

➤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



Hamden
Rehabilitation and Health Care Center

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

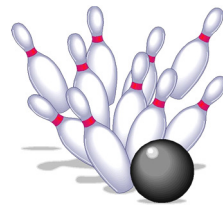
203-248-1563

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

Lynn Fredricksen
Membership Director

Executive Board

Steve Diaz
Chairman
United Way of Hartford

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



September 2017 Business Exchange

Guest Feature Article by: TripleOne Consulting: Getting Back to Business

If you're a parent, you've probably spent the past few weeks in a frantic push to get your child or children ready to head back to school. You've invested in new wardrobes, bought countless glue sticks, notebooks and other school supplies, and mentally prepared them for the rigors of getting back to a daily schedule after the more relaxed pace of summer.

Now, it's time to give your organization that same level of attention and focus on getting back to business. This is a critical time of year for every leader to step back and ask some intentional questions like:

- ⇒ Are we reaching our sales goals?
- ⇒ Are we struggling to consistently attain fundraising objectives?
- ⇒ Are we making strides to reach our next level of growth?
- ⇒ Do we lack an overall strategy for sales and business growth?
- ⇒ Are we still toiling to provide marketing support that truly addresses our organizational needs?

This examination is critical **now** because the reality is that both for-

profit and non-profit organizations only have September and October to really "set the table" for January 2018 and beyond. Why? Because it takes time to effectively assess needs and to put new plans in place. As you

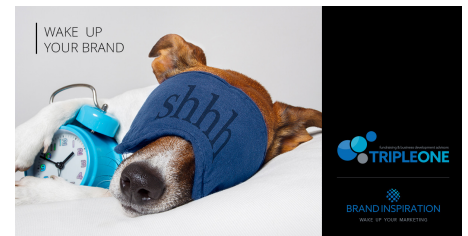
approach November and December, the holidays and resulting employee and vendor vacations, end of year reporting burdens and more make it much more difficult to effectively assemble your team, coordinate strategies and have plans in place that are ready to execute as the calendar page turns to 2018.

So what can you do **now** to ensure that 2018 lives up to your expectations?

First, identify the questions you need to ask. Start with our list above, but then take the next step to customize them for the unique needs of your organization and to face those elephants in the room head on.

Next, step back and honestly answer those questions. With all

the day-to-day pressures and deadlines of simply doing business, it's easy for an organizational leader to



automatically say, "we're doing fine" without looking at the bigger picture. Sales and/or donations

may be growing, but are they growing at the pace your plan requires? You might be meeting clients' current needs, but are you actively planning how to address their future needs as technology changes or as they require additional products or services? Is your staff able to handle the current workload effectively, or are they always operating in crisis mode and just telling you that they can handle the work?

Once you have a clear picture of what you need, it's time to take action and address those requirements. Many organizations attempt to tackle this on their own, yet a more effective course of action is to invest in a professional

Continued -2-

Welcome New Members

Beacon Hospice

Laurie Ferraro
11 Founders Plaza
East Hartford, CT 06108
860-969-9244
Category: Hospice Care

Comfort Keepers

Pat McGoldrick
500 Howard Avenue
Suite 200
Shelton, CT 06484
860-280-6587
Category: Home Care

HC2 Associates

Michael Schaffer
2321 Whitney Avenue
Hamden, CT 06518
203-777-6891
Category: Real Estate

Soulcraft Martial Arts

Brad Wolfson
1125 Dixwell Avenue
Hamden, CT 06514
888-765-5510
Category: Fitness

U.S. Small Business Administration

Tanisha Baptiste
280 Trumbull Street
2nd Floor
Hartford, CT 06103
860-240-4671
Category: Government Relations

ZZAAM

Owen Guo
2300 Dixwell Avenue
Hamden, CT 06514
203-889-2726
Category: Restaurant

Summer Happenings! Grand Openings & Ribbon Cutting Celebrations!!



