



Vision

**Andover-Bolton-Columbia-Coventry-Ellington-Hebron
Mansfield-Somers-Stafford-Tolland-Union-Vernon-Willington**

Fall Issue 2011

Chamber Celebrates it's 54th Year

"An Evening of Elegance" Auction - Saturday, November 19, 2011

The Tolland County Chamber of Commerce will welcome in its 54th year on Thursday, October 27th with a breakfast meeting at Georgina's Restaurant 275 Boston Turnpike (Routes 6 & 44) in Bolton, CT. The Economic Development Committee will present business awards to five very deserving chamber members. The winners of these prestigious awards are:

- Jerry Bundy – Bundy Motors**
Corporate Citizen – Civic Contributions
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- Kris Popovitch – ECHN – Cancer Center**
Corporate Citizen
~
- Jane Downing – Home Instead Senior Care of Northern CT**
Economic Development
~
- Julie Paolino – Integrated Rehabilitation**
Economic Development – Business Growth
~
- Lori O'Connor – Senior Moments, LLC**
Best New Business

Please plan to join us as we honor these individuals for their accomplishments.

Along with our President, Thora Cowperthwaite of Rockville Bank (*servicing her second term as president*) we will thank our outgoing Board of Directors, Glenn Lemaire, *Manchester Community College* and Chris Wardrop, *USI Connecticut*. The staff along with Thora will welcome our new Board of Directors: Mary McConville, The Connecticut Bank and Trust Company; Kim Milikowski,

Express – Verizon Retailers; and Stephen Sutton, Kahan, Kerensky & Capossela. (*see list of entire board on page 3*)

Dr. Timothy Liptrap a professor at Nichols College will be joining us as our keynote speaker. Dr. Liptrap is a specialist in the area of Social Media Marketing. His professional application, research and teaching revolve around the use of Social Media (*Twitter, Facebook, LinkedIn, YouTube*) for professional sport teams. Dr. Liptrap will demonstrate how social media affects your business, regardless if you participate using social media or not! So, don't miss these exciting presentations of both The Economic Development Committee presenting its Business Awards and the presentation from Dr. Liptrap of what everyone needs to be informed of in today's world of Social Media! Call the chamber office at 860-872-0587 or email us at tccc@tollandcountychamber.org to register for the chambers 54th annual meeting.

Looking Through Vision

1	Annual Meeting
2	"An Evening of Elegance" Auction, Message from Executive Director, Board of Directors,
3-4	Treasures or Trinkets News & Chamber Updates, Member Benefits
5	Upcoming Events

MARK YOUR CALENDARS & JOIN US!

We cordially invite you to join us for the bi-annual **"An Evening of Elegance"** Auction on Saturday, November 19, 2011 at Maneeley's Banquet Facility, 65 Rye Street, South Windsor.

The evening will begin at 5:30 p.m. with social, preview and silent auction, hors d'oeuvres, and cash bar. Dinner will be at 7:30 p.m. with the live auction and dancing to follow.

If you are looking for a way to thank your employees for their hard work and dedication, let us help you in making this your "holiday party" and an evening your employees will not forget. Tickets are \$60.00 per person or for a Company Table of Eight (8) or a Table of Ten (10) is \$55.00 per person. Call the chamber office at 860-872-0587 or email us at tccc@tollandcountychamber.org to reserve for the exciting fun event! To view photos from the last auction go to our website and scroll down to "view events" at the bottom of the event pictures and click on "TCCC Auction 11/21/09".

A Message from the Executive Director **Candice Corcione**

As the chamber enters into its 54th year, I have been reflecting on the 18 years that I have had the honor and pleasure to be the Executive Director of this great organization. It certainly is the most unique economic period of time that I think we have seen in our working careers. In the 25 years I have spent working for chambers of commerce, I have seen many different trends. Trends that drive membership and the way members use their chamber membership have changed from merely wanting a plaque for the wall showing that the business is a chamber member or coming to an occasional meeting, to now, in 2011, seriously wanting and needing to network. In our last survey to members it was adamantly clear that our members wanted more networking. The Business After Hours that was held in September with the Businesses at Lafayette Square was evidence that networking events are what we need to be doing. Over 100 people gathered and visited the members (*and non members*) in the plaza and NETWORKED! As I walked through the crowd, I heard people doing business with one another. I heard people put orders in for items from **EmbroiderWise**. As people gathered to listen to Drew Crandall from **Keep in Touch** 'Drumming up Business' they were signing up for a seminar to help members Drum up Business being offered on November 11th at Michelle's Restaurant. **Booma's Paint** had a steady line of traffic as did **Lafayette Wine & Liquor** who offered Octoberfest Tasting as well as the Sandwiches from **Subway @ Lafayette Square**. **Kumon of Vernon** opened its doors and people learned about their business. People

