



# MILFORD

. . . on the Move

March 2006

ACCE/NAMD Award for Excellence Finalist

## Mark Your Calendar

### March 1<sup>st</sup>

Registration: 7:30 AM  
Connecticut Business Day  
State Legislative Office Building, Hartford  
Room 2C, LOB

### March 9<sup>th</sup>

5:00—7:00 PM  
☪ Business After Hours  
ERA Property World  
500 Boston Post Road

### April 7<sup>th</sup>

8:00—9:30 AM  
☀ Good Morning Milford  
Milford Chamber Boardroom  
Just for the Health of It/  
Action International -  
Bob Kademian

### April 26<sup>th</sup>

5:00—7:00 PM  
☪ Business After Hours  
Ethan Allen Home Interiors  
1620 Boston Post Road

### May 11<sup>th</sup>

5:00—7:00 PM  
☪ Business After Hours  
Carriage Green at Milford  
77 Boston Post Road

### May 17<sup>th</sup>

10:00 AM—6:00 PM  
Business Showcase  
Sacred Heart University

### May 24<sup>th</sup>

5:00—7:00 PM  
☪ Business After Hours.  
Al Dente Restaurant  
128 Bridgeport Avenue

### May 25<sup>th</sup>

12:00 Noon  
State of the City Luncheon  
Costa-Azzurra Restaurant  
72 Broadway

## LEGISLATIVE AGENDA 2006



The Legislative Action Committee of the Milford Chamber of Commerce, chaired by David Stahelski of Milford Hospital recognizes that the Legislature faces many challenges in the upcoming Legislative Session. The Chamber stands ready to work with legislators to improve the economy of our community, region and state; however, we need the Legislature's help to control the costs of doing business in order to continue to create jobs and to allow an economic recovery.

**1. Costs of Doing Business.** Connecticut's costs of doing business are already among the highest in the nation. Those costs include several items that legislators must address.

- a. **Health Insurance Premium Costs and Health Care.** The Chamber recommends creation of a Blue Ribbon non partisan Commission. Their charter would be to review the reasons why health care insurance premiums have dramatically increased and to recommend cost containment measures, alternative health plans, ensure accessibility and to oppose efforts to increase mandated insurance coverage.
- b. **Payroll Costs.** Workers' Compensation and Unemployment Compensation costs are major burdens upon Connecticut employers. Maintaining the Workers' Compensation reforms of 1993 and holding the line on unemployment compensation costs are absolutely essential. Furthermore, expansion of family and medical leave, and minimum wage obligations, also increase the cost of doing business.
- c. **Corporation Taxes.** Increases to the already high tax bills that Connecticut employers pay are counterproductive. The sunset of the Corporate Tax Surcharge must be maintained and cor-

porate taxes should not be increased.

- d. **Property Taxes.** Property tax reform should not be a means to increase tax revenue and must not transfer the tax burden to employers. Repeal the personal property tax exemption on machinery and equipment for manufacturers while holding municipalities harmless.
  - f. **Telecommunications.** Spur competition in the communications industry by equalizing regulation among competing providers and stimulate investment in our states high-tech infrastructure by taking a hands-off approach to new broadband networks and IP services.
- 2. Manufacturing.** Our manufacturers are confronted by increased competition from other parts of the country and the world. Our manufacturing jobs are at severe risk. Connecticut's anti-competitive cost of doing business compounds that risk. We need to help manufacturers remain competitive.
- a. Encourage the use of state of the art technology and equipment by eliminating the personal property tax on manufacturing machinery and equipment.
  - b. Support full funding of the Connecticut Energy Efficiency Fund.
  - c. Support employer driven workforce training and education that increases employee skill sets.
  - d. Support technical trade schools and integrate technology education into all high school programs.
- 3. Transportation.** Southern Connecticut roadways are the most congested in the state. They are a disincentive to economic growth. The transportation network must be improved.
- a. Additional parking facilities for cities and towns on current rail routes must be provided.

*Continued on page - 2 -*

**LEGISLATIVE AGENDA 2006 (Continued)**

b. The delivery system for road construction must be improved to make them more cost effective and to allow them to be completed sooner.

**4. State Fiscal Policy.** Connecticut must control the growth in spending before it increases tax revenue. Stable tax policy and costs are important to business and consumers alike. Divisive tax and spending proposals continue to harm our economy.

