



# Vision

**Andover-Bolton-Columbia-Coventry-Ellington-Hebron  
Mansfield-Somers-Stafford-Tolland-Union-Vernon-Willington**  
Winter Issue 2009

## Chamber Wishes you a Very Happy New Year!

**Happy New Year!** As you welcome in the New Year, the chamber is working hard to help you promote your business during these challenging economic times. We are detailing and upgrading our website to make it more useful for you our members. It will also make it a more helpful tool for anyone looking to do business in Tolland County.

According to a scientific survey done by the Schapiro Group in Atlanta, it was found that there was a positive perception of Chamber members in a number of areas, including overall favorability, consumer awareness and reputation, and likelihood of future patronage. It was stated that the message in this study is ***“to join your local chamber, be an active participant in your chamber’s programs and be sure to let your customers and prospects know you’re a proud chamber supporter when they come in your business and when they see your marketing material.”***

### Let the Chamber work for you!

***Take advantage of the many ways we can help you promote your business.***

#### ●Use our Website

[www.tollandcountychamber.org](http://www.tollandcountychamber.org) as your tool to get information about your business out into the community through:

Listing on Website

Free link from our website to yours

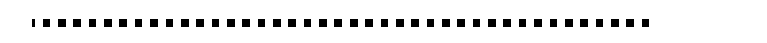
Chamber Business Discount Programs  
Updates on Legislative Issues  
Post your job listings free  
Information about chamber scholarships

#### ●Networking

Join us for one of the monthly Business Before or After Hours networking events. It is an informal way to exchange businesses cards and make new contacts in an enjoyable atmosphere. Check the website for dates of the upcoming events.

#### ●Referrals

Chamber members are referred to anyone who calls looking for goods & services. Also it is a proven fact that Chamber Members do business with other Chamber Members. Take advantage of your fellow chamber members and let them know about your business.



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### Looking Through Vision

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**1** Chamber Benefits

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**2-3** Member News-New Members-

Support your fellow Chamber Members

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**4** Useful Information

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● **Advertising Opportunities**

**Banner Ads on Website**

*Six month rotation*

**Vision Newsletter**

*Flyers – Business Card Ads*

**Event Advertising**

*“An Evening of Elegance Auction”*

*Annual Golf Tournament*

*Business Showcase -Sponsorships*

*Corporate, Gold, Platinum & Silver*

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**The Chamber Raffle will give you the opportunity to win CASH & more!**

**Rush** to find the closest Board of Director, Ambassador or staff person of the chamber to purchase your winning ticket to this years exciting raffle! Tickets are limited to 500 and the price is only \$20.00.

- 1<sup>st</sup> Prize is \$2000 CASH
- 2<sup>nd</sup> Prize is \$500 CASH
- 3<sup>rd</sup> Prize is \$300 CASH
- 4<sup>th</sup> Prize is \$100 Gift Certificate (Stop & Shop)

Tickets will go on sale in early February and the winning ticket will be drawn at the much anticipated **Annual Business Showcase** on Wednesday, April 9<sup>th</sup>, 2009 at Maneeley’s Banquet Facility in South Windsor.

**Save the Date!**

**Wednesday, April 8, 2009**

Join Tolland County Chamber of Commerce & East Hartford Chamber of Commerce Members for the

**Business Showcase**

Date: Wednesday, April 8, 2009  
 Time: 4:00 p.m. – 7:00 p.m.  
 Cost: Table Top Display: \$185/Member  
 Place: Maneeley’s Banquet Facility

**Sponsorship Opportunities Available**

Display Tables, Networking, Door Prizes, Raffle

**2008-2009 Board of Directors**

The following individuals are the chamber Board of Directors for 2008-2009 - \* Executive Committee