Vision

gathered at the chamber office where we collected non perishable food items for **Hockanum Valley Community Council** and munched on **Nature's Grocer** Ginger Giants Cookies. We concluded the evening's activities as people gathered at the new Lafayette Branch of **Rockville Bank** for dessert and door prizes. It was evident that people want to be involved, and be an active part of our community. Businesses doing Business with local companies is the trend that we are seeing now. So please the next time you have the need for goods or services, look to your chamber neighbors, go to our website at www.tollandcountychamber.org and do business with your fellow chamber members!

2011 -2012 Board of Directors

The following individuals are the chamber Board of Directors for 2011-2012 - * Denotes Executive Committee Member.

Valerie Chase* Ashley, Scarborough & Pierce
860-649-2737

Jeffrey Cohen* - ImageWorks, LLC – 860-647-7725

Thora Cowperthwaite* -**President** – Rockville Bank
860-291-3805

Drew Crandall – Keep In Touch – 860-871-6500

Jim Dake – Jim Dake & Associates – 860-432-5703

John Elsesser* - Town of Coventry – 860-742-6324

Janet Gallugi* – Visiting Nurse & Health Services of CT
860-872-9163

J. Renee Irvin – Healthwise Medical Associates
860-288-4101

Sandra Marella – Journal Inquirer – 860-646-0500

Betty Mauer – Worker's Federal Credit Union
860-684-4484

Mary McConville – CBT – 860-871-3109

Kim Milikowski – Express - Verizon Retailer
860-729-6310

Kate Mullen*– People's United Bank - 860-875-0338

John O'Keefe – Stafford Savings Bank - 860-684-4261

John O'Shaughnessy – O'Shaughnessy Insurance
860-871-1101

Julie Paolino*– Integrated Rehabilitation Services
860-870-8272

Kris Popovitch – ECHN – 860-533-4002

Eric Santini, Jr. – DeerValley Townhomes
860-875-7200

Megan Scranton – Scranton Motors – 860-872-9145

Kathy Stavens – Rockville Bank – 860-291-3890

Stephen Sutton – Kahan, Kerensky & Capossela
860-646-1974

Greg Williams – KMA Wealth Management
860-871-1749

"You Get Out Of It What you Put Into It.!"

After listening to a recent conversation between two chamber volunteers about the time that they spent at chamber functions, it was clear to me, that it is really true that you **"Get Out Of It What you Put Into It!** As an Ambassador for the chamber this volunteer noted that she chose certain new Chamber members each quarter and wrote a quick

note to them stating that she guaranteed that they would receive much more in benefits than their initial investment of the chamber dues they paid. Of course she wrote the notes on her business stationery – so that was also wonderful advertising for her. Then she cements the new Member-Chamber relationship by personally inviting and escorting these new members to Chamber events during their first year of membership. Not only is she creating a great new business contact for herself, she is helping the chamber and new member by making the new member feel comfortable at events. As we all know the more you participate in chamber functions, the more contacts you will have. We also know, there is a whole lot of business going on at the chamber events as well as a lot of fun. Many friendships have been made during “doing business” at chamber activities. So as we embark on our 54th year, get involved and attend as many chamber events as you can. Join a committee and learn what many of our volunteers already know that our motto, “It Pays to Participate” could not be more true! If you are interested in joining a committee, go to our website at www.tollandcountychamber.org and click on committees to view the committees we have or call the chamber office for additional information.

