

➤SUPPORTING CHAMBER BUSINESS TO BUSINESS◀



PRIVATE IN-HOME
Caregiving & Advising

Providing certified & background checked,
professional caregivers to help keep
your loved one safe at home.

Live-In Care Personal Care Activity Assistance Safety Monitoring

1-866-968-7587 LIFETIMECareAtHome.com

Joseph P. McDonagh, CLU, ChFC

**Medical, Dental, Life & Disability Insurance
for Groups & Individuals**

PO Box 185042

Hamden, CT 06518

Office: 203-281-5090

Mobile: 203-676-6271

E-mail: mcdonaghinsurance@aol.com



CALL TODAY
to schedule your **FREE**
Hearing Consultation

Specializing in:

Hearing Aids - Hearing Tests
Balance Disorders - Tinnitus



2661 Dixwell Avenue Hamden, CT 06518
203.287.9915 | www.hearingbalance.com | info@hearingbalance.com



Joseph Varipapa
Director of Admissions

1270 Sherman Lane Hamden, CT 06514
F:(203) 281-2715
P: (203) 281-7555
E: jvaripapa@hamdenhealth.com

**Business
Visibility at
at great rate!
Call us to
book your
space
203-288-6431**

**ADVERTISE
YOUR
BUSINESS
HERE**

Johnson's Duckpin Lanes

Sandi Thomas

Serving Hamden for over 55 Years

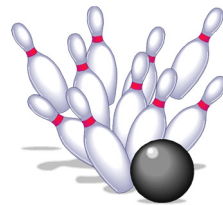
203-248-1563

Fax: 203-248-0292

info@johnsonlanes.com

2100 Dixwell Avenue, Hamden

www.johnsonlanes.com



C: 203-214-3023



AJ Gemmell

Associate District Manager
Small Business Services
aj.gemmell@adp.com

Integrated Payroll Services
HR Services
Time & Attendance
Worker's Compensation Ins.
Health & Retirement Benefits



HAMDEN HALL COUNTRY DAY SCHOOL
Educating students in PreSchool through Grade 12
1108 WHITNEY AVE. HAMDEN, CT. 203.752.2610
WWW.HAMDENHALL.ORG TRANSPORTATION AVAILABLE

Call for a private tour or visit school in session.

Leila M. Votto

Branch Manager
Assistant Vice President



2704 Dixwell Avenue
Hamden, CT 06518
D: 475.202.5112
F: 203.407.0759

lvotto@mybankwell.com | www.mybankwell.com



Premier Bookkeeping
Solutions LLC



Taking care of your
books while you're
taking care of business!

Linda M. Altieri
Owner

30+ years experience

203.214.8180
linda@premierbookkeepingsolutions.com
www.premierbookkeepingsolutions.com

HAMDEN REGIONAL CHAMBER OF COMMERCE & VISITOR'S CENTER

3074 Whitney Avenue

Building 1

Hamden, CT 06518

P: 203-288-6431

F: 203-288-4499

hamdenregionalchamber.com

hcc@hamdenchamber.com

Chamber Staff

Nancy Dudchik, IOM
President

Meegia Wojcik
Office Manager

Executive Board

Steve Diaz
Chairman

Todd Raymond
Treasurer
Henry, Raymond & Thompson

Alice Avallone
Secretary
Shoff Darby Companies

Board of Directors

Ray Andrewsen
AM 1220 WQUN

Marjorie Clark
Little Fish Studios

Jennifer Cretella
Clifford Beers Clinic

Hans Hanson
CollegeLogic, LLC

Michelle Johnston
Southern CT State University

Joseph McDonagh, CLU, Chfc
Independent Insurance Agent

Steve Miller
Steve Miller Realtor

Jennifer Rignoli
Parrett, Porto, Parese &
Colwell

Ed Ryan
Ryan Oil Company

Guy Tommasi
Immediate Past Chairman
LIFETIME Care at Home

Ian Williams
ISOE Commercial Capital

Steve Zion
Toyota of Wallingford



HAMDEN REGIONAL CHAMBER OF COMMERCE July 2017 Business Exchange

Business Profile: TripleOne Consulting | tripleoneconsulting.net

Non-profits and businesses must grow. They both must generate and increase revenue, build a brand, tell their story, communicate, innovate and ultimately deliver the services their audience demands.

