinal Engineering Associates, Inc.
- ◆ The Clouther Agency, LLC
- ◆ Decker & Beebe, Inc.
- ◆ Elevator Service Co., Inc.
- ◆ Family Propane, LLC
- ◆ FISH/Friends in Service to Humanity of Northwestern CT
- ◆ Freund's Farm Market & Bakery
- ◆ Greenwood's Counseling Referrals
- ◆ Hickory Stick Bookshop
- ◆ H-O Products Corporation (25 years)
- ◆ Lowe's Home Improvement
- ◆ Marino's Restaurant (20 years)
- ◆ Mike's On the Spot!, LLC
- ◆ Mohawk Mountain Ski Area, Inc.
- ◆ Resource Development Associates, LLC
- ◆ Rogers Law Firm, LLC (20 years)
- ◆ Ron's Automotive Center, Inc.
- ◆ William P. Ryan, DMD, LLC
- ◆ Smith, Watson & Company LLP
- ◆ Pat Sullivan
- ◆ Torrington Country Club (20 years)
- ◆ John R. & Sanda D. Ursone
- ◆ Vibra-Conn, Inc.
- ◆ The Village Wine Cellar
- ◆ Women's Enterprise Initiative
- ◆ Yale New Haven Hospital, Smilow Torrington Care Center (5 years)

What's Been Happening at

NORTHWEST CONNECTICUT'S CHAMBER

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Celebration of Success

The awards for Business Leader, Community Leader and Quality of Life were presented on June 27th at Chatterley's Banquet Facility. The Chamber of Commerce of Northwest Connecticut, Inc. has recognized individuals and organizations who have demonstrated exceptional and unselfish service to the Northwest Corner with their Celebration of Success Distinguished Leadership Awards since 1991.

The Business Leader award recipient was Steven Temkin, T&M Building Co., Inc. Steven is the Chief Executive Officer of T&M Building Co., Inc., a homebuilding company headquartered in Torrington, Connecticut. He is also a member of Torrington Downtown Partners, LLC, an entity that owns, renovates and leases spaces in downtown Torrington.

The community involvement of James O'Leary earned him the 2019 Community Leader award. Jim has been a dedicated resident of Goshen for more than 50 years, giving his time to many organizations and public service.

Prime Time House, Inc. was selected as the 2019 recipient of the Quality of Life award due to the organization's commitment to the overall improvement in the quality of life of Northwest Connecticut. Prime Time House provides opportunities for adults living with mental illness to lead productive, independent, and fulfilling lives throughout Litchfield County.

Thank you to this year's event sponsors. O&G Industries, Inc. proudly served as the premier sponsor of the Celebration of Success Awards. Other sponsors included: Litchfield Bancorp; Northwest Community Bank; Barron Financial Group LLP; Borghesi Building & Engineering Co., Inc.; Charlotte Hungerford Hospital; Eastside Electric, Inc.; Northwest Hills