Treasures or Trinkets

Valerie Chase, Ashley, Scarborough & Pierce, Chairperson of the Fundraising Committee and the chamber staff would like to sincerely thank the committee members and the volunteers who made **Treasures or Trinkets** the success it was. Hundreds of people visited the 50+ vendors and 123 appraisals were provided by the five experts who volunteered their time for this annual event. A very special thank you to **Servpro of Tolland County** for their sponsorship and to the **Journal Inquirer Newspaper** for the special insert describing the event. Mark your calendars for next years event, for Saturday, September 15, 2012. For more information contact the chamber office at 860-872-0587.

What is Independent Retirement Living?
By Member: Heather Nieves

Independent Retirement Living is a unique and versatile senior living option, combining the ease and comfort of community living with the independence of a private apartment. These communities are ideal for seniors who seek a simpler, relaxing retirement lifestyle but do not require around-the-clock assistance (though Home Care is often available). White Oaks Retirement Community features an all-inclusive lifestyle

enjoying the safety and security of live-in-managers available 24/7 and emergency call systems in each apartment, as well as three meals per day, transportation, full social calendars, weekly housekeeping and linen service, and much more. **What are the cost?** Residents pay one monthly fee that covers all expenses, including amenities, meals, entertainment, and all utilities (except phone). White Oaks Retirement Community does not require a long-term lease. Eligible veterans or surviving spouses can qualify for Aid & Attendance tax free pension benefits. **White Oaks Retirement Community located on 230 Deming Street in Manchester, CT** invites you and a guest to enjoy a delicious, complimentary chef-prepared meal and a personal tour to discover independent retirement living at its best. **Call 860-648-2840 to schedule your delicious complimentary meal and tour!**

Chamber Benefits

● **Advertising Opportunities & Rates**
Website Banner Ads
Call the chamber office for details

Vision Newsletter
Flyer - \$125 Business Cards \$50

Event Advertising – Various Levels
“An Evening of Elegance Auction”
Annual Golf Tournament
Business Showcase

E-blast Advertising - \$150
E-blast your message to our membership

News & Chamber Updates!

Congratulations to member Kevin Bouley, President and CEO of **Nerac Inc.** He has been named Eastern Connecticut State University’s 2011-12 distinguished executive in residence.

Kellner’s Window Gallery will be part of the Fox 61 & Hartford Courant “Dream Room Makeover” which will air on Fox on Saturdays Oct. 1st and 10th. **Kellner’s** is supplying the window treatments!

Elder Care Consulting, LLC opens **Senior Moments**. Senior Moments is a new senior resource center located on 31 Kingsbury Avenue in Tolland. It serves the dual functions of a day program for seniors and a resource center for families.



Ladd Funeral Home in Rockville Celebrates 75 years with a collection drive for local food pantries & tours of their new interior. The drive will be on October 16th from 1 p.m. – 4 p.m. at 19 Ellington Ave., Rockville, CT. The Charitable Food Collection will benefit HVCC's Tri-Town Pantry and the Cornerstone Foundation's Soup Kitchen and Food Pantry in Rockville. Also, guest can enjoy complimentary hot dogs, grilled on-site by the Vernon Lions Club.

Rockville Bank announces the hiring of new commercial banking professionals as well as welcoming New Leaders and Promoting Current Executives. Congratulations to *Robert Landfear*, V.P., Commercial Banking Officer; *Michael Kelleher*, V.P. Commercial Banking Officer; *Tom Reid*, Senior V.P., Head of the Commercial Real Estate Group; *Joseph Tartaglia*, V.P. and Head of the Cash Management Group and *Kristine Carlson-Koehler*, Assistant V.P., Treasury Services and Cash Management Officer. *Marino Santarelli*, Executive V.P. and COO; *Scott Bechtle*, Executive V.P. and Chief Risk Officer; *Steve Koniecki*, Senior V.P. IT and Operations Officer; *John Lund*, Chief Financial Officer and Treasurer *Mark Kucia*, Commercial Banking Executive; *Thora Cowperthwaite*, Branch Manager; *Jennifer Singer*, V.P. Regional Manager; *Elizabeth Podd*, V.P. Branch Manager; *Laurie Brooks*, V.P. Branch Manager; *Kathy Stavens*, V.P. Branch Manager; *Judy Keppner Clark*, V.P. Corporate Secretary and *Lynn Gagne*, Branch Administration Support Officer.

