

STAMFORD

BUSINESS OUTLOOK

MARCH 30, 2010

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A Marketing Publication From The Advocate

Is Your Image A Business Boost?

Here's what Dan Tyler, State Farm Agent says to the **Photographic Memories Difference**



Deborah & Dan -

I just wanted to drop you a note to thank you for the wonderful business picture you took. As you know, I'm not the most photogenic subject matter and I have having my picture taken.

In the past, I didn't really see the necessity for a quality "corporate headshot". However, since I started using the picture that you took for my website and business correspondence, I have had people come up to me and say that they chose to do business with me rather than the other two State Farm agents in Stamford based solely on my picture. This is true for both my online presence and the direct mail I send out. Now, my picture goes on everything I can put it on.

Thanks again for the business boost!

Sincerely - Dan



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STAMFORD BUSINESS OUTLOOK

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This year's session, next year's budget

The Short Session is well underway in Hartford. Unfortunately the state has a daunting challenge that is hanging over its head that is not being addressed: the shortfall in this year's budget.

Revenue projections in this year's budget show a shortfall in the billions of dollars ... and getting worse. This has happened as a result of unrealistic revenue projections during last year's two-year budget cycle. With the exception of behind closed doors meetings, there does not appear to be any actions or solutions in sight. The state continues to spend as if it had revenue.

To make matters worse, the state will be facing the same problem with this coming year's budget. This budget, which is the Short Session, was based on an anticipated growing economy, which has not materialized. The state is going to have the same problem next year.

As I see it, the state has two options: cut spending or increase taxes. In the past 25 to 30 years, Connecticut has gone from a business friendly state to an unfriendly business state. Connecticut went from a state that didn't have an income tax and that derived its revenue from sales tax and other fees to something very different. Connecticut is now a state that taxes money when it is earned, when it is spent, and plus it has increased all its fees. Yet there still never seems to be sufficient revenue to satisfy the budget. Continuing to increase taxes in Connecticut, will inevitably drive people and businesses from the state. This in turn will cause further financial shortfalls. The legislators have an obligation to get the state's financial house in order. Operating with the current structure is fiscally irresponsible and not in the best interest of the state. The resolution is going to require tough decisions and these decisions are going to make some people unhappy, but it has to be done. Businesses have been forced to make drastic changes in the way they operate to maintain their businesses. There is no reason that the state cannot do the same.

The best thing for all of Connecticut's citizens is a strong economy where businesses are employing people in good paying jobs and these employees can pay taxes. This has to be the underlining theme during this year's session and future sessions when developing the state budget.

John P. Condlin
President and CEO
Stamford Chamber of Commerce

*A Message
from the
President
of the
Stamford
Chamber*

Working through the legislative session

LT Governor Michael Fedele

The current legislative session continues to find Connecticut at a pivotal point in our history. While our state has made it through the eye of the economic storm that overtook Connecticut -- as well as the rest of the nation during the past two years -- we have much work to do to get our economy back on track. The state has lost more than 100,000 jobs since March 2008 and our unemployment rate is at a staggering 9 percent. As has been the case after past economic downturns, Connecticut's recovery continues to be a slow one.

There are several important priorities the legislature should embrace to help



Michael Fedele

move Connecticut's economic recovery forward. The first priority is to cut state government spending. Over the past two decades, personal income in our state has almost doubled -- but state spending during the same period of time has tripled. That has helped to create a budget deficit that is projected to approach \$4 billion on fiscal year 2012. We know in a struggling economy that more taxes to pay for more government is the wrong solution. It was wrong a year ago, and it is wrong today. Instead, we need to make our state government affordable and accountable to the people who pay for it -- our taxpayers.

