



CHAMBER

News!

OLD SAYBROOK CHAMBER OF COMMERCE October 2015

OCTOBER EVENTS

- Oct 5: Golf Tournament
- Oct 6: Brown Bag Lunch & Learn
- Oct 14: Women In Business Luncheon
- Oct 15: Chamber Connections @ Harris Outdoors & Chalk Mercantile
- Oct 21: Business Connections Hour
- Oct 27: Candidate Forum
- Oct 29: Business Expo



Visit our website:

oldsaybrookchamber.com

860 388-3266
 1 Main Street
 P.O. Box 625
 Old Saybrook, CT 06475

HOW WILL YOUR BUSINESS ROCK? LOCAL BUSINESS ROCKS

Business Expo
Thursday, October 29
5:30—7pm
Valley Shore YMCA

With less than four weeks remaining, the “Local Business Rocks” business expo is shaping up to be a lively, fun-filled event. Exhibitors and attendees will be treated to live music by the Shiny Lapel Trio, “the small band with a big sound,” two-time Chili-Fest winner Octagon Restaurant will be serving up their award winning chili, and area establishments will offer samplings of food and drink. And what about the “business” aspect of the business expo you say? Exhibiting businesses represent the best of the shoreline, including retail, hospitality, health care, banking, broadcast & communications, as well as non-profits. Stop by the Valley Shore YMCA and learn first hand all that our local businesses are doing. We encourage you to participate in one or more of the following ways:

1. REGISTER TO EXHIBIT

While the floor of the YMCA’s gymnasium is almost at capacity, we have a handful of open slots. Call the office today to secure your place.

2. BE A ROCK STAR

Many members are choosing to support “Local Business Rocks” through “Rock Star” sponsorships. These individuals and businesses will be specially recognized at the event.

3. DONATE A RAFFLE PRIZE

Gift certificates, museum tickets, and dance lessons are some of the prizes that will enliven the evening. Consider donating a prize and your organization’s name will be displayed and announced during the event.

4. ATTEND

Come. Mingle. Explore our local businesses. This is sure to be a memorable evening!

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 Rayner & Giroux, LLC
 Certified Public Accountants



Cellar Fine Wines



Letter from the Board President



I hope everyone had a wonderful summer and that you are settling into this beautiful fall season.

I wanted to take this opportunity to remind you all that it is that time of year when we ask for those interested in being part of this wonderful chamber to consider joining our Board of Directors. We will be sending out the applications soon--we welcome those who feel their experience would benefit the Chamber and their personal growth. Here are a few thoughts on why you might want to become part of the Board of Directors....

- to help guide the inner workings of the Chamber
- to promote economic prosperity and business interests that benefit you and the community

- to help shepherd and guide the area in growth and development that will continue to attract residents, businesses and visitors
- to gain knowledge from and develop stronger relationships with other Directors and members at large

I also want to make sure you all mark your calendars and save the date for our Annual Meeting on Tuesday, December 8th! The Annual Meeting is when the Chamber's annual awards are presented. If you have a Business, Volunteer or Non-Profit that you would like to nominate for an award, please let us know.

Fondly,

Lori

Board of Directors, Staff and Mission Statement

Officers

President: *Lori Woll, Octagon @ Mystic Marriott*

Vice President: *Ed Lombardi, Maximus Antiques*

Treasurer: *Jay Mills, Oakley Wing Group*

Secretary: *Elaine Beame, Beame Realty*

Past President: *Kristen Roberts, Comcast*

Directors

Angus McDonald, Angus McDonald/Gary Sharpe & Assoc

Bill McMinn, Essex Printing/Events Magazine

Shannon Timme, Harbor News/Shore Publishing

Bob Bradley, Primary Residential Mortgage, Inc.

Linda Brophy, Edward Jones

Mark Appellof, Visiting Nurses of Lower Valley and Lower Valley Care Advocates

Leigh-Bette Maynard, Liberty Bank

Leland McKenna, Middlesex Hospital Primary Care

Staff

Judy Sullivan, Executive Director

Karen Pinette, Member Services Manager

Meryl Moskowitz, Marketing Coordinator

Mission Statement

The Chamber advances economic vitality and quality of life in the Old Saybrook region through programs and services for its members and community.

Contact

www.oldsaybookchamber.com

Phone: 860 388-3266





Spectrum Art Gallery

Barbara Nair
 61 Main Street, Centerbrook 06409
 (860) 767-0742
 spectrumartgallery.org
Fine art, photography, jewelry, pottery; classes, workshops and more.