- Greg Barden** – ReminderNews - 870-3023
- Valerie Chase** – Ashley, Scarborough & Pierce 649-2737
- Jeffrey Cohen** \* – ImageWorks LLC – 647-7725
- Thora Cowperthwaite\*** – New Alliance Bank 871-2700
- John Elsesser** \* – Town of Coventry – 742-6324
- Gary Elwell** – Rocwell Builders – 875-6974
- Wayne Johnson** – Individual – 643-1005
- Glenn Lemaire** – Manchester Community College 512-2783
- Chick MacMillan** \*– CBT – 871-3109
- Sandra Marella** – Journal Inquirer – 646-0500
- Gary Mather** \*– Ladd-Turkington & Carmon Funeral Home - 875-3536
- Amy Mosher** – Visiting Nurse & Health Services of CT -872-9163
- Kate Mullen** \*– Peoples United Bank – 875-0338
- John O’Shaughnessy** – R.H. Luginbuhl Agency 875-3333
- Julie Paolino** – Integrated Rehabilitation Services 870-8272
- Theresa Renner** – Magdefrau, Renner & Ciaffaglione -875-8539
- Richard Slutsky** \*– Woodlake At Tolland 872-2999
- Kathy Stavens** – Rockville Bank – 291-3890
- Stephen Sutton** \* – Kahan, Kerensky & Capossela 646-1974
- Chris Wardrop** – USI – 896-2440
- Greg Williams** \* – KMA Wealth Management 871-1749

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**News & Chamber Updates!**

**Rockville Bank** promotes two Assistant Vice President Positions. Congratulations to **Barbara Benson** manager of the Enfield branch and **Jennifer Singer**, manager of the Ellington Branch.

**The Rockville Bank Foundation** has donated \$50,000 to the YMCA of Greater Hartford. The funds will be used for the construction of the new Eastern Regional YMCA facility in Ellington.

**ECHN** has appointed Stan Kontogiannis to the position of Corporate Foundations Relations Officer.



## New Members!

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

**Ticket Network - 870-3400**

Dan Pullium  
137 Bolton Road  
Vernon, CT 06066  
(Entertainment/Ticket Sales)

**Gaven Medical - 870-6112**

Craig Churchill  
129 Reservoir Road  
Vernon, CT 06066  
(Medical Manufacturer)

**Textures and Dimensions Salon - 871-4134**

Robin Reid  
1262 Hartford Turnpike  
Vernon, CT 06066  
(Beauty Salon )

**AT&T Mobility - 487-4301**

Bob Coletti  
1244 Storrs Road  
Storrs, CT 06268  
(Mobile Communications )

**Tolland County Lawn Service - 748-8964**

Matt Limberger  
P.O. Box 608  
Ellington, CT 06029  
(Landscaping Lawn Care **Snow Removal**)

**CBS Radio - 284-9153**

Bill Buller  
10 Executive Drive  
Farmington, CT 06032  
(Marketing/Advertising/Internet)

**Tri-City Fire Protection, LLC - 872-3473**

David Fusco  
67 Meadowwood Road  
Tolland, CT 06084  
(Automatic Sprinkler - Fire)

**Amplisound Hearing Products -835-2001**

Ralph Campagna  
348 Hartford Turnpike  
Vernon, CT 06066  
(Hearing Aids & Products)

**Design to Finish – 875-3223**

Lisa Graham  
4 Industrial Drive – P.O. Box 768  
Ellington, CT 06029  
(General Contractor)

**Tambourine Catering – 289-7090**

Guy Lorbert  
51 Edwin Road/Suite 5  
South Windsor, CT 06074  
(Caterer)

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**Mount Vernon Apartments – 871-1620**

Candace Barnard  
38A Mount Vernon Drive  
Vernon, CT 06066  
(Apartments)

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## Upcoming Events

### Business After Hours

Hockanum Industries  
40 Hale Street  
Vernon , CT 06066  
Tuesday, January 27, 2009  
5:00 p.m. – 7:00 p.m.