I recently announced a detailed and specific plan for cutting state spending and shrinking government. My plan addresses four main areas that should be the focus of lawmakers during this legislative session:

1. Closing the budget deficit
2. Restructuring state employee pensions and salaries
3. Making our government more efficient
4. Reforming our approach to bonding

Connecticut has the highest per capita bonding debt in the United States. About 12 cents of every tax dollar goes to pay for bonded indebtedness. I believe we need to stop borrowing for all but the most essential projects, like school construction, public health and public safety. Earmarks should be eliminated -- we simply cannot afford to borrow money for projects like municipal skate parks, festivals and gazebos. Bonding should be reserved for projects that demonstrate long-term statewide benefits or that

create net new jobs.

The bottom line is that the legislature must hold state government to the same standard that families and businesses have been forced to abide by in these perilous fiscal times. Now is the time for discipline and responsible governing. Connecticut's government has grown while our economy has continued to shrink. We cannot continue to have a government that moves in one direction while the economy moves in the other. That must stop.

Connecticut can continue its proud legacy of being a place of unmatched opportunity -- but only if we make the right decisions. We must cut spending, eliminate onerous taxes and regulations that hurt our employers' ability to create jobs and focus government's mission on its core responsibilities. With vision, courage and judgment, we can move Connecticut forward.

It's time... for common sense....

Livvy Florin, Connecticut State Representative, 149th District

If bad news travels fast, worse news travels faster. Nothing seems to be getting easier in Connecticut. Families are suffering, people are out of work, businesses are leaving, and the cost of living is rising.

It's time to put on the brakes.

Individual households are tightening their belts and making do with the limited amount of money available. State government, on the other hand, continues to spend wildly, force unfunded mandates on towns and cities, and to increase taxes. Connecticut is being brought to its knees financially.

The reality of our economic situation re-

quires some real common sense in Hartford.

It's time for smaller and more cost-effective state government. It's time for an alternative vision-- fiscal restraint, accountability, and self-sufficiency. It's time for common sense partnerships with citizens and leaders who are ready for reform and reinvention of how state government works.



Livvy Florin

Here are our principles and policies for an economic

recovery:

1. **Don't spend more than you have.** Reduce spending to what we can reasonably anticipate in revenue without assess-

ing new taxes. If we don't have the money either in the bank or coming in through existing revenue sources, we should not be spending on new or expanded programs.

2. **Borrow only what you can afford to pay back with interest.** For years, the state has been writing checks it cannot cover and building both debt and costly debt service. There are times when bonding for large infrastructure improvements is required, but borrowing to close a budget deficit gap is shortsighted. This is simply mortgaging the state's future.

3. **If it's not broken, don't fix it. And if it isn't working, get rid of it.** Agencies in state government need to consolidate to become smaller and to adopt cost-saving measures - streamlining for efficiency. Programs should be results based with two-year period of review; if goals and objectives are not met, the program is eliminated.

4. **The more government tries to do, the less it does well.** State government should work for the people and focus on core functions: public safety, education, transportation, and public health. Many social service programs would be better served by non-profit and private sector providers.

5. **We should have all the government we need, but only what we need.** Big government is not efficient. Less government means faster, more effective service. We need to eliminate duplication, excess, and waste in state government and change the way it does business.

Our state needs leaders with common sense and a dedication to the belief that we all prosper from shared responsibility. Together we can get Connecticut to work again. Join me!

Job creative is top priority

Gerald Fox, III, State Representative, 146th District

The global economic recession has been tough on Connecticut citizens. This General Assembly's legislative session is going to be marked by legislation which focuses on job creation. Governor Rell in her State of the State address stressed economic growth and job creation as a top priority and the same consensus is shared by legislative leaders as well.

There is a growing feeling that the "busi-

ness as usual" approach to job retention and job creation is just not going to work. Short-term band-aids will not change the long-term deterioration of Connecticut's economy. It is time for the state to adopt policies that make strategic investments to change the continuously deteriorating pattern of job losses.

The General Assembly will be considering several proposals aimed at economic

development and job creation, including job growth tax credits, investments in "green technologies" and regionalism innovations. Our goal is to jump-start job creation opportunities in the state in the short term, while laying a foundation for long-term economic growth.