Studio 80 & Sculpture Gardens

Gilbert Boro
 80-1 Lyme St. Old Lyme 06371
 (860) 434-5957
 sculpturegrounds.com
Home to the abstract sculptural works of Gilbert Boro and other exhibiting artists

Talbots

Urling Sylvia
 1 Essex Square, Essex 06426
 (860) 767-2615
 talbots.com
Leading retailer and direct marketer of women's classic apparel, shoes & accessories

LEGISLATIVE WRAP UP SESSION

State Senator Paul Formica and State Representative Devin Carney fielded questions from constituents at the September 15th legislative wrap up session, hosted by Comcast Business, CBIA and the Chamber. Topics included budget and taxes and how to improve the business climate for small businesses.



CANDIDATE FORUM -10/27/15

We are hosting a candidate forum and invited the following candidates:

- CARL FORTUNA, R - INCUMBENT**
- SCOTT GIEGERICH, R - INCUMBENT**
- COLIN HEFFERNAN, D - NOMINEE**
- CAROL CONKLIN, D - NOMINEE**

Date: Tuesday, October 27th
 Time: 8 - 9am (doors open @ 7:30)
 Place: Pavilion @ Saybrook Point
 Coffee and pastries will be served.
 Free to attend, but please register via email: karen@oldsaybrookchamber.com



Contact Information for your Legislators

- Senator Paul Formica
paul.formica@cga.ct.gov
 860 240-8800
- Senator Art Linares
art.linares@cga.ct.gov
 860 240-8800
- State Representative Devin Carney
devin.carney@housegov.ct.us
 860 240-8700

Member News

Suisman Shapiro Attorneys-at-Law

Three lawyers from Suisman Shapiro Attorneys-at-Law were again selected by their peers for inclusion in the 22nd Edition of The Best Lawyers in America® 2016. Matthew E. Auger was selected in the practice area of Medical Malpractice Law; John A. Collins, III in the field of Personal Injury Litigation; & Matthew Shafner in the area of Workers' Compensation Law.

2 Union Plaza, New London, CT 06320
(860) 442-4416 www.suismanshapiro.com

Lower Valley Care Advocates

Carolee Cannata has joined Lower Valley Care Advocates as Program Director. Located in Centerbrook, LVCA is owned by Visiting Nurses of the Lower Valley.

61 Main Street Centerbrook, CT 06409
(860) 767-2695 www.lowervalleycareadvocates.org



Send us your news and we'll print it in the next newsletter (space permitting).

Saybrook Point Inn

John Lombardo is SPI's new General Manager and is responsible for the daily operations, sales and marketing the Inn, as well as overseeing the marina and staff. Lombardo, a native of Rochester, NY, brings more than 35 years of management experience in hospitality to his position as General Manager.

2 Bridge Street, Old Saybrook
(860) 395-2000 www.oldsaybrook.com

Guilford Savings Bank

David Carswell was named Old Saybrook Branch Manager of Guilford Savings Bank. He has been with GSB since July 2010. Dave sits on the boards of several non-profits, "absolutely loves the shoreline," and enjoys the beach, biking and skiing.

840 Boston Post Road, Old Saybrook
(860)388-3015 www.gsbyourbank.com

Lighthouse Home Care

Meghan Brady joined Lighthouse Home Care in September as Client Services Program Director for Lighthouse Companion Care.

129 Main Street, Old Saybrook
(860) 395-2990 www.lighthousehomehealthcare.com

The Brown Bag Lunch and Learn Series

Create A Top Notch Web Site in Less Than a Day

Can you really create a beautiful, professional web site with a free, online web site builder? In a day or less? Yes, you really can!

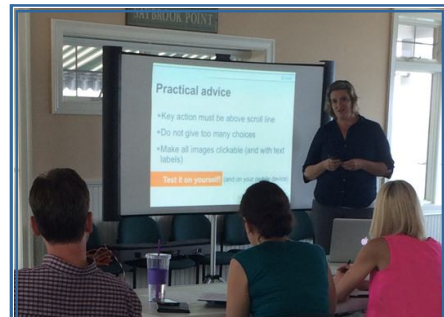
We'll take a look at several online web site builders with free, robust site building features, and together build an impressive-looking web site live in person. **Bill Hewson**, CEO and digital marketing strategist with the Hewson Group, will lead this hands-on workshop and provide insights into what makes a successful site. No coding skills needed!

Pre-order lunch from Cloud Nine Catering. See web site for details.

At right: attendees at the September marketing Lunch & Learn with April Woodcock, Constant Contact & Touching Clients.