TripleOne Consulting helps non-profits and small to mid-sized businesses grow by providing a full suite of integrated services: non-profit fundraising and business and sales development. Now, TripleOne's integrated services address even more of your organization's needs as we welcome Brand Inspiration -- a marketing agency of TripleOne.

TripleOne helps you grow by working with your organization to tell your story -- something we learned to excel at by working with non-profits. We then communicate it effectively to the people you need to reach -- which we perfected through our marketing and branding agency. Finally, we dive into the data and get into the workings of your business to develop business growth and sales strategies that are executable and effective -- what we learned from our corporate clients. This unprecedented integration of three different worlds helps your organization realize its full revenue potential.

So if your organization is:

- Struggling to consistently attain fundraising objectives?
- Launching a new capital initiative that requires donor buy-in?
- Attempting to reach the next level of growth in your business?

-Lacking an overall strategy for sales and business growth?
-Toiling to provide marketing support that addresses organizational needs? You need TripleOne [BrandInspiration](http://BrandInspiration.net), an organization that uniquely straddles the for-profit and non-profit sectors thanks to the expertise of our team.

Our founder, John Cunneen, spent 20 years at the helm of

The Cunneen Company, one of the nation's most successful fundraising consulting firms. While running the Cunneen Company, John launched a marketing, print and communications franchise that was to become one of the fastest growing franchisees in the country during its startup years. TripleOne synergizes John's experience with thousands of nonprofits and his work serving executives as they built their sales and marketing campaigns.

Michael Descroches spearheaded the marketing efforts of both the Cunneen Company and John's franchise, helping form comprehensive branding strategies that fueled growth. He built on that expertise to serve his own clients through Brand Inspiration, a dynamic agency devoted to Waking Up brands ranging from non-profits and small businesses to

international consulting firms. Together, these professionals create **actionable plans based on hands-on observations.**

The foundation of our consulting firm is built on our combined decades of experience in the non-profit sector.



John built The Cunneen Company into one of the most successful fundraising consulting firms serving the Catholic Church in the country.

We bring this experience with everything from small rural parishes to large urban dioceses, institutions of higher education, and individual agencies to bear for clients:

- Development programs
- Enhancing annual giving
- Planning and feasibility studies
- Launching and growing major gifts programs Capital campaigns

We help small and mid-sized businesses reach their next level of growth by serving as hands-on strategists to the founders and leadership team.

- Growth consulting
- Leadership strategists
- Virtual sales VP's
- Sales system building
- CRM experts-Sales training.

Continued -2-

Welcome New Members

Healing Love Center, LLC

Tara Miller
39 Marne Street
Hamden, CT 06514
203-891-7064
Adult Day Center

Muscular Dystrophy Association

Kevin Cassesse
127 Washington Avenue, 4th Floor
North Haven, CT 06473
203-248-6500
Non-Profit

Route Ten Restaurant

Alket Ivani
3810 Whitney Avenue
Hamden, CT 06518
203-691-9990
Restaurant

June 2017 Business After Hours Side Street Grille



The CURVE Networking Event at Stony Creek Brewery



Women in Business at Benchmark Senior Living at Hamden



Business Profile: TripleOne Consulting...continued

Ultimately, your strategies are only as effective as the means by which they are communicated. Our years in the business have taught us that many organizations require assistance effectively communicating their plans to internal stakeholders and intended audiences. Whether

it's developing an overarching branding strategy or implementing a social media campaign, we design and execute this critical step for you so you can get back to running your organization.