**Advocates for
Insurance Benefits**



**Canal Crossing at
Whitneyville West**



**Grand Re-Opening
Hamden Auto**



**Chamber Staff
Supporting Hamden
Farmers Market**

Getting Back to Business...continued

consultant who can objectively assess your organization's needs and offer solutions that are aligned with current best practices. Why? Because you and your staff are often too close to the situation and far too burdened with the details of daily work to take that necessary step back. A consultant has the expertise – and the time – to help you determine what realistic objectives should be and then to align your organizational

practices with those objectives to ensure that you reach them. But whichever route you choose, the time to start is now so that you can toast your success in the New Year.

TripleOne #Brand Inspiration Consulting is a Woodbridge based, diversified consulting agency that offers integrated fundraising, business development, sales services and responsive marketing designed to help its clients shatter the

barriers that stifle success. No matter what your challenge, TripleOne #BrandInspiration can solve it by creating practical, comprehensive solutions that fuel top and bottom line growth. Call John Cunneen at 203.530. 5259 or Michael Desroches at 203.824.4282 to learn more.

You find us online at www.tripleoneconsulting.net and on Facebook at www.facebook.com/BrandInspiration

7th Annual Hamden Restaurant Week begins on September 11th

Please join us for another Un-Fork-Getable Restaurant Week from Monday, September 11th through Saturday, the 16th presented by Bankwell. For the seventh year, Hamden Restaurant Week is committed to introduce an appetizing local dining experience to all who live, work and visit Hamden. Hamden is known for its distinct and diverse eateries and we are proud to bring people from the surrounding communities to experience Hamden's best.

We hope that you will take advantage of this week and support this community wide event. For all our local

businesses, this is a perfect opportunity to take a client for

place this year! Participating restaurants will offer either a Buy-One-Get-One option or a three course prix fixe menu. Lunch menus will now be offered at a range between \$9.00 and \$15 and dinner menus ranging between \$20.00 and \$30.00. "Like" our Facebook page to stay informed on what each restaurant will offer and to see their menu choices. All menus are currently up and ready for view. Search for Hamden Restaurant Week You can also visit



lunch and dinner.

New pricing structure will take

www.iloverestaurantweek.com to see the full listing of participants and their offering.

Chamber News & Upcoming Events

Chamber Staff News: Please join us in welcoming BACK Lynn Fredricksen to the Chamber as Membership Director. We missed her energy and enthusiasm and she missed the Chamber too! She is excited to once again meet with businesses and engage them on all the benefits and opportunities that the Chamber can offer! We are happy to have her back with us!

North Haven Health & Racquet collected clothing,

shoes and toiletries to support victims of Hurricane Harvey on Labor Day. The Chamber couldn't think of a better way than to give over 40 golf tournament polo shirts for the cause.

Margarita's & Mulligans Ladies Golf Outing on Friday, September 22nd at Sleeping Giant Golf Course and Aunt Chilada's. Join us for a casual 9 hole tournament. We have limited space so if you are

interested in participating or getting a foursome, please call us to register. This is a scramble tournament. Registration begins at 1:30 and ends with a Mexican fiesta on the patio at Aunt Chilasdas following the tournament. We have great raffles and players gifts. If you have been

thinking of starting to golf or just want to enjoy a relaxed tournament, than this is for you!



The Side Bar by Joseph McDonagh - National Punctuation Day!

Yes, there really is a National Punctuation Day! It's September 24, a day to celebrate the 13 different punctuation marks of the English language; can you name all 13? Well, www.nationalpunctuationday.com says that there are 13, though www.yourdictionary.com says there are 14 (they add in braces, which look like this – { }).