- a. Preserve the letter and the spirit of the state-spending cap.
- b. Develop a plan to reduce state debt.
- c. Support the indexing of prevailing wage projects thresholds and binding arbitration reform.
- d. Bring state government employee salary and benefits in line with other Connecticut industries. Reduce state health insurance costs by increasing co-pays.
- e. Support funding for the Greater

New Haven Convention & Visitors Bureau and Connecticut Commission on Culture and Tourism.

**5. Especially Milford**

- a. Support funding and/or bonding for the sewer treatment plants at Housatonic & Beaver Brook plants.
- b. Support funding/bonding for a parking garage for the courthouse, residents, and commuters in downtown Milford.

**MILFORD CHAMBER OF COMMERCE TRUST FUND ANNOUNCES SCHOLARSHIPS**

The Milford Chamber of Commerce Trust Fund Scholarship Program for graduating High School Seniors is now open for applicants. Funded by the proceeds from the annual BIC Golf Classic, individual grants from local businesses and enterprises, and the "Mayor for a Day" event hosted by the Milford Oyster Festival, the Chamber will administer presentation of 25 Scholarships this year totaling \$23,500; ranging from \$500 to \$2500 per grant. Some are based on financial need, others on the applicant's academic achievements. Factors in the granting process may be the applicant's professional goals and selection of University or College. Activities in each application are reviewed and sorted according to the criteria given for each grant. Individual "graded assessments" are made in the categories of Financial Need, Community Service, Grade Point Average and Class position, etc.

The Scholarship Application is available at on our website [www.milfordct.com](http://www.milfordct.com) or at high school guidance offices. The deadline for completed applications is April 17, 2006.

The scholarships will be presented at the annual State of the City Luncheon, May 25<sup>th</sup> at Costa- Azzurra Restaurant.


**Below is a list of current scholarship grants.**

- Milford Chamber of Commerce 51<sup>st</sup> Anniversary & Milford Oyster Festival Scholarship
- Milford Chamber of Commerce Trust Scholarship
- Edmund Meinket Memorial
- Marcel Bich Memorial Scholarship
- Daniel T. Meisenheimer Jr. Memorial
- Stonebridge Restaurant Scholarship
- Frederick A. DeLuca/SUBWAY
- University of New Haven
- Milford Lions Club
- The Napoli Nissan Scholarship
- Napoli Indoor Outdoor Auto Outlet
- Advanced Placement Scholarship
- C. A. McInnis & Associates
- Humanitarian Scholarship
- Golden Hands Scholarships (2)
- Creative Health & Fitness

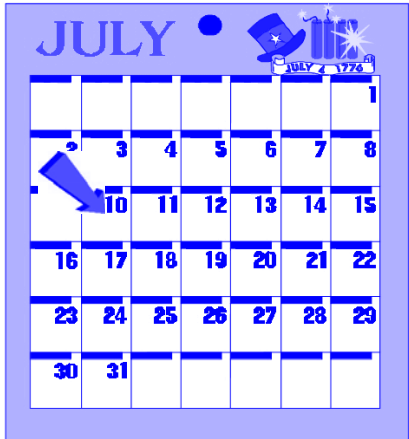

Eight new Scholarships were established this year:

- C.A. McInnis Contracting
- Irving & Naomi Spector Memorial Award
- Robert H. Thomas AFLAC
- Mark Cooper Memorial
- Steve Cartier of Countrywide Home Loans Scholarship
- New Standard Institute
- R.J. Reuter Business Success
- Berchem, Moses & Devlin

**SAVE THE DATE!**  
**JULY 10<sup>TH</sup>**



**MILL RIVER COUNTRY CLUB**  
**Stratford**

## MEMBER MILESTONES

**New Standard Institute's** *Machine Vibration Basics* has been named Grand Award Winner for Plant Engineering Magazine's Product of the Year 2005 competition. This software training program was selected from 150 newly introduced products, entered in 16 categories from throughout the United States.

Colonial Properties' **Steve Spector** handled the lease of a

former Bradlees department store on eight acres in Orange to Kohl's Department Stores.

