



# MILFORD

. . . on the Move

March 2008

ACCE/NAMD Award for Excellence Finalist

## Mark Your Calendar

### March 26<sup>th</sup>

5:00 - 7:00 PM

☪ **Tabletop Business After Hours**

**Grassy Hill Country Club**  
441 Clark Lane, Orange

### April 4<sup>th</sup>

8:30 - 9:30 AM

☀ **Good Morning Milford**

**NIKTEK**

Milford Chamber Board Room

### April 10<sup>th</sup>

5:00—7:00 PM

☪ **Business After Hours**

**The Beach House Restaurant**  
141 Merwin Avenue, Milford

### April 16<sup>th</sup>

4:30 PM

☪ **Ribbon Cutting**

**Il' Forno Restaurant**

591 Boston Post Road, Milford

### April 17<sup>th</sup>

11:00 PM

☪ **Ribbon Cutting**

**Lowes Companies**

311 Old Gate Lane, Milford

### April 22<sup>nd</sup>

4:00 PM

☪ **Ribbon Cutting**

**Pilgrim Furniture**

755 Boston Post Road, Milford

### April 23<sup>rd</sup>

5:00—7:00 PM

☪ **Business After Hours**

**Milford Rotary**

Aldario's, 240 Naugatuck Ave.,

### May 7<sup>th</sup>

5:00—7:00 PM

☪ **Business After Hours**

**Milford Yacht Club**

240 Naugatuck Ave., Milford

### May 9<sup>th</sup>

8:30 - 9:30 AM

☀ **Good Morning Milford**

**Shamrock Financial/CIT**

Milford Chamber Board Room

## LEGISLATIVE AGENDA 2008



The **Milford Chamber of Commerce, Inc.** recognizes that the Legislature faces many challenges in the upcoming Legislative Session. We believe that our Legislative Agenda presents realistic and attainable objectives. 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 and maintain jobs.

**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 and Health Care.** The Chamber recommends that the Legislature enact health care cost containment measures to reduce the rapidly increasing price of health insurance. All cost drivers should be examined including a reduction of the number of uninsured and underinsured individuals from hospital services and reforms including personal responsibility provisions. High quality, accessible and affordable health care is important to all Connecticut residents.

**b. Energy.** Restore funding to the Connecticut

Energy Fund. Allow for fast tracking of generational and co-generational facilities. Encourage a competitive electricity procurement process to secure reliable sources.

**c. Payroll Costs.** Economic expansion decisions are significantly affected by additional payroll costs. Changes to such costs as workers compensation, unemployment compensation, and family and medical leave are extremely detrimental to the creation of new jobs.

**d. Taxes.** The already high tax bills that Connecticut employers pay are counterproductive. Corporate taxes, sales taxes, payroll taxes and property taxes are major contributors to the high cost of doing business in Connecticut. Eliminate corporate taxes inasmuch as those funds are already taxed and passed to the consumer making our goods and services less competitive. A "business entity" tax will just add to an already overburdened business community.

**e. Telecommunications.** Enact regulatory and tax policies to encourage private-sector investment in and management of broadband infrastructure and 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 our manufacturers remain competitive.

**a.** Enhance support and provide greater funding to technical trade schools and partner with local manufacturers to ensure successful transition from classroom to workplace. As part of career counseling activities, actively emphasize skilled trades as a desirable career, particularly to non college bound students. Utilize local manufacturers' workforce as a resource for these students to explore career options. Ensure high school graduates and those completing GED's have demonstrated mastery of basic English and mathematics skills.

**b.** Support high technology manufacturing by funding employer-based training and education. Ensure employers have a workforce ready to meet the demands of future high-skilled, high technology operations.

**3. Transportation.** Southern Connecticut roadways are the most congested in the nation. They are a disincentive to economic growth. The implementation of a significant program to upgrade our transportation infrastructure should be closely monitored to ensure that our tax dollars are *(Continued on page 2)*

## LEGISLATIVE AGENDA 2008 (continued)

spent in the most cost effective manner. Continue state operating and capital support for Tweed-New Haven Airport and develop commuter rail service between New Haven and Springfield.

**4. State Fiscal Policy.** Connecticut must do a better job in controlling the growth in spending. Stable tax policy is important to business and consumers alike.

- a. Preserve the letter and the spirit of the state-spending cap.
- b. Develop a plan to reduce state debt.
- c. Support the reform to increase the prevailing wage threshold.
- d. Reform binding arbitration laws.
- e. Bring state government employee salary and benefits in line with other Connecticut industries. Reduce state health insurance costs by increasing co-pays.
- f. Support funding for the Greater New Haven Convention & Visitors Bureau and Connecticut Commission on Culture and Tourism. Enhance support to stabilize and grow tourism in Connecticut, so that

we may become competitive with neighboring states.