-Brand strategy
-Marketing and communications alignment

-Individual campaigns
-Social media development and execution

Let TripleOne **#BrandInspiration** burst the bubbles that restrict thinking and constrain creative solutions to common challenges – and then watch your organization **grow!**

The MADRAS Open Golf & Tennis Charity Tournament

The Chamber would like to thank each and every one that supported our first MADRAS Open Golf & Tennis Tournament on June 12th at the Farms Country Club. For six years, we have partnered with Make-A-Wish CT to help raise funds to make a wish come true for a local child who has been diagnosed with a life threatening medical condition giving close to \$40,000 from the Chamber. From sponsors to players, each year we have been able to make a significant donation to this

worthy cause. Thank you to Steve Zion from Toyota of Wallingford for being our presenting sponsor for the last six years! This is Steve's charity of choice and we are proud to be able to be a part of it with him. Also, special thanks to all our wonderful volunteers who supported us throughout the day. Special shout out to Karen DelChiaro from Delta Marketing who ran our Auction/Raffle tables.

Congratulations to the winning



foursome; John D'Auria, Gabe Cuda, Jim DelGrego & Ken Guerra.

Our thoughts & prayers go out to Taylor who spoke about her wish to Disney. The next day after our

tournament, she was scheduled for a bone marrow transplant and will be in the hospital for 6 months. Each golfer, tennis player, volunteer and guests helped make wishes come true for a deserving child and we are proud to be a part of it. We will be thinking of Taylor and her family.

Chamber News & Upcoming Events

JOIN OUR TEAM!!!! The Chamber has an opening for **Membership Development**. This is a part-time (20 hrs) commission/salary based position. If you know of anyone who is interested in learning more about this dynamic job, loves flexibility and believes in the core of what the Chamber can do for their business, please have them email me for more information, details and job description at ndudchik@hamdenchamber.com

The CURVE Young Professional Group presents **BARK, BUSINESS & BONES** TAILgating Networking event to benefit local animal shelters will take place on Sunday, September 10th at the

Hamden Dog Park on Waite Street from 1:00-3:00pm. Four legged friends are encouraged by not required. Join us for a fun afternoon making new connections for each other and our pets while supporting local shelters. For more information and/or how to volunteer contact Renee Sajda at (203) 672-6701 or Vicki Gelpke at (203) 867-4030. Stay connected to upcoming CURVE events on their Facebook page.

Hamden Restaurant Week 2017
We are proud to once again



offer an opportunity to celebrate the wonderful diverse restaurants and eateries in our town for the 7th Annual **Hamden Restaurant Week** starting on Monday, September 11th. Thank you once again to our Presenting Sponsor, Bankwell. We greatly appreciate their support of this wonderful community-wide event!

Our Spooktacular Halloween Bash is back by popular demand on **Friday, October 13th** at the Farms Country Club and we are joining up with our friends at Midstate Chamber for a fun night of networking but honestly...we only want to see who's dressed up as who! Stay tuned for more information.



The Side Bar by Joseph McDonagh - Ireland Great Hunger Museum

Five years ago, Quinnipiac University opened the Ireland Great Hunger Museum, a remarkable and unusual institution. The Museum works on two distinct levels: First, it is a memorial to the single most significant event in the history of Ireland; second, it is an art museum. Those two identities might seem contradictory, but it succeeds.

The Great Hunger, or the Famine – both terms are used these days – took place from 1845 to 1852. The immediate cause was a blight on the potato, which was the staple of the Irish diet. The potato wasn't native to Europe; it arrived sometime in the 16th century, transported from South America. According to Christine Kenealy's *This Great Calamity: The Irish Famine 1845-52*, the potato – eaten with buttermilk, typically – was far more nutritious than most realize. By 1840, two-fifths of the Irish people were dependent on the potato, and about one-third of all tilled land was devoted to the potato. So in 1845, when the first blight appeared, causing potatoes to rot in the ground, and destroying about 50% of the crop, the effect on the Irish rural poor was disastrous. And the blight

continued, repeating itself year after year, while the British Government – Ireland was at the time part of the United Kingdom – did far too little to help.