Tuesday, October 6th
12 - 1 :30pm
Pavilion at Saybrook Point
150 College Street

Free for members. Register online.



From the Desk of the Executive Director



Beware of the impending Scarecrow Invasion! Nearly 50 scarecrows will be popping up all over town. Enjoy them! Beginning October 10th, vote for your favorite online at zip06.com/oldsaybrookscarecrow. Winners will be announced at our *Local Business Rocks! Business Expo* – Thursday October 29th at the Valley Shore YMCA.

Speaking of Expo – Come and be a Rock Star! Exhibiting at the Expo is a fantastic way to gain new contacts. There are very few booths remaining - call us today!

Would you be interested in serving on the Board? The Nominating Committee is seeking candidates for the Chamber’s Board of Directors. Board members are responsible for governing the organization and setting goals and objectives within the Chamber’s Strategic Plan. If you are interested in learning more, I’d be happy to talk with you.

Thank you to all the creative people who sent in submissions for our Old Saybrook \$ayBucks Campaign. The winner will be unveiled at the Business Expo! \$ayBucks – our gift certificate program redeemable at participating member businesses - make terrific holiday gifts.

Representative Devin Carney and Senator Paul Formica shared with Chamber members news from the Connecticut State Legislature. Although the news wasn’t always positive, both legislators are working hard on behalf of business. To quote Senator Formica, “we are working to ‘set the table’ and invite lawmakers on both sides of the aisle to come together for the betterment of all.”

We will be hosting small casual discussions with Representative Carney and small businesses. Devin wants to hear from you. If you are interested in participating in one of these discussions please give me a call.

Thank you for your renewal! Renewal notices were mailed in August and due in September. If you need an invoice call the office and we’ll get one out to you. Additionally, thank you for your consideration in making a voluntary donation to our Capital Reserve Fund. Monies collected for this fund will support our infrastructure and technology needs.

I hope to see you very soon and enjoy the beautiful fall season.

All the best,
Judy

Women in Business Luncheon Series

Linda Albright presents:

Women’s Wealth Revolution: Soulful Sales Secrets



Linda will share the 3 KEY ELEMENTS to turn prospects into clients; the #1 TOOL to shift your sales conversations from “sales-y” to soulful; how to turn “I can’t afford it” into “I can’t wait to start!”; and what it really takes to boost your income without feeling like you’re “selling out.” Learn more about Linda at www.womenswealthrevolution.com

Cancellation Policy: Notice must be given at least 2 business days prior to the event. No shows or those unable to cancel in time will be billed.



Wednesday, Oct. 14
11:30am – 1pm
Saybrook Point Inn & Spa
Members \$25.00
Non-Members \$35.00
Registration and pre-payment required.

CALL FOR BOARD NOMINATIONS

The 2015 Nominating Committee is seeking talented, hard-working individuals, ready to 'roll up their sleeves' and serve on the Chamber Board of Directors.

Board responsibilities include:

- Governing the Chamber,
- Identifying goals and objectives within the Chamber's Strategic Plan,
- Assisting in implementing & monitoring the Chamber's goals

Board members are expected to:

- Co-chair a Chamber Committee,
- Attend Board Orientation, Board Retreat and all Board meetings
- Attend Chamber annual events and 50% of all chamber networking events

Board terms range from 2-3 years and it is estimated that each board member will devote 48-60 hours a year to the Old Saybrook Chamber. Please consider sharing your expertise and talents with the Old Saybrook Chamber. Your contribution will ensure that the Old Saybrook Chamber continues to be a strong business and community organization for years to come. Information including Board Roles, Responsibilities and Expectations along with the Board Application can be downloaded from the Chamber website or call/email the office.

The Nominating Committee will be interviewing candidates late October / early November.

Thank you for your consideration!

MEMBER SPOTLIGHT: Bob Bradley, Primary Residential Mortgage



Primary Residential Mortgage provides residential mortgage financing. This includes primary residences, investment properties, 2nd homes and rehabilitation financing. We provide an educational approach and sound financial advice relative to your mortgage options.

I'm responsible for the development of relationships and the origination of mortgage loans. I work with financial planners, accountants, attorneys and real estate agents in the development of referral partnerships to bring the team to a successful conclusion and ensure the clients have been educated on the various options and advised as to the best solution.

I thoroughly enjoy educating the client. Oftentimes people may see only part of their financial profile. I will work on a

situation until I have exhausted all options. Some mortgages are straightforward but others are very complex. There may be obstacles to overcome and teach of these obstacles is simply an opportunity for greatness. Once a client has that 'aha' moment, they see why the strategy we are reviewing could save them hundreds of dollars or more per month.