**5. The City of Milford.** Keep the local Milford economy strong and control the cost of municipal government by supporting our needs.

- a. Fully fund the Clean Water Fund to achieve future state and federal water quality goals while providing future growth within the sewer service area and for nitrogen reduction in the Housatonic River and Long Island Sound.
- b. Funding for a parking garage in downtown Milford is needed to ease the congestion of commuter parking during the week and business parking on the weekends, and provide for future potential courthouse expansion.
- c. Increasing the reimbursement for new manufacturing equipment to 85%.
- d. Reducing the pressure on local property taxes through such steps as reforming binding arbitration and prevailing wage laws, and resisting efforts to restore heart and hypertension benefits.

### BUSINESS SHOWCASE

**RESERVE YOUR BOOTH NOW!**

*Be a part of*

**BUSINESS SHOWCASE 2008**

**Wednesday, May 21, 2008,**

**Sacred Heart University**

This 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 14 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.*

***Reserve your space today***

***by calling:***

***Nell Moll, 878-0681***

## Do the Best Companies Join Chambers of Commerce?

The best places to work tend to belong to their local chamber of commerce, according to a recent study by the American Chamber of Commerce Executives (ACCE). Of *Fortune* magazine's "100 Best Companies to Work For" in the United States and Canada this year, 94 are members of their local chamber.

Separately, ACCE found that in a random sample of 100 companies in the *Fortune* 1000, at least 75 were members of their local chamber.

"This 'Best Companies to Work For' information is one more indication that the best companies tend to be chamber members," according to ACCE President Mick Fleming. "If a company cares about its employees, there's a good chance it also cares about its community and the chamber is the way that great employers invest in both."

Local chambers of commerce are associations of businesses that come together to improve the local eco-

nomie climate and help members network and find new business. Strong employers link with and learn from like-minded peer companies through business-led civic organizations - chambers of commerce.

Consumers seem to expect chamber members to be better-than-average companies. A study by the Atlanta-based Schapiro Group last August found that consumers are 63 percent more likely to buy products from companies that they believe are chamber members.

John Bachmann, senior partner at Edward Jones (St. Louis, MO), which placed No. 4 on the "Best Places to Work For" list, said, "I find in my experience, both locally and nationally, that the single most effective voice on issues is the chamber. Because of that, we want to be involved. Whether it is healthcare, performing arts, public schools or universities, people most interested in the community are members of the local chamber." Bachmann

is a former chair of both the St. Louis Regional Chamber and Growth Association and the U.S. Chamber of Commerce.

Paul Speranza Jr. is vice chairman of Wegman's Food Markets (Rochester, NY), which placed No. 3 on the *Fortune* list. His company is active in the local, state, and U.S. Chamber, of which he is the current chair. He's traveled to many local chambers and appreciates what they do. "It is easy for me to see the great value that many of these chambers provide their members in so many areas, - showing member companies how to be excellent and appreciated employers by partnering in developing great programs and sharing best practices."

ACCE plans to probe further into which kinds of companies join their local chamber. "We are not surprised that many of the best companies join chambers of commerce," said Mick Fleming. "And, I believe when more people are aware of this, we're going to see still more firms joining their local chamber."

## MEMBER NEWS

### *Congratulations*

**American Dry Stripping** recently celebrated 22 years in business and 4<sup>th</sup> anniversary at their current location.

**Milford Chamber of Commerce Health & Wellness Council** recently celebrated their first anniversary.

**New Standard Institute's** interactive training program on Three Phase AC Motors has been selected as a Finalist for Plant Engineering Magazine's upcoming Product of the Year Awards.

**Milford Hospital** formally dedicated "The Fairway Suite," a specially designed home-like suite created to provide comfortable surroundings for those in the last days of life. The Fairway Suite is in memory of Robert McInnis who died at Milford Hospital. His wife Carol McInnis, the Milford Rotary Club and other groups helped raise funds to

renovate two rooms to create the hospice suite.

**Milford Hospital's Medical Urgent Care Center** is so successful after the first year and demand is so strong that they plan to expand the center. The current center will be expanded by about a third on the same floor of the existing center.

**CertiRestore** of Milford is the first and only national franchise that utilizes a chemical-free process during the repair and restoration of antiques, furnishings and cabinet re-crafting and restoration.

**Home Care Plus** was recently ranked among the top 25% of home health providers in the country. Milford-based Home Care Plus has been selected as one of the Home-Care Elite, an annual compilation of the most successful home health providers in the nation. Home Care Plus is a non-profit, community-based visiting nurse agency affiliated with **Milford Hospital**.

**Dr. Victoria Rothenhausen** has been chosen as one of the Twenty Noteworthy Women by New Haven Business Times.

**Outback Steakhouse** in Orange Celebrates it's company's 20<sup>th</sup> birthday with specials through the end of April.