So why an art museum? Well, first, photography was brand new, and not widely used, so it isn't possible to explain the Famine through photographs. The Museum uses art – illustrations, paintings, and sculpture – to explain what happened to the Irish people. And what happened to them was indeed a great calamity. In a country of eight million people (based on the 1841 census), over a million died, and at least another million emigrated, during the six-year famine. By the turn of century, the Irish population was only half what it had been in 1841, and in fact even today, Ireland's population is still smaller than it had been before the famine. It's worth noting that during the famine, Ireland remained a food exporter, mainly to England. While the Irish starved, the English were fed from the other crops grown in Ireland.

It might seem odd to say that there

are beautiful works of art in a museum devoted to such a tragedy, but Ireland's Great Hunger Museum has beautiful, remarkable works of art.

Sculptor Glenna Goodacre (who designed the Irish Hunger memorial in Philadelphia, and the Vietnam Women's Memorial in Washington DC) has two sculptures on display, titled *Famine* and *Anguish*. Robert Ballagh created a stained glass window for the Museum, a beautiful piece called *An Gorta Mor*, Irish for "The Great Hunger." A huge painting by Michael Farrell, *Black 47* (named after what is generally considered the worst year of the Famine), indicts Charles Trevelyan, the British Government administrator who failed to act to relieve the suffering, viewing the Famine as "an act of providence."

The Museum is open Wednesday through Sunday, generally 10 am to 5 pm. On Wednesdays at 3 pm and Saturdays at 10 am, guided tours are available. Admission is free.



Member & Community News:

Route Ten Restaurant:

Congratulations to Route Ten Restaurant on their official Grand Opening of their new business on July 6th. They are open daily serving breakfast all day from 5am –3pm. They are located at 3810 Whitney Avenue across from Sleeping Giant Golf Course. Stop by!

Benchmark Senior Living at Hamden: Celebrate 1000 Acts of Kindness in June Nearly everyone has heard of "random acts of kindness," but Benchmark Senior Living employees have been taking things up a notch by committing 1000 Radiant Acts of Kindness during the month of June in the towns and neighborhoods



where their 54 senior living communities are located.

"This is Benchmark's 20th anniversary year," says Tom Grape, the company's founder and CEO, "and we want to give back to the communities and families that have supported our company's growth since

1997. So, every one of our 54 senior living communities across seven Northeast states has committed to performing at least 20 Radiant Acts of Kindness during June in their local neighborhoods and towns."

Executive Director of Benchmark Senior Living at Hamden, Jacquelyn Gaulin, says the associates at her community can't wait to commit their 20 and more Radiant Acts of Kindness in the Hamden area.

"They have ideas for buying coffee, donating to local shelters, paying for someone's parking when they see it has expired and more," she says. "We love our neighbors and this community and can't wait to give back and surprise a few people along the way."

Ireland's Great Hunger Museum: Hosts an afternoon tea outside on the museum lawn on August 20 at 1pm. Guests will be served various teas, finger sandwiches, small pates and desserts. Lucky Ewe will be on hand with a display of Solvar Irish jewelry available for purchase. Tickets are \$45 and can be purchased on-line or by calling 203-582-6500. Dress is summer tea party attire and hats are encouraged. All proceeds



Special Thanks to our
2017 Marketplace
Partners:

January
Bankwell

February
TradeFlow21

March
Sullivan & Son Carpet

April
LIFETIME Care at Home

May
Quick-Tech Computer Services

June
SMB Networks, LLC

July
Hamden
Rehabilitation &
Health
Care Center

August
Ryan Oil Company

September
Health Insurance
Associates

October
Area Cooperative
Educational Services

November
Henry, Raymond, &
Thompson, LLC

December
Joseph A. Conte
Jewelers

Do not miss this great
opportunity for FREE air
time on AM 1220 WQUN.

**2 BUSINESSES ARE
FEATURED EVERY
FRIDAY MORNING**
Call 203-288-6431 to
reserve your space
TODAY!

Tune in every Friday morning
at 8:30am to hear from your
fellow Chamber Members.