Being involved in the Chamber offers many networking opportunities. Each Chamber event provides a different flavor and energy, but every event offers a chance to meet and connect with other members .

I play tennis and golf and also ski, and enjoy woodworking. I live by "get up, dress up and show up" and give it your all.


*Primary Residential Mortgage, Inc.
68 Broad Street - Guilford, CT 06437
Bob Bradley 203 453-5555 | rbradley@primeres.com*

The Chamber member featured in our Member spotlight is randomly selected at our Business Connections Hour. Our next meeting is October 21, 8am at Gladeview Rehab. Register online or call 860 388-3266.

Chamber News Editor Judy Sullivan © October 2015, Old Saybrook Chamber of Commerce

Newsletter Business Card Sponsors

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 Fax: 860.388.4300
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Lee Bridgewater, RN, BSN
 Administrator

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Register by October 2!

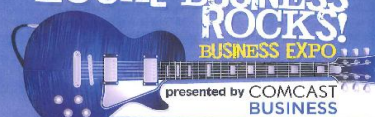
GOLF TOURNAMENT

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Rees Jones designed, award winning course on 900 acres. Contact Leland McKenna, Chairperson.
 leland.mckenna@midhosp.org

LOCAL BUSINESS ROCKS!
 BUSINESS EXPO
 presented by COMCAST BUSINESS



2015 Rock Stars

- Carl Fortuna, *Old Saybrook First Selectman*
- Child & Adult Orthodontics*
- Chris Dubord, *One Look Sign Co.*
- Dave Galanto, *The Wine Cask*
- Elaine Beame, *Beame Realty*
- Elizabeth & David Potts, *Geomatrix*
- Essence Center for Beauty and Wellness*
- Leigh-Bette Maynard, *Liberty Bank*
- Lewis Davidson, *Grossman Chevrolet/Nissan*
- Mark Appeloff, *Visiting Nurses of Lower Valley & Lower Valley Care Advocates*
- Jack Marroney, *Lighthouse Home Care*

Scarecrow Contest
 Community-wide. Open to All!

Guidelines:
 Entry deadline: Oct 5
 Entry fee: \$25
 Last day for voting: October 27
 Winners announced: October 29 at Business Expo
 To enter visit oldsaybrookchamber.com/scarecrow or call the office



DEADLINE TO ENTER IS OCTOBER 5TH

Business Expo Complimentary Ticket
ADMIT ONE

Print the ticket below and share with your friends and business connections.
 See you at the Expo!



ADMIT ONE = \$10

Thursday October 29, 2015 5:30PM - 8PM
 With Music By *The Shiny Lapel Trio*
 Valley Shore YMCA
 201 Spencer Plains Road, Westbrook

A Signature Event by:
 Old Saybrook Chamber of Commerce
 www.OldSaybrookChamber.com
 860-388-3266

presented by
COMCAST BUSINESS



Phone 860-388-3266 • www.oldsaybrookchamber.com

October 2015

What's Happening

UPCOMING CHAMBER EVENTS

- Tues Oct 5 - Golf Tournament, 12pm
- Tues Oct 6 - Brown Bag Lunch & Learn, 12-1:30pm
- Wed Oct 14 - Women in Business, 11:30am- 1pm
- Thur Oct 15 Chamber Connections, 5:30-7pm
- Thurs Oct 21 - Business Connections Hour, 8-9am
- Tues Oct 27 - Candidate Forum, 8am
- Thurs Oct 29 - Local Business Rocks Business Expo

Visit website for details:

www.oldsaybrookchamber.com

Online and On Main Street



Some banks are closing branches in favor of online banking. Not Essex Savings Bank. Instead, we have added locations and expanded services – including online and mobile banking – to better meet your financial needs. As a community bank, we are here to serve you in the manner that works best for you. Stop by one of our conveniently located branches or visit us at essexsavings.com to see how we can meet your banking needs online and in person!



Essex, 35 Plains Road, 860-767-2573 • Essex, 9 Main Street, 860-767-8238
Chester, 203 Middlesex Avenue, 860-526-0000 • Madison, 99 Durham Road, 203-318-8611
Old Lyme, 101 Halls Road, 860-434-1646 • Old Saybrook, 155 Main Street, 860-388-3543
Toll-Free: 877-377-3922 • essexsavings.com

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Thank you to our October newsletter sponsor Essex Savings Bank!