One additional concept that is gaining momentum is the "No Worker Left Behind" proposal



Gerald Fox, III

where tuition assistance is made available at state community colleges, universities and training programs for unemployed individuals. As more and more jobs become knowledge based and require further education beyond what our high schools can offer, we must rise to meet the challenge of a changing economic playing field.

Priority *continued on page 8*

The new normal requires thoughtful insight

Carlo Leone, Connecticut State Representative, 148th District

Connecticut is in the second year of the two year biennium budget, which passed late in Sept 2009. That it passed so late in the year underscores the difference in opinion and philosophy as how to address the fiscal environment we find ourselves in. No sooner had we passed the budget, the expected revenues continued to decline and we now sit with an approximate \$500 million shortfall, which must be addressed before we close out this year's session that ends May 5th. The timeframe we have is short, and the issues we must confront are large and complex. Whatever the solutions are and will be, they cannot correct our problems in one short session or year. We must implement solutions that are sustainable for years to come.

It took a massive economic and financial collapse, exacerbated by

ever increasing confidence in escalating good times that were not real and since crashed, to shock us back to reality. The new normal will require thoughtful insight, and critically, effective leadership. In November, we will have elections and a new Governor and Executive Administration and other key changes in important offices across the political landscape. The new changes that ultimately occur will determine the next chapter in the progress of Connecticut. Leadership begins from the top and all else is derived from that, and effective leadership will determine our future.

Topics such as Transportation are always at the forefront of our concerns. This year tolls, bus seatbelts, texting and cell phones, red light cameras will be hot issues. Infrastructure improvements such as railway and bus way de-

velopment, and of course I-95 are key to our future potential. Federal funds, or the lack thereof, will drive the conversation in one direction or the other on our ultimate capability. All are important to Stamford and I can assure you the concerns of our region will not go unnoticed.

As the Bonding sub-committee Chairman, I am working with committee members on scaling back our borrowing and insuring that the remaining list of projects will have economic viability, and can move through to the Governors Bond Commission for allocation. We cannot use our borrowing for special requests during a time when we must be focused on the critical few. We must keep the state moving forward by retaining our effective capacity to invest in capital projects that are critical to our future success.

Closer to home, the Stamford delegation continues to work towards protecting our citizens and interests. We cannot allow the contributions we

provide to be overlooked by those who do not understand the important role we play in the overall health of Connecticut. The current downturn, I believe, provides ample proof that when Stamford and Fairfield County scales back, the rest of Connecticut's reliance on our significant role is keenly felt.

My colleagues and I work collaboratively, sit on different committees, share workload and ideas, all in order to better handle the multiple topics important to our region. We attend neighborhood meetings, meet with local elected officials, business, and community leaders throughout each and every year. We respond to phone calls from constituents at home and in Hartford.

In short, our work is never done- and we continue to be your voice in Hartford. Your voice matters, and therefore we, and I, expect to hear from you. It is always my honor to serve my neighbors and community. I will continue to do so as long as I have the privilege to represent my great city of Stamford and Connecticut.



Carlo Leone

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Stamford welcomes new company – Affinion Group

Affinion Group, which for more than 35 years has helped some of the largest brands in the world in financial services, retail, travel and online business become more engaged with their customers, will be moving to Stamford in April, 2010. Affinion, which is currently headquartered in 2 buildings in Norwalk, will be moving 447 employees under one roof, located in High Ridge Park.

Affinion enhances the value of its partners' customer relationships by developing and marketing valuable loyalty solutions on behalf of those partners. These solutions generally come in the form of Insurance, Protection and Lifestyle products.