**Griswold Special Care** has been awarded Business New Haven's 2008 Corporate Citizen of the Year because of their community involvement.

**Free Shuttle** - There is a free shuttle offered between the Temple Street Garage and the George street Garage (former Coliseum site) and New Haven's Union Station every 15 minutes beginning at 3:00 - 10:00 PM. For more information on this free shuttle contact CTTransit at 203-624-0151.

### Do you have news to share?

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

## UNDER CONSTRUCTION



### Work has begun on the Milford Chamber of Commerce 2008/2009 Membership Directory

#### Increase Your Company's Visibility.

The directory also provides an extra competitive edge when Chamber members, area businesses, local citizens and others turn to businesses and individuals in the greater Milford area. Your ad in our Membership Directory equals an excellent cost effective advertising opportunity.

#### Boost Referrals.

Stand out from the crowd. An ad in our directory means extra visibility and exposure.

#### Support Your Chamber.

Advertising revenues contribute to our ability to provide programs and services to our members and community.

**A variety of ads available starting at \$250.**

**Ad sizes range from 1/4 page to full page; black & white or full color with pricing to fit every budget.**

**Contact Nell Moll today at 878-0681**



## Celebrating Excellence - 53<sup>rd</sup> Annual

The Milford Chamber kicked off 2008 with the 53<sup>rd</sup> Annual Meeting and 2007 Awards of Distinction. Two hundred and forty members attended the luncheon at Grassy Hill Country Club in Orange. Rob Simmons, Business Advocate, State of Connecticut presented the Keynote Address.

Senator Gayle Slossberg, also honored the awardees with Citations from the local delegation.



**Ambassador of the Year**  
**Jean Cogguillo,**  
**William Raveis Real Estate**



Jean Chapman Cogguillo is an active member of the Chamber Ambassadors Committee and has served as an Ambassador for over ten years. She is actively involved with membership recruitment and retention and has worked diligently on multiple membership drives. Her enthusiasm, follow through and willingness to jump in wherever she is needed is her hallmark and headlines her as this year's award recipient. Jean's professional affiliations include membership in the Connecticut Commercial Investment Division, National Association of Realtors, Connecticut Association of Realtors and the Consolidated Multiple Listing Service. Having 26 years as experience as a realtor, Jean was a Top 300 designee of William Raveis Real Estate and a Million Dollar Producer. She specializes in commercial, residential, antique real estate and new construction. Her community involvement has included: Jaycees, Newcomers Club, Hospice, Milford Hospital Auxiliary, Milford Progress, Devon Rotary and VNA. Jean holds a degree in nursing and a graduate degree in psychology from SCSU.



**Director 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. His positive attitude and follow through have earned him the respect and honor of his peers. In addition to serving as a member of the Board of Directors, Scott also has served on Ambassador Committee since 2000, earned the award of Ambassador of the Year '05. He is an active member of the Wednesday Leads Group which he chaired for five years. As a member of the BIC Golf Classic Committee, Scott has played many roles and rounds. Co-Chairing the Education and Scholarship Committee he helped develop and re-define the Chamber Student Mini-Grant program and scholarship program. He is also a member of the Board of Directors of Devon Rotary, Chairperson of the Devon Rotary Glow Ball Tournament, and the United Way of Milford Small Business Campaign. He was listed by the New Haven Business Times in their 40 under 40 Community Awards. Scott is a Financial

Advisor with AXA Advisors, LLC of Milford, is a certified mutual funds and certified fund specialist. He was named a member of the Enterprise Group Funds President's Council in 2002, and a member of their Elite Team. He is a member of the MONY Group Top Club, and the American Funds All America Team.

**Human Service Award**  
**Dr. Howard & Marcia Fink**



Residents of Milford since 1959, Howard and Marcia Fink have served their community with distinction and humility. Marcia began her career as a social worker in Kentucky and New York. Moving to Milford, she became interested in government and became active in the League of Women Voters. In 1963, Mayor Iovino appointed her to the first Charter Revision Commission. She was then later appointed by Mayor Jepson in 1965, to a regional anti-poverty agency that eventually developed into T.E. A.M., Training, Education and Manpower, where she served as chairperson for two years. She then went on to develop and recruit the first Headstart Program in Milford. Marcia served on the Regional Mental Health Board, KidsCount, and Agency on Aging of South Central Connecticut. For over 20 years she has served on the Board of the United Way in multiple capacities and sub-committees. Dr. Howard Fink, M.D., F.A.A.P. opened his pediatric practice in Milford after serving as the Chief of Pediatrics of the U.S. Army Medical Corps in Fort Hood, Texas. He was appointed to the Board of Health by Mayor Iovino in 1964, and resigned in 1971 when he took the position the Chief of Pediatrics at Milford Hospital. In 1975 he became President of the Milford Hospital Medical Staff. In 1979, Dr. Fink was again appointed to the Board of Health and he has remained an active member ever since. Over the years Dr. Fink has served on the Board of the Milford Family Counseling Association and Milford Child Guidance Clinic which eventually became Bridges. He along with the VNA conducted a monthly Well Baby Clinic, and was medical director of Headstart. He was the medical director for Camp Katoya and the YMCA. In 1997 Dr. Fink was appointed to the Governor's Task Force to study "Healthy Families America."