The **Downtown Milford Business Association** (DMBA) announces officers for 2006. Louise Hebert-President; Susan Shaw-Vice President; Daisy Garcis-Ali-Treasurer; Lisa Blanchard-Recording Secretary

Congratulations to the winners of the **Visiting Nurse Association of South Central Connecticut** (VNA/SCC), 2<sup>nd</sup> Annual "Home Sweet Home" Gingerbread House Winners

Professional Category

1<sup>st</sup> place: Emerald Bakery  
2<sup>nd</sup> place: H. Mangels Confectioners

People's Choice Award

Sensitive Care of Milford

**Do You Have News to Share?**

Submit your business announcements to Member News by emailing [lworobel@milfordct.com](mailto:lworobel@milfordct.com)



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*Business Search Section*

*Milford Chamber of Commerce*

**Your link to business & community**

## TAKE THE LEAD



Are you looking for a new way to develop business and make new connections? To stay out front and on top of today's business climate, we all need to think a little differently and try new avenues. We just can't rely on existing contacts or believe business just happens!

**The Milford Chamber Has 4 Leads Groups!**

It's never easy to obtain new leads, but membership in an organized leads group can help. The Milford Chamber now has **FOUR** Leads Groups to ac-

commodate our membership.

**Tuesday and Wednesday**  
8:30 - 9:30 a.m.

**Friday**  
12:00 - 1:00 p.m.

*Tuesday, Wednesday & Friday Groups meet weekly.*

**Monday** (2<sup>nd</sup> & 4<sup>th</sup> of every month)  
8:30—9:30 am

*All leads group meetings are held in the Chamber Board Room*

**Objectives:**

- To promote and provide a means for members to exchange business leads and information.

- To encourage expansion and growth of members' businesses.

- To keep members informed about potential business opportunities.

**Purpose:**

The purpose of a Lead Group is to enhance the value of networking while encouraging that each participating member provide leads and networking connections for each other. A lead is a person or business who has expressed an interest or may have a need for another member's services or product.

**To find out how to join a Leads Group contact Nell at 878-0681.**

## BUSINESS SHOWCASE

### RESERVE YOUR BOOTH NOW!

**Be a part of BUSINESS SHOWCASE 2006  
Wednesday, May 17, 2006, Sacred Heart University**

This showcase is the region's largest, continually run, collaborative "Business to Business" EXPO in Fairfield County! Showcasing 180+ of the best of Connecticut's Business Community for the past 13 years.

*Sponsored by the collaborative strength and power of these Chambers of Commerce: Greater Valley Chamber, Bridgeport Regional Business Council, Fairfield, Monroe, Stratford, Trumbull and the [Milford Chamber of Commerce](http://www.milfordct.com)*

**Reserve your space today by calling: Nell Moll, 878-0681**



# Celebrating Excellence—51<sup>st</sup> Annual

The Milford Chamber kicked off 2006 with the 51<sup>st</sup> Annual Meeting and 2004 Awards of Distinction. Two hundred and seventy members attended the luncheon at Grassy Hill Country club in Orange. Thanks to our awardees and Chamber members for their support of the Chamber and the community.



Speaker of the House, State Representative James Amman 118<sup>th</sup>, Senator Gayle Slossberg and Representative Richard Roy also honored the awardees with Citations.



### **Ambassador of the Year**

*Scott G. Moulton, AXA Advisors*

Scott Moulton being an extremely active member of the Chamber has made multiple contributions to our organization. As a member of the Ambassadors Committee he has actively been involved with membership recruitment and retention. His positive attitude and follow through have earned him the respect and honor of his peers. He also serves as a member of the Board or Directors, Ambassador Committee since 2000, Chairman of the Wednesday Leads Group, Golf Committee and Scholarship Committee. He is also a member of the Devon Rotary, United Way of Milford Small Business Campaign. Scott is a Financial Advisor with AXA Advisors, LLC of Milford.



### **Director of the Year**

*David A. Slossberg, Esq.  
Hurwitz, Sagarin, Slossberg & Knuff LLC.*

A graduate of Columbia University and New York University School of Law, David Slossberg joined the firm of Hurwitz & Sagarin in 1994. He became a partner in 2004. Always active in the community, David became a member of the Milford Chamber Board of Directors and is the chairperson of the Membership & Benefits Committee, which recently produced the successful Milford Money Gift Certificate program. He is an active member of the Devon Rotary Club and the Milford Bar Association.