Through the years, Affinion has been involved with a host of local charity endeavors, such as Junior Achievement, Family and Children's Agency, the Carver Center, Troop Support, Special Olympics and Boys and Girls Village, and will continue to do so. The company has a Charitable Giving

Counsel that provides monthly grants to programs local to the Company's Connecticut, Tennessee and Ohio communities and over the past 3 years, Affinion has donated hundreds of thousands of dollars to local non-profit organizations, principally in the areas of youth development / cultural enrichment, after-school programs, and public safety. Additionally, all employees across the Company are allotted one paid workday per year to work with the charitable organization of their choice.

Affinion, which generated close to \$1.4 billion in 2009, has approximately 3,600 employees throughout the United States and in 12 countries across Europe, and markets in 15 countries globally. The company also holds the prestigious ISO 27001 certification for the highest information security practices, is PCI compliant and Cybertrust certified.

The company is very excited to meet its new neighbors.



Meet Laure Aubuchon

Laure Aubuchon, Economic Development Director, City of Stamford

On January 19th Laure Aubuchon joined the Pavia administration as the new Director of Economic Development and Intergovernmental Affairs. Her experience includes multiple private sector assignments in financial analysis, M&A, specialty chemicals and book wholesaling with W. R. Grace, business development with Ernst & Young and BRANY, a leading New York

panies thinking about Stamford would join a notable group of leaders in finance, media, consumer products and professional services. There is also a vibrant commercial sector of small to medium size specialty manufacturers. Diversification of the economy within attraction is also key. While wanting to maintain and expand the financial services base, Aubuchon pointed



Laure Aubuchon

to the arrival of NBC/Universal in 2009 with its production of three daily shows as well as the recent expansion of the CT Film Center production facilities and filming of several shows for Showtime. Corporate headquarter transfers in 2010 of Nestle Water and Affinion Group will also add to Stamford's consumer products and marketing company, respectively, list of companies.

A key element in Stamford's future business attraction is the ongoing development of the South End, one of the larg-

est development projects on the US East Coast. This 80 acre brownfield redevelopment with over 6 million sq ft of mixed use development has become an often cited example of sustainability, livability and smart transportation by EPA, HUD, and DOT. Several milestones will be met this year with the opening of the first residential sand office components along with the opening of Fairway Market in September.

Another significant part of her job is liaising with the City's federal and state delegations and Stamford's two lobbying firms. Not only is it key that Stamford receive its appropriate share of federal and state funding for a variety of projects it is equally key that the City's voice be heard in potential legislative actions as they are shaped. Currently the focus is on the sec-

Education is integral to state's economy

Patricia Billie Miller, Connecticut State Representative, 145th District

In the wake of the national economic crisis, this year's legislative session is presenting many tough challenges and creating a number of difficult decisions that the General Assembly will have to face. Bills that normally would be considered during an average legislative session are being put on hold this year as the legislature focuses its attention on addressing the pressing budget and economic issues. Our priority is the state budget and towards finding solutions that will secure jobs and economic stability for Connecticut residents.

In my role as a member of the Education Committee, I have joined with several of its members in introducing legislation that will create a series of reforms to the education system. One of our objectives is to make the state competitive when it comes to securing "Race to the Top" funding.

"Race to the Top" is a program designed by the United States Department of Education to promote K-12 education reforms by the state and local school districts. States across the country are competing with each other for education dollars by instituting significant reforms.

My colleagues and I have introduced a comprehensive package of innovative ideas before the General Assembly. The legislation shakes up the status quo and

sends a clear message that we need to take action now.

Some of our ideas include providing income tax breaks to teachers who work longer school days and Saturdays, allowing parents to petition to fix failing schools, linking teacher evaluations to student performance, making it easier for effective teachers to become principals, giving incentives for schools to offer more advanced placement courses, requiring teachers to hold two parent-teacher conferences a year, and greatly expanding online courses for high school students to make sure they can get the courses they need and do not drop out of school.

The Education Committee recently held a public hearing on these proposals where it received strong support from parents, students and education advocacy groups from across the state.