**Public Sector Award,**  
**Chief Keith Mello &**  
**the Milford Police Department**



Keith Mello entered the Milford Police Academy in January 1981 and graduated in June of that year when he began his career as a patrol officer. In 1988 he was promoted to the rank of Sergeant and promoted to Lieutenant in 1992 and Captain in 1993. In 2006 he was appointed the 9<sup>th</sup> Chief of Police in the history of the Milford Police Department. Chief Mello is the recipient of the Medal of Merit, the Meritorious Service Medal, the Lifesaving Award and several commendations. In addition,

# Meeting and 2007 Awards of Distinction



he has received commendation awards from the West Haven and Yale University Police Departments. He currently is on the Board of Directors for the Connecticut Police Chief's Association and is the 2<sup>nd</sup> Vice President for the South Central Connecticut Police Chief's Association. His leadership in the department is benefiting the Milford community on many levels. Currently, the Milford Police Department is initiating a cultural change to focus on developing a partnership with the community they serve by initiating "Community Policing". Individual citizens as well as political representatives, neighborhood/condo associations, business and merchant associations all have requested focused, community and neighborhood based police services. In an effort to fulfill the expectations of community and local government leaders, a Community Oriented Police Sub-Station (COPSS) unit was developed. This is a collaborative approach designed to solve and prevent crime. Using the Mobile Command Van, which serves as a mobile police station, officers meet with citizens to discuss the issues in the area, or to provide crime prevention information. Other officers are assigned to foot patrol, bicycles, motorcycles or patrol cars around the area. This allows officers to be more responsive and provides more opportunity for interaction with the public. In addition, a Milford Police Department Sub-Station has been established at the mall under the sponsorship of Westfield Connecticut Post. The Citizen's Police Academy beginning this year, will provide information to citizens in a classroom setting. It is hoped they will make more informed judgments about police activities.



### Community Service Award (Individual) Letitia Malone

"Letty" Malone has been a pioneer in environmental conservation in Milford and the surrounding region for some 30 years. During which time she has contributed to environmental protection for Milford. Having served on the Milford Conservation Commission from 1975 - 2001, she was the first Chairperson and continues to chair the Mayor's Open Space Advisory Committee. Her efforts resulted to date in the acquisition of open space in excess of 150 acres, not including Beaver Brook, the Cadley property and Mondo Ponds. Letty helped obtain funds from the Iroquois Gas Transmission Pipeline to develop recreation at The Orchards Municipal 9-hole Golf Course as well as additional acreage for Eisenhower Park. She is also actively involved with the



Milford Tree Commission and the Environmental Concerns Coalition. Letty's awards include Connecticut Secretary of the State Public Service Award, 2002; Lifetime Achievement Award by CT Association of Conservation and Inland Wetland Commissions, 2001; Excellence in Community Service by Milford Chapter of the Daughter of the American Revolution, 2007. The Mayor's Open Space Advisory Committee is investigating ways to promote agriculture and preserve farming as an important economic and social component of the community. The city has received a CT Department of Agriculture "Farm Viability Grant" to study the nature of farming today in Milford and to gather ideas to help insure that agriculture will continue to be an important part of our community and its heritage.

### Community Service Award (Organization) Milford Rotary Club

The Milford Rotary Club was chartered by Rotary International in February of 1924. The club began with 25 charter members, many of whom have since had streets in the city named after them. Today the club has over 100 members who run a number of different fund raising events each year. These events include the annual Lobster Bake in July, a food tent at the Milford Oyster Festival, a golf tournament, a car raffle, outdoor movie night and other various fundraisers. Through these events, the club will raise over \$100,000. Milford Rotary uses this money to fund over \$25,000 each year in college scholarships for seniors of Joseph A. Foran and Jonathan Law High Schools, grants to graduating students of Platt Technical School, an educational scholarship to a Milford Police officer who is furthering their education, and support of various charitable organizations in the city. Being an international service club, Milford Rotary participates in grants for projects in foreign countries including Brazil, Ecuador, and Haiti. In 2003, the club funded the construction of a medical clinic in the city of Tanjay, Philippines. In recent years the club has also funded the construction of a patio at Milford Landing, the purchase of 17 portable defibrillators for city public buildings and 120 smoke alarms for needy families. The club's public service is well known and appreciated in the City of Milford. Robert Macklin, President of The Milford Bank, currently serves the Club as their President.