### **Human Service Award**

*Anthony Candido*

Anthony Candido has received several awards from local organizations on behalf of people with physical disabilities. His tireless devotion is applauded. He has received the Easter Seals of Connecticut Board Volunteer of the Year Award 2005. In addition he has received awards from the Waterbury Bar Association, Hartford Courant, CT Board of Certified Basketball Officials, Waterbury Spanish Council, Anderson Boys Club and Naugatuck Valley Community.

He currently Chairs the Mayor's Committee for People with Disabilities, is the President & Founder of Concerned Citizens for People with Disabilities, Founder of Connecticut Collegiate & Scholastic Softball Hall of Fame as well as Founder of Connecticut Women's Basketball Hall of Fame.



### **Community Service Award (Individual)**

*Reverend Carleton J. Giles,  
First Baptist Church of Milford*

Reverend Giles is the pastor of the First Baptist Church of Milford. For the past 15 years he has been in partnership with the congregation and has been an influence in the Milford community.

He has served the City as a board member for the Human Resources Development Agency and is currently approaching his 10<sup>th</sup> year as a member of Milford's Honorable Board of Police Commissioners serving as its Vice Chairman. Reverend Giles has a strong commitment to the service of the Milford community through his religious and civic leadership. His involvement is not only with his own congregation, but with the entire community.



### **Community Service Award (Organization)**

*Milford Kiwanis*

The 52 member Kiwanis Club of Milford is proud to be a part of an organization of more than 600,000 Kiwanis-family members, who are service and community minded. The Kiwanis organization has as its primary goal "Serving the Children of the World." Through the tireless and selfless efforts of its dedicated members, the Milford Kiwanis has raised and given more than \$115,000 to local organizations over the past 4 years including: Tartaglia Fund, Respect, Literacy Center, Boy Scouts of America, Foran & Law Key Clubs, Kiwanis Children's Trauma Hospital, Bridges, Milford Hospital, American Red Cross-Milford Chapter, Scholarships, Milford Senior Center, Boys & Girls Village, Good Shepard Day Care, Beth El, United Way, YMCA.



### **Corporate Award**

*Westfield Connecticut Post, Thomas Tierney,  
Senior General Manager*

Tom Tierney, a Boston College graduate, worked for The Walt Disney Company in California for eight years and then at Coopers & Lybrand, Boston prior to his employment with Westfield in 2004. The Connecticut Post Shopping Center, as it was originally known, was built in 1960 and was one of the first suburban shopping centers in Connecticut. Hosting three anchor stores and 120 specialty shops the mall employs over 1,000. The re-development project currently being undertaken will provide entertainment, expanded food services and special amenities. Employment is approximated to increase to 1,600. Always an active community participant Westfield Connecticut Post has provided the community with numerous events and services over the past thirty years.

# Meeting and 2005 Awards of Distinction



### **Business Person of the Year**

*Paul Mangels, H. Mangels Confectioner, LLC.*

Five years after receiving a degree in Finance from the University of Connecticut, Paul Mangels opened his first business, Connecticut Engravers in 1986. In 2002, utilizing recipes of his great-grandfather (who operated a candy store in Flatbush in the early 1900's), he opened H. Mangels Confectioner. Following in the fine family tradition he produces hand made truffles using only the purest ingredients: chocolate, butter, heavy cream and liqueur. His vision, management and marketing expertise has dramatically expanded his business in a few short years. A member of Saint Peter's Episcopal Church in Milford, he has served in various leadership positions including Senior Warden and Vestry member. A Milford Rotary member since 1998, he is currently President-Elect and will begin his term as President in July 2006. He has been awarded numerous Service above Self awards and is a multiple Paul Harris Fellow.



### **Lifetime Achievement Award**

*Lewis A. Hurwitz, Esq., Hurwitz, Sagarin, Slossberg & Knuff LLC.*

A graduate of Colgate University and Boston University Law School Lewis A. Hurwitz began his legal career practicing with the late Judge Alvin G. Rottman and later Daniel Sagarin. The firm has evolved over the years with its success and expertise. Lew has served the City of Milford in a variety of capacities, including Assistant City Attorney. He has also served with membership on the Representative Policy Board of South Central Regional Water Authority and the Eisenhower Park Committee. Lew is a past President of the Walter Camp Foundation and has served on the State Bar Judiciary Committee and the Statewide Grievance Committee. He has also been a leader for the Greater Connecticut Chapter of the Multiple Sclerosis Society. His contributions to the City and the community are applauded and recognized as extraordinary.