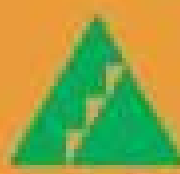
A big part of bringing our state's economy back to strong health is creating a well educated and talented work force. The goal is to create an education system that will provide students with future employment opportunities, and businesses with a quality workforce. Only then can the state again become an attractive place to raise families and attract businesses.



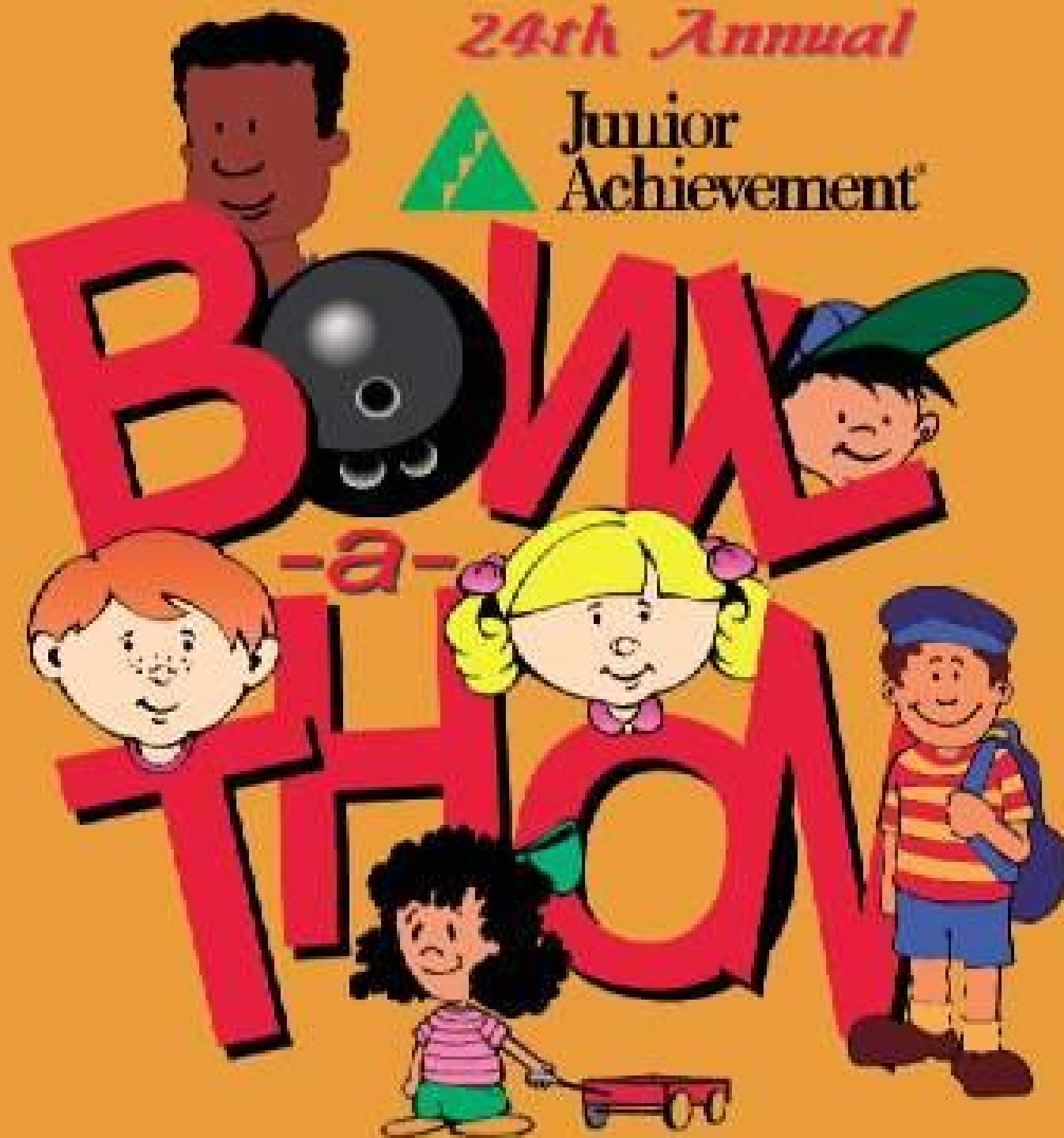
Patricia Billie Miller

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Priority *continued* - Although economic and budgetary matters take precedence in our work this session, there are other important pieces of legislation. One issue that I have been working on in the last several years is domestic violence. Many do not realize that about 30% of our criminal court dockets involve do-