## Thanks to our Sponsors:



## Celebrating Excellence - 53<sup>rd</sup> Annual



### Corporate Award

#### Spectrum Associates

Richard C. Meisenheimer

Spectrum Associates, Inc.

is a leader in quality manufactured fluid control instrumentation serving the defense, aerospace and commercial industries. Spectrum is a small business with a total commitment to producing quality instrumentation on schedule with outstanding performance. This commitment has resulted in the following achievements: U.S. Small Business Administration "Award for Excellence" 1985, U.S. Small Business Administration "Supplier of the Year" 1996, Northrop Grumman Corp. "Supplier of the Year" 1996, U.S. Small Business Administration "Subcontractor of the Year" Region I winner 1997, and Defense Contract Management Command Honor Roll Member, SBA Subcontractor of the Year. Spectrum Associates is now in their 7<sup>th</sup> location in Milford, each move was for additional space and expansion. Spectrum employs 75 people and are celebrating their 51<sup>st</sup> year in business in their newest location at 183 Plains Road.

Richard Meisenheimer is the President & CEO of Spectrum Associates, Inc. of Milford, Connecticut and CEO and is an alumnus of Southern Connecticut State University with a degree in economics. His accomplishments, corporate support, and personal involvement within the local community is extraordinary. Professional and social organizations include: Board of Directors, Milford Hospital; Corporator of the Milford Bank; Past Director, Milford Chamber of Commerce; Director, Milford Rotary; Past Director, Suzuki Music School of New Haven; Loaned Executive of the United Way Campaign; Board Member United Way of Milford. Member: Army Aviation Association of America; American Defense Preparedness Association; American Helicopter Society; AF. & AM. Ansantawae;

Past Area Director of Connecticut Association of Boards of Education; Past Director, Quinnipiac Council, B.S.A. In 2004 recipient of the Southern Connecticut State University School of Business Outstanding Alumni Award. He actively participates in community affairs. Member: Orange Education Goals Committee 1987; Orange Board of Education ten years; Chairman, Orange Board of Education three years; Past Member Orange Republican Town Committee; Life-Member of B.S.A National Eagle Scout Association; Past Advisory Board Member with the Lower Naugatuck Valley Parent Child Resource Center; Member, Holy Infant Church; Past Member of the Board of Selectmen of Orange; Member of the Town of Orange Board of Finance.

### Business Persons of the Year, Joseph & Louise Hebert, Hebert Jewelers



There has been a Hebert in the jewelry business in downtown Milford since 1933. The current business was founded in 1953 by Joe's dad and purchased from a family member by Joe and Louise over 4 years ago, after both having successful professional careers in the private sector. Since joining the Milford business community, the couple have been actively involved in the community. Joe and Louise are graduates of the Gemological Institute of America and members of the American Gem Society in which only 5% of the country's jewelers qualify for membership. Both are past presidents of the Downtown Milford Business Association and have just completed four years of serving as active Board Members. Louise is a current Board Member of the Chamber and Joe serves as a Board Member for MPI. They support various charitable and community organizations including Milford Hospital, and Bridges. Their jewelry business has grown exponentially and prospered under their very focused management style. Their positive, persistent and professional attitude is evident in every pro-

ject they undertake. They are passionate about downtown and continually work toward a vibrant, friendly and enjoyable town center. We are indeed very lucky to have them here in Milford.

### Lifetime Achievement Award

Robert Gregory, City of Milford, Department of Economic & Community Development.



Born and bred in Milford, Bob Gregory loves his city and gives back many hours of his time to make it a better place. He originated the phrase, "a small city with a big heart", that became Milford's official slogan. Mr. Gregory is Director of Community and Economic Development for the City of Milford. He has served in that post since November of 1992 and is responsible for coordinating all development activity for the city as well as overseeing the Community Development Block Grant Program. Special accomplishments during his long and valuable career include obtaining a grant that funded Lisman Landing at the Head of the Harbor, multiple open space grants, including acquisition of the 37 acres on the Housatonic River and another at the end of Wampus Lane that abuts the Indian River. Gregory administered FEMA's Project Impact grant that spearheaded Milford's hazard mitigation efforts and garnered special recognition from that organization. He established the first city website in cooperation with the Chamber, computerized the office and established a database of commercial and industrial property. Working with neighborhood groups, he helped revitalize the Devon, Wildemere and Walnut Beach areas. Gregory manages the \$4.7 state grant for Devon revitalization. A number of derelict properties were acquired in Wildemere and Walnut Beach and were turned to productive use during his tenure. The Firehouse Gallery and the future Stowe Farm arts center are creating the cornerstone of an arts district in Walnut Beach, and you can