Member to Member Discounts

Bearingstar Insurance

18A Ledgebrook Drive
Mansfield, CT 06250
860-450-8812
Discount offered: Chamber Home & Auto @ WORK

Comprehensive Business Solutions 1395a Tolland Turnpike (new location)

Manchester, CT 06040
860-645-0273
Discount offered: 10% off services

Comcast Business Services

3303 Main Street
Springfield, MA 01107
860-961-9141
Discount offered: Chamber members who sign with Comcast Business who do not currently have Comcast receives on free month of their recurring cost.

Dynamark Security

P.O. Box 1170
Tolland, CT 06084
860-872-4050
Discount offered: 10% off

First Global Merchant Services

200 Fisher Drive
Avon, CT 06001
860-269-3303
Discount offered: Free Credit card processing state analysis and 50% off credit card processing equipment.

Star Hill Family Athletic Center

100 Gerber Drive
Tolland, CT 06084
860-871-8800
Discount offered: 7 day complementary family membership, plus 1 free month upon enrollment.

T&S Building & Remodeling

P.O. Box 508
Vernon, CT 06066
860-871-6087 860-874-6216 (cell)
Discount offered: 10% off windows, siding and roofing.

It "Pays to Participate" is not just a statement. If you would like to offer a discount to fellow chamber members, email us at tccc@tollandcounty-chamber.org with the details and it will be published in our quarterly Vision Newsletter. Discounts will also be listed on the chamber website.

New Members!

The following businesses and individuals have recently joined our chamber. Please welcome them with your patronage

O'Reilly, Talbot & Okun Associates – 860-643-8606

Paul Tanner, LEP, P.G.
945 Main Street - Suite 309
Manchester, CT 06040
(Consulting Engineers, Environmental Assessment)

Patch.Com – 860-315-3214

Lydia Shaughnessy
21B Esquire Drive
Manchester, CT 06042
(Media)

For the Love of Pets – 860-818-1250

Christine McCloskey
P.O. Box 171
Willington, CT 06279
(Pet Care In-Home/Obedience Training/Nutrition)

Kumon ofVernon – 860-875-3500

Heather Yoreo
30 Lafayette Square
Vernon, CT 06066
(Tutoring After School – Math & Reading)

Upcoming Events

Business After Hours

Savings Institute Bank & Trust
200 Merrow Road – Tolland Branch
Tolland, CT 06084
Tuesday, October 18, 2011
5:00 p.m. – 7:00 p.m.

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### **Business Over Breakfast White Oaks Retirement Community**

230 Deming Street  
Manchester, CT 06040  
Thursday, October 20, 2011  
7:30 a.m. – 9:00 a.m.  
Donation - \$5.00

*(Each person has two minutes to present a commercial about their business. Bring plenty of business cards!)*

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Tolland County Chamber of Commerce 54th Annual Meeting

Georgina's Restaurant &
Banquets

275 Boston Turnpike
Bolton, CT 06043

Thursday, October 27, 2011
7:30 a.m. – 10:00 a.m.

Cost: \$15:00/ \$20.00 not yet member

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### **Drum Up More Business Seminar with Drew Crandall, Keep in Touch**

Mitchell's Coffee House  
1237 Hartford Turnpike  
Vernon, CT 06066

Tuesday, November 1, 2011  
8:00 a.m. – 9:30 a.m.

Cost: \$10.00/ \$15.00 not yet member

### **“An Evening of Elegance” Auction**

Maneeley's Banquet Facility  
65 Rye Street  
South Windsor, CT 06074  
Saturday, November 19, 2011  
5:30 p.m. – 11:00 p.m.

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Express – Wireless Retailer

Learn how get more done in less time using your Smart Phone or Tablet for Business! Access QuickBooks – Credit Card Processing – and your desktop from wherever you are!

Chamber Office

30 Lafayette Square
Vernon, CT 06066

Wednesday, November 30, 2011
8:00 a.m. – 9:30 a.m.

Free to chamber members
\$10.00 not yet members

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### **Business After Hours**

Santini Villa Apartments

Hartford Turnpike

Vernon, CT 06066

Tuesday, December 7, 2011  
5:00 p.m. – 7:00 p.m.

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**Check out the chambers website
at www.tollandcountychamber.org
for additional information and
upcoming events!**