mestic violence. The need for better victims' support services and a more effective law enforcement and legal system have only grown in recent years.

Of course, a continuous challenge at the General Assembly is to ensure that Stamford's existing state funding is not reduced further. In an extremely difficult budget year, we were able to cor-

rect a discrepancy in the education funding formula to provide an increase for Stamford. Of the 169 cities and towns in Connecticut, the city of Stamford was the only municipality to see an increase in education funding over the course of our two year budget. While there are some who advocate that the City be stripped of that funding, we will continue to fight to

preserve it.

As always, I stand ready to hear your thoughts and suggestions. For too long, lawmakers have been immune to hearing about the realities of doing business in the state. My hope is that we are now seeing a change of attitude, one that will help the state regain its competitive advantage.

Help for struggling families

Measi O'Rourke, Executive Director

Saint Joseph Parenting Center, an innovative non-profit designed to support struggling families and prevent child abuse, opened its Stamford location this February. The Parenting Center's mission is to provide parent education for individuals who are at risk of abusing and/or neglecting their young children - from birth through age 12.

Child abuse and neglect are among today's most troubling and complex social problems. Given the overwhelming economic pressures on families, there are more children than ever who are at-risk - potential victims of abuse or neglect. In response to the rising incidence of abuse and neglect, Measi O'Rourke launched Saint Joseph Parenting Center in 2009.

Mrs. O'Rourke, a nurse and former administrator of an Ohio parent education

center, wants to help parents who are overwhelmed in caring for their children. "The Parenting Center offers families support and the opportunity to learn new skills," she said. "It's all about educating the parent to benefit the child." Located at Saint Mary Church - 566 Elm Street, Stamford - the Parenting Center (www.sjpcenter.org) is open to all Fairfield County residents. The Parenting Center offers 20 classes some of which include: Behavior & Discipline, Bonding With Your Child, Importance of Fathers, Reading & Literacy, and Anger Management.

SJPC has already begun working with several local organizations - Department of Children and Families, DOMUS, Headstart, Birth to Three, Childcare Learning Centers and Malta House - to assist local families in need. Those who come to the

Parenting Center - either on their own or through social service referral - are enrolled in the Parenting Center's twenty-class program. Each class is two hours long and is taught by a volunteer who is a highly trained professional in his/her respective field of expertise. A dedicated core of more than 50 volunteers enables Saint Joseph Parenting Center to serve a large client base, yet operate for less than \$200,000 per year.

The Parenting Center is a positive and uplifting place where parents are given support, encouragement, and incentives to complete the program. Since people cannot learn if they are hungry, providing food is integral to the Parenting Center program. Individuals are given a light meal at the start of each class and upon completion of the two-hour session, they

are given a bag of groceries to take home. (As such, donations of food are urgently needed and greatly appreciated.) Upon completion of their twenty weeks of classes, the parents receive one major item - a stroller, high chair, or bed - for their child.

Saint Joseph Parenting Center works on the premise that if at-risk children are to have a productive future, their parents need to be supported with educational opportunities that can instill a sense of hope in their future. By providing free classes, the Parenting Center offers parents the tools and knowledge needed to create safe and positive home environments for their children.

For more information or to volunteer, please call the Parenting Center at 203-588-1934 or visit our website www.sjpcenter.org.