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find his fingerprints on them. Downtown has always been close to his heart and he was very much involved in the Yale University Urban Design Institute study that is a part of the City Plan of Conservation and Development. Recently he led Milford's efforts in a multi-town site selectors tour that highlighted the regions' assets. Gregory served on the board of directors of the Regional Growth Partnership for 9 years. He also coordinated many events including inaugurals, grand openings, and city celebrations. He especially enjoyed working with the Host Town program of the 1995 Special Olympic World Games and Milford's 350<sup>th</sup> Celebration in 1989. He now serves as chairman of the Milford High School All Class Reunion. Bob served as the Executive Director of the Milford Chamber of Commerce for 19 years. During his tenure with the chamber he started the Milford Oyster Festival, created Milford Progress, a non-profit development corporation, Milford Pride, a beautification and anti-litter organization, the Hill & Harbor Tourism District, the Milford Child Care Consortium, and many other successful business programs. Under his direction Milford Progress was designated the official downtown development agency, recognized by SBA as an official local development corporation, made 56 storefront loans, 3 SBA 502 loans, and coordinated the public-private partnership that led to the creation of the downtown municipal parking lot. He continues to serve on the boards of the Milford Chamber of Commerce and Milford Progress representing the city.



### *Milford Progress, Inc.*

*John Ceruzzi,  
Ceruzzi Holdings*

John Ceruzzi has been Vice President of Development

at Ceruzzi Holdings since 1990. After graduating from Fairfield University, Mr. Ceruzzi began his career in real estate as a residential broker in

1988, before becoming involved with commercial properties. He is currently involved with property acquisition, entitlements and permitting, lease negotiation and construction. Ceruzzi Holdings is a Connecticut based real estate company that has developed approximately fifteen million square feet of apartments, hotels, offices and shopping centers in the United States since 1988. Ceruzzi Holdings undertook two very significant developments for Milford. The first is the shopping area called "Milford Crossing" which had previously been the Ryder's Trailer Park. The firm negotiated through an extremely involved circumstance that became a win for all. John Ceruzzi teamed up with the park residents and helped them buy the property their homes were on. Simultaneously they bought a piece of property off Cascade Boulevard. When it was discovered that the existing homes could not be moved, they helped the residents buy new mobile homes through investment and subsidy. Residents were able to move to a modern, quiet area helping preserve their neighborhood setting. Ceruzzi Holdings then created Milford Crossing with retail space including Walmart, Staples, Barnes & Noble and other stores. The second development involved the former Milford Jai Alai site. Ceruzzi Holdings purchased the property from the city of Milford. Permits were taken, machines brought in and the rest is almost history as Lowe's Home Improvement Center and Hilton Garden Inn will be opening soon. These two major developments have added valuable tax dollars to the city's grand list and have been managed with professionalism and human concern.

### *Milford Tourism Award Downtown Milford Business Association*

The Downtown Milford Business Association represents over 70 businesses - retail, restaurant and service - in historic Downtown Milford. The association was formed more than 30 years ago, and



through time its membership and activities have reflected the changes in our downtown. In recent years as new businesses have opened, the DMBA has made a concerted effort to focus its mission on building a community organization that through marketing and events, establishes Downtown Milford as a vibrant retail area and distinctive tourist destination. Many exciting and well attended events are ongoing. "Saturday Night at the Movies" held outdoors on the Green in June attracts over 500 viewers. "The Pirate Ball", featuring music and dancing in pirate garb kicks off the "Captain Kidd Treasure Hunt". This event taking place throughout downtown Milford sports a treasure map, free booty, lots of entertainment, the Duck Race on the Duck Pond, and of course, Captain Kidd, his pirates and wenches. Creating "Friday Night at the Oyster Festival" in August, the DMBA promotes a "Pearl Trail" where thousands of free pearls are donated to the public, outdoor artists perform and display, and great prizes are distributed. The "Open Doors of Milford" fundraiser follows where artists display their originally decorated doors in businesses in the downtown, and music and reverie abound. Haunted stories are told in October in local businesses to the delight and fright of young and old. The Milford Chamber's Festival of Lights kicks off the shopping season on Friday after Thanksgiving, where DMBA merchants decorate their windows and serve holiday treats. The Lamplight Stroll in early December features holiday singing, gifts and festivities. Passports are available to be stamped at downtown business locations and are

entered into grand prize drawings and special savings are available at stores for those participating in the Stroll. This very creative and gifted group of business owners enhances every event yearly and design new and welcoming occasions. They attract thousands to our quaint Downtown and give it vibrancy and life. We thank them for their incredible efforts!