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### Business After Hours

Rockville Bank – Tolland Branch  
Big-Y Plaza  
Tolland, CT 06084  
Tuesday, February 24, 2009  
5:00 p.m. – 7:00 p.m.

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### Business After Hours

ImageWorks, LLC  
27 Hartford Turnpike  
Vernon, CT 06066  
Tuesday, March 24 ,2009  
5:00 – 7:00 p.m.

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**Checkout the chamber's  
website at**

[www.tollandcountychamber.org](http://www.tollandcountychamber.org)

for additional information on all  
chamber of commerce events!

Remember

***“It's Profitable to Participate”***

**Do you have news to share?**

Submit your business announcements (i.e.: a new employee, product or service, phone & email changes, certification or training, awards and promotions, ect.) to Member News for Vision by fax (860) 872-0588 or by email to [tccc@tollandcountychamber.org](mailto:tccc@tollandcountychamber.org) .

## Useful Information for the New Year

*(from the Newsletter of Magdefrau, Renner & Ciaffaglione, LCC*

### ALL THOSE RECORDS – WHAT TO KEEP AND WHAT TO TOSS

Deciding which record to keep and for how long can be a confusing process. Here are some guidelines that we hope will be helpful:

**Income Tax Records:** Generally, the taxing authorities have three years after an income tax return is due or filed, whichever is later, to examine the return. This three-year period is known as the “statute of limitations.” If you have made a major error on your return (defined as omitting more than 25% of your gross income, the taxing authorities have six years to examine your return. Therefore, to be safe, it is recommended that you retain your tax records for seven years after a return is filed. **Note:** If fraud can be proven, the IRS can look back over an indefinite period.

Tax records include cancelled checks, receipts, tax information statements (Form W-2's, Form 1099's, Schedule K-1's etc.) and similar items that document the income and deductions reported on your income tax return. **Copies of income tax returns themselves should be retained permanently.**

**Investment records:** Generally, investment records should be kept until the investment is totally liquidated, plus seven years. For certain property sales, records should be kept permanently. You can usually discard monthly or quarterly investment statements if you receive a comprehensive annual statement.

**Other Records:** Important records, including vehicle titles, will and trust documents,

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insurance policies, ect. should be permanently stored in a safe, fireproof place. An inventory of your valuable property, along with photographs or a video of your valuables should be made and kept current in the event that your home is vandalized or destroyed.

### Mileage rate for 2008

The mileage rate for 2008 is split. Beginning January 1, 2008, the standard rate was 50.5 cents per mile for all business miles. The rate increased to 58.5 cents a mile for all business miles driven from July 1, 2008 through December 31, 2008. Going forward for 2009 the mileage rate is 55 cents per mile.

### Greater Hartford Score Chapter 56

Score will be presenting workshops to help improve your business in today's environment.

WORKSHOPS SPONSORED BY:  
**WEBSTER BANK**

**January 20, 2009 (7:00 p.m. – 9:00 p.m.)**

#### CREATING CUSTOMER SATISFACTION

Presenter: Roy Snider, Stew Leonard's

#### COMMUNICATING WITH PROSPECTS & CUSTOMERS

Presenter: George Polychroniou, SCORE

#### PANEL DISCUSSION – SCORE COUNSELORS

Topic: Managing Your Business – Common Problems Facing Small Business Today

**January 27, 2009 (7:00 p.m. – 9:00 p.m.)**

#### HOW TO SECURE A LOAN IN TODAY'S ECONOMY

Presenter: Robert Polito,  
Senior V.P. Webster Bank

#### BANKRUPTCY AVOIDANCE METHODS EXIT STRATEGIES

Presenter: Attorney Martin A. Clayman

**Place: Webster Bank Resource Center, 436 Slater Road, New Britain, CT 06053 – Exit 36 off I-84**

**Cost:** \$20 per session

**Registration:** Online at [www.hartfordscore.org](http://www.hartfordscore.org)

(click on seminars/workshop link on left side) or you may register at the door (check or cash only)

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