### **Milford Progress, Inc. Economic Development Award**

*Alinabal, Inc.*

Alinabal is a highly diversified, global provider of Spherical Rod End Bearings, Connecting Linkages and Assemblies, Precision Stampings, Complex Mechanical Assemblies, Special Purpose Printers, Optical Shutters and Aircraft Instrumentation

through its four distinct strategic business units. The Alinabal Group of Companies has earned worldwide recognition for delivering a broad range of standard and customer specific value added solutions while providing production savings and meaningful cost advantages across the wide array of market segments that it serves. Alinabal traces its roots back over 85 years when it supplied laminated material for the Model T Ford. Although much has changed since then, the company's relentless pursuit of continuous improvement and unparalleled customer satisfaction has remained unchanged and has been at the cornerstone of its successful growth. The main manufacturing and corporate facilities of Alinabal have been located on Woodmont Road, here in Milford for over 35 years. In 1998 Success Magazine ranked Alinabal Holdings Corporation 48<sup>th</sup> out of 100 top entrepreneurial organizations in the country. Alinabal is owned by Samuel Bergami its CEO/President and Kevin Conlisk CFO. Sam has held various community volunteer positions with the Chamber and Milford Progress, and the City of Milford Finance Committee. He is an active member of the Board of Directors of University of New Haven, The Milford Bank, The Milford Hospital and C.B.I.A.



### **Public Sector Award**

*Mayor James L. Richetelli, Jr.*

Mayor Richetelli has served as Milford's Mayor since 2001. During his tenure many improvements have been made to the City infrastructure and administrative protocols. Under his administration, the City of Milford purchased the Stowe Farm and Milford Academy. It has purchased Milford Jai Alai property and is working with a developer for retail improvement. Other projects currently underway include Devon revitalization, expansion of courthouse and parking structure and the Eisenhower Park study. Improvements have been made to the boat ramp and bulkheads as well as the development of a first class skateboarders and in-line skaters park. He has received the following awards: Easter Seals National, Outstanding Advocate Award, Easter Seals Connecticut, President's Award, Drug Free Milford, Community Concerns Coalition Special Recognition Award, Concerned Citizens for People with Disabilities Achievement Award. The Mayor has been active with the Milford Little League, Milford Recreation Department Girls Basketball, Softball as well as Milford United Soccer Club and Cub Scouts.



## Thanks to our Sponsors:



**ESSENTIAL TIPS FOR POSITIVE NETWORKING™ AT CHAMBER EVENTS**

by Darcy Rezac

**1. LOCATION, LOCATION, LOCATION.**

Avoid the back of the room. That's networking Siberia, a cold and lonely place. The entrance to the room is the best place to meet people.

**2. PRACTICE POSITIVE NETWORKING**

Unlike hard-sales networking, *Positive Networking* is discovering what you can do for others. Networking is not about closing a sale, but opening a relationship. People do business with those they know and trust.

**3. GIVE OUT BUSINESS CARDS**

Before you walk into a room take your cards out of the bottom of briefcase, purse, and even your cardholder. Put them in your left hand pocket.

**4. DO IT RIGHT AWAY**

Exchange cards when you *first* meet. Make it a natural part of your introduction. If you don't receive a card in return, simply ask for one.

**5. THE JUGGLING ACT**

Juggling a plate of hors d'oeuvres and a drink while shaking hands and exchanging business cards is tricky stuff. Save the eating and drinking for later.

**6. GOOD NETWORKING MATH:**

$1 + 1 = 4$

When sitting a table with a colleague or spouse put at least two people between you and your tag teammate. That way you'll meet four new people, not two.

**7. THE CLING ON FACTOR**

On occasion, someone may want to monopolize your time at an event. Take that person with you to meet a new group. The wider circle of conversation will allow you to graciously excuse yourself while helpfully introducing that person to others.