*Congratulations*

## WELCOME NEW MEMBERS

**ALC INovators, Inc.**

230 Pepe's Farm Road, Milford  
877-8526  
www.alc-inovators.com  
*Nutritional Supplements*

**Always Visible Signs, LLC**

167 Cherry Street #421, Milford  
218-9061  
www.alwaysvisiblesigns.com  
*Marketing & Advertising Consultants*

**The Bill Parry Team Real Estate**

158 Orange Avenue, Milford  
627-3641  
*Real Estate/Apartments, Rentals & Commercial Space Locators*

**Bin 100 Restaurant**

100 Lansdale Avenue, #Z, Milford  
882-1400  
www.bin100restaurant.com  
*Restaurants, Milford Money*

**Bridge House Restaurant**

49 Bridgeport Avenue, Milford  
878-2800  
*Restaurants*

**The Center for Entrepreneurs, LLC**

58 River Street, Milford  
878-1997 / www.TheCenterLLC.com  
*Business Consulting & Development*

**Center of Balance**

**Personal Training**  
25 Executive Blvd., Orange 06477  
298-0707  
www.centerofbalancept.com  
*Health & Fitness Center, Health & Wellness Council*

**Cornerstone Financial and Wealth Management**

265 Bic Drive, Suite 103, Milford  
882-1170  
*Financial Advisors/Investment Management*

**Country Portables**

P.O. Box 1075, Cheshire 06410  
203-271-1971  
www.countryportables.com  
*Toilets Portable & Rental*

**CTX Mortgage Company**

50 Cherry Street, Milford  
701-0996  
*Mortgage Loans, Real Estate/Residential & New Homes*

**D'Amato Brothers Builders**

183 Quarry Road, Milford  
874-3276  
*Real Estate/Commercial/Dev, Mgmt, Investments & Leasing*

**Dan Perkins Chevrolet/Subaru**

754 Bridgeport Avenue, Milford  
882-5686 / www.subaru.com  
*Automobile Dealers*

**Dietary Management Services, Center for Wholistic Nursing LLC**

284 Quarry Road, Suite F, Milford  
414-7612  
*Holistic Nursing*

**Domino's Pizza**

57 Turnpike Square, Milford  
877-4040 / www.dominos.com  
*Restaurants, Milford Money*

**Envy, LLC**

354 New Haven Ave., Unit 3, Milford  
878-4909 / www.envysalononline.com  
*Beauty Salons*

**EZ Advantage Products/Active Telephones**

221 Broad Street, Milford  
876-2192 / www.ezadvantage.com  
*Telecommunications*

**First Data**

75 Hemingway Avenue  
East Haven, 06512  
203-494-2690  
www.firstdata.com  
*Credit Cards & Plans-Equipment*

**Fischel Properties**

7 Soundview Drive, Westport, 06880  
203-226-1100  
www.fischelproperties.com  
*Real Estate/Development & Property Management*

**Fleurescent, The Downtown Flower Shop**

22 Broad Street, Milford  
283-7880/www.fleurescentflowers.com  
*Florists/Gift, Fruit, Specialty Baskets*

**Goody's Hardware & Paint**

540 Main Street, East Haven, 06512  
203-469-5335  
www.goodyshardware.com  
*Hardware*

**Health & Wellness Centers of Milford**

554 Boston Post Road, Milford  
283-5707  
*Chiropractors, Health & Wellness Council*

**IL' Forno Ristorante & Bar**

591 Boston Post Road, Milford  
283-5033/www.ilfornoristorante.com  
*Restaurants, Milford Money*

**Independent Financial Consulting**

209 Boston Post Rd., Ste. 310, Milford  
878-2244 / www.ifclink.com  
*Financial Advisors/Investment Management*

**Island Time, LLC**

22 Broad Street, Unit 22, Milford  
878-0200/www.islandtimemilford.com  
*Gift & Specialty Shops*

**Johnny Ray's Restaurant**

1015 Bridgeport Avenue, Milford  
877-2200  
www.johnnyraysrestaurant.com  
*Restaurants, Milford Money*

**JoS A. Bank Clothier**

Milford Market Place  
1648 Boston Post Road, Milford  
878-1316  
*Clothing Store*

**JP Maguire Associates**

266 Brookside Rd., Waterbury, 06708  
755-2297 / www.jpmaiguire.com  
*Fire & Water Damage Restoration*

**KidSense Pediatric Therapy**

213 Cherry Street, Milford  
874-5437  
*Pediatric Rehabilitation & Therapy, Health & Wellness Council*

**Krazy City**

1201 Boston Post Road, Milford  
718-427-1738  
*Restaurants, Entertainment/Special Events/Recreation*

**Lao Sze Chuan Chinese Restaurant**

1585 Boston Post Road, Milford  
783-0558 / *Restaurants*



**Laura Rasmussen Integrative Life Coach**

58 River Street, #211, Milford  
878-7261  
www.laurarasmussen.com  
Coach/Counseling, Health & Wellness Council

**Look at Me Now**

487A Campbell Ave., WH 06516  
933-2200  
www.lookatmenow22.com  
Weight Loss-Weight Management, Health & Wellness Council