Measi O'Rourke

Legislative session presents challenges

Rep. William Tong, Connecticut State Representative 147th District

Nearly every state in the country faces a budget shortfall as a result of an unprecedented financial crisis. Connecticut is no exception as our fiscal condition has deteriorated dramatically over the last two years. This legislative session presents a number of challenges for state lawmakers: revenues are not yet significantly improving, needs for services continue to grow and the ability to make ends meet is more elusive than ever.

The national recession has cost jobs in the state - some of which will simply not come back. We now have no choice but to become proactive in at-

tracting other types of jobs to replace them. While it is important that agencies at all levels work collaboratively to create an environment that would be attractive to businesses, we need to look for new and creative ways to attract jobs.

There are tremendous and often unexamined opportunities for new markets in Connecticut. We have a significant number of specialists in the private sector as well as state government agencies, who are eager to lend their expertise. What has been missing is a coordinated effort to evaluate opportunities and to reach out to businesses

across the country.

The state needs a lead office that that would be solely responsible for reaching out to businesses across the country to discover their concerns and to explore solutions that may be implemented on a state level to bring businesses to the state. My view is that the Governor's office may not be enough and that we may need to look at another constitutional office, possibly Secretary of the State, to handle this critical responsibility.

Of course, our emphasis needs to be on quality jobs that raise Connecticut's standard of living through higher wages. In my role as vice-chairman of the Energy and Technology Committee, I have been working on proposals this legislative session that would allow the state to enhance its energy efficiency and renewable energy industries. The state now has a real op-

portunity to create a green economy right here in the state, becoming a model for the rest of the nation.

We have also advanced legislation that will help prevent fuel prices from drastic increases that restrain trade, hurt local businesses and drive up costs to consumers. The bill gauges the potential for anti-competitive behavior in the fuel industry using a formula applied by federal anti-trust investigators, and is supported by the motor fuel distributors and retail gas stations in the state.

Despite the current economic and fiscal challenges, I am optimistic about Connecticut's future. We have an enormous potential to reinvent ourselves, and with the right leadership in place, I believe we can move forward into recovery and prosperity.



William Tong

Community Corner

Stamford Museum & Nature Center hosts the 6th Annual Egg Hunt. Children can hunt for eggs on a real farm on Saturday, April 3, from 10 a.m. to noon. Children ages six and younger may bring their own baskets and hunt for the thousands of eggs that will be hidden all over the farm. Eggs will be replenished throughout the event, so everyone will get a chance to collect them. At the end of the hunt, eggs may be turned in for a goody bag.

Stamford Museum & Nature Center's 6th Annual Egg Hunt on Heckscher Farm is set for Saturday, April 3, 10 am to 12 noon. Children ages six and younger may collect eggs that will be hidden throughout the farm and exchanging them at the end of the hunt for a goody bag. This event is free with gate admission.



After the Egg Hunt, visitors may stay and enjoy the Stamford Museum & Nature Center's 118-acre site including Heckscher Farm, Nature's Playground, and 80 acres of woodland preserve and hiking trails. On display in the Bendel Mansion Museum Galleries is the newest exhibition Gerberich's Gadgets: *Art That Moves*. The Stamford Museum & Nature Center is located at 39 Scofieldtown Road, Stamford, CT (3/4 mile North of Merritt Parkway Exit 35.) For more information call 203.322.1646 or visit www.stamfordmuseum.org.

Stamford Symphony Calendar of Events. For more information: (203) 325-1407; www.StamfordSymphony.org



The Stamford Symphony presents a celebration of John Williams movie music. Saturday, April 10 at 12 pm, Eckart Preu introduces a screening of *E.T.: The Extra Terrestrial* with comments about John Williams Music at the Avon Theatre, Stamford. Tickets \$6 - \$10

Saturday, April 17 at 8 pm and Sunday, April 18 at 3 pm Movie scores from *Indiana Jones*, *Star Wars*, *E.T.*, *Superman*, *Munich