©Darcy Rezac is Managing Director and Chief Engagement Officer of the Vancouver Board of Trade and Author (with co-authors Judy Thomson and Gayle Hallgren-Rezac) of *Work the Pond! Use the Power of Positive Networking to Leap Forward in Work and Life* (Prentice Hall, 2005). Book available at bookstores and at [www.amazon.com](http://www.amazon.com)

**WELCOME NEW MEMBERS (as of February 8<sup>th</sup>)****Adelphi Assembly Solutions, LLC**

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Milford, CT 06460  
878-2929  
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783-9591  
[www.wordstogrowon.com](http://www.wordstogrowon.com)  
*Book & Gift Shop, Milford Money*

## MILFORD CHAMBER OF COMMERCE 2006 BOARD OF DIRECTORS



### Executive Committee

Raymond A. Macaluso,  
Chairman, Board of Directors  
**Westcott and Mapes, Inc.**

Kathleen Alagno, President & CEO  
**Milford Chamber of Commerce**

Donald Kanoff, 1st Vice Chairman  
**The Milford Bank**

Tracy L. O'Brien,  
2<sup>nd</sup> Vice Chairperson  
**Marvin Display 1, LLC**

Atty. Stephen W. Studer  
3rd Vice Chairman  
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Michael Guaglianone, Secretary  
**Regional Water Authority**

Atty. David A. Slossberg, Treasurer  
**Hurwitz, Sagarin, Slossberg & Knuff**

Peter Lee, Assistant Treasurer  
**BIC Corporation**

Lynda Smith-Tellier,  
Past Chairperson 2005  
**West Shore Realty Inc.**

Glenn D. Beck, CPA  
Corporate Accountant  
**Glenn D. Beck & Company**

### Board of Directors

Joseph Agro  
**Agro Construction Co., Inc.**

Atty. Vincent Averaimo  
**Kapusta & Otzel**

Michael Boyle  
**Boyle Insurance Services, LLC**

Carol Cangiano, **UI**

Atty. Robert Chesson  
**Chesson & Schweickert, LLC**

Richard Conine  
**Stonebridge Restaurant**

Donna Crandley  
**Smith Craft Real Estate**

Jody Culmone  
**Milford Consortium for Child Care Initiatives**

Gregory Firm, Ed. D.  
**Milford Board of Education**

Kimberly Whiteman Freda  
**United Way**

Atty. Christine M. Gonillo  
**Cody & Gonillo, Attorney's at Law**

Robert Gregory  
**City of Milford**

Mary Pat Healy, **SBC**

Paula Kranyak  
**Subway Franchise World Headquarters**

Tessa Marquis  
**New Standard Institute, Inc.**

Helen Moser  
**Network of Executive Women**

Scott Moulton  
**AXA Advisors, LLC**

Leonard Napoli, Jr.  
**Napoli Indoor Auto Outlet**

Sherrie P. Price  
**IKON Office Solutions**

David Stahelski  
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Tom Tierney  
**Westfield Connecticut Post**

Darryl T. Zebrowski  
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## HealthCare Cost Rising?



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- Tax savings through effective use of IRS codes
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**Looking for a Way To Increase Your Company's Visibility?**

The Milford Chamber of Commerce 2006/2007 Membership Directory is the "Who's Who" in business for the Greater Milford area.

- Increase Your Exposure.
- Boost Referrals.
- Support Your Chamber.

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- The Milford Bank (all 4 branches) 783-5700
- By phone toll free at 1-877-770-4438
- Online at [www.certifichcks.com](http://www.certifichcks.com)

**SCRAPBOOK OF RECENT CHAMBER EVENTS**



Taking time out for a photo at The Milford Bank Business After Hours in December.



Lynda Smith-Tellier opening the Chamber's 51<sup>st</sup> Annual Meeting & Awards of Distinction at Grassy Hill Country Club.

Business After Hours sponsored by Rotary Club of Milford at Aldario's Restaurant..



Members networking at Ribbon cutting in February at Words to Grow On.

**Milford Chamber of Commerce**  
 5 Broad Street  
 Milford, CT 06460  
 Phone: 203-878-0681 / Fax: 203-876-8517  
[chamber@milfordct.com](mailto:chamber@milfordct.com)  
[www.milfordct.com](http://www.milfordct.com)