**Miti Investment Group, LLC**

P.O. Box 290, Milford  
505-2000 / mitiinvestment.com  
Real Estate/Commercial/Dev, Mgmt, Investments & Leasing

**New Haven Advocate/ News & Arts Weekly**

900 Chapel Street, Suite 1100,  
New Haven, 06510  
789-0010  
www.newhavenadvocate.com  
Newspapers/Magazines

**Ocean Grille**

464 Boston Post Road, Orange  
06477  
298-0600 / www.oceangrillect.com  
Restaurants

**Orange Ale House, LLC**

517B Boston Post Rd., Orange  
795-0707 / Restaurants

**Palmieri Food Products, Inc.**

145 Hamilton St., New Haven, 06511  
624-0042 / www.palmierifoods.com  
Wholesalers

**People's United Bank**

1636 Boston Post Road, Milford  
783-4850 / www.peoples.com  
Banks

**Porter & Chester Institute**

670 Lordship Blvd., Stratford, 06615  
375-4463 / www.porterchester.com  
Schools

**Prime Capital Lenders**

486 Derby Ave., West Haven, 06516  
397-8100  
www.primecapitallenders.com  
Mortgage Loans

**Qwest**

52 Birch Avenue, Milford  
306-8196  
Voice & Data Communications

**Ramp Enterprises, LLC**

53 River Street, Milford  
203-218-5822  
www.rampenterprises.com  
Manufacturing Consultant

**Reflexology by Joan, LLC**

60 Jasmine Circle, Milford, 06461  
283-1848  
Holistic Health/Reflexology,  
Milford Money

**Save the Children**

54 Wilton Road, Westpor  
203-341-6525  
www.savethechildren.org  
Non-Profit

**Uno Chicago Grill**

1061 Boston Post Road, Milford  
876-1160 / www.unos.com  
Restaurants

**Welcome Wagon**

54 Richard Sweet Dr.  
Woodbridge 06525  
203-667-4146  
www.welcomewagon.com  
Welcome Service

**Your Family Lawyer, LLC**

140 John Street, Bridgeport, 06604  
335-5544  
Attorneys

**YTB Travel Network**

287 Homeside Avenue,  
West Haven 06516  
860-857-8162  
www.breezywnztravel.com  
Travel Agencies/Event Planning

# Sponsorship Opportunities Available!



## July 14<sup>th</sup>

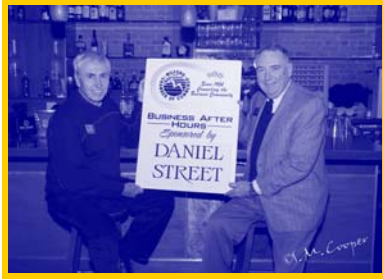
### Mill River Country Club, Stratford

### To Benefit

## Milford Chamber of Commerce Trust Fund



## SCRAPBOOK OF RECENT CHAMBER EVENTS



*Business After Hours at Daniel Street  
Photo by S.M. Cooper*

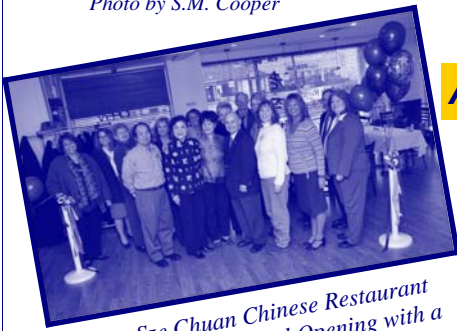


*Johnny Ray's Restaurant hosted a  
Business After Hours in February  
Photo by S.M. Cooper*



*Thanks to Orange Ale House for sponsor-  
ing Business After Hours in January.  
Photo by S.M. Cooper*

### A Special Thanks to our Hosts, Sponsors & Presenters!



*Lao Sze Chuan Chinese Restaurant  
celebrated the Grand Opening with a  
Ribbon Cutting Ceremony.  
Photo by S.M. Cooper*



*Action Coach Bob at a  
Good Morning Milford in January*



*Dr. Matt Paterna of Shoreline Family  
Chiropractic & Wellness  
presented a Good Morning  
Milford Seminar in February.  
Photo by S.M. Cooper*



*Bin 100 Restaurant celebrated  
their Grand Opening with a  
Ribbon Cutting Ceremony.  
Photo by S.M. Cooper*



*James Maroney of First Choice  
College Placement  
discussed college financing at  
Good Morning Milford in March.*



## Reward Employee Dedication

Give your employees the gift of choice for all their years of hard work and dedication.

Give "Milford Money" Gift Certificates.

**Milford Money is redeemable at 100 participating member businesses in the Milford area.**

"Milford Money" gift certificates are available in \$5, \$10 and \$25 denominations and may be purchased at:

- Milford Chamber of Commerce - 878-0681
- The Milford Bank (all Milford branches) - 783-5700