Personally, my favorite misunderstood punctuation mark is the lowly semicolon. Kurt Vonnegut wrote, "Do not use semicolons. They are transvestite hermaphrodites representing absolutely nothing. All they do is show you've been to college." Rather cruel of him. On the other hand, George Bernard Shaw once wrote to T. E. Lawrence (yes, *that* Lawrence), "You practically do not use semicolons at all. This is a symptom of mental defectiveness, probably induced by camp life." Need more evidence? Let's hear from Gertrude Stein: "They

(semicolons) are more imposing more pretentious than a comma but they are a comma all the same. They really have deeply within them fundamentally within them the comma nature." (Yes, Stein wrote all of that without ever resorting to a comma.)

Then there's the issue of whether punctuation marks should come within quotation marks, or should be outside them. American rules state that a comma or a period should be within the quotation marks, but not the semicolon. Why not? I have no idea, and couldn't find any reference to this matter. The Brits, on the other hand, put *all* punctuation marks (unless the punctuation, like a question mark or an exclamation point, is a part of the

quote) outside the quotation marks. But of course, they also use single quotation marks,

whereas we use double quotation marks. Makes all the more sense out of Oscar Wilde's statement, "We really

have everything in common with America nowadays, except, of course, language."

Perhaps someone could explain to me what I think is the oddest use of a punctuation mark, a road sign I came upon in Ireland when I was there a couple of months ago:

So far, I've used 11 of the 14 punctuation marks identified by www.yourdictionary.com. What's missing? That's for you to figure out.



Member & Community News:

Greater New Haven Cat Project: Frisco's Pizza & Purrs on Sunday, September 17th from 11am—9pm. The GNHCP will receive 100% of the proceeds from both eat in and take out orders during the event. There will also be an on site cat food drive from 11am-5pm collecting unopened dry and canned cat food. Frisco's Pizza is located on 383 Forbs Avenue, New Haven. For more information on how to support the GNHCP visit www.gnhcp.org.

Ireland Great Hunger Museum-Quinnipiac University: Friday, October 6:30 - 8:30 p.m. *Irish Whiskey Tasting*—Ireland's Great Hunger Museum, galleries and outside lawn. The word "whiskey" comes from the Irish (or 'Gaelic') *uisce beatha*, meaning water of life. Enjoy a night of tasting and learning guided by experts from The Wise Old Dog, a boutique bottle shop in West Hartford. Participants will learn what makes Irish whiskeys unique in flavor profile and sample several from the last Irish-owned distilleries. Surprisingly during the

height of the Great Hunger, whiskey was still in production, giving this distilled drink centuries of uninterrupted history. The tasting will be held in an outdoor tent next to the museum. Light food will be served. The museum will be open with live music from Irish music-trio Daymark, and will offer various activities and crafts. Tickets to this event are \$50 and must be purchased online in advance. All attendees must be over 21. The ticket cost includes a tasting glass.

Town of Hamden: Hamden Recreation Department—Learn to Swim & Diving Lessons Hamden Recreation Department will be offering a children's learn to swim program. New session begins on Saturday's only beginning September 16th from 1:30-2:10pm. Dates: 9/16-11/2. Time change for class held on 10/28 (2:00-2:40) Cost: \$60/\$70. All sessions held at Hamden High School Community pool. Levels taught range from beginners through intermediate. For children in grades K-6th. Enrollment is extremely limited due to availability of instructors. The

Hamden Recreation Department is offering diving program instruction with Jessica Boni, Sacred Heart Academy class of '02 and Clemson University class of '06. Diving program is held at the Hamden HS community pool located at 2040 Dixwell Ave. Each session will be limited to 7 divers. For Beginner class: students must be able to dive off the board and swim to the side unassisted and must be at least 8 years old. For Intermediate Class: Divers must be able to do front dives and back lineups on their own. These sessions will be 1 hour Cost: \$85. Dates: Mondays, 9/25-11/6; Times 7:15/ 8:00 pm. Stop by the Recreation office at 2750 Dixwell Avenue to register or visit the website at www.hamden.com to download registration form and mail to the Recreation Office.

The Hamden Recreation Department also offers AM/PM open swim time to residents and non residents. Daily admission is \$2 residents and \$5 non-residents.



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 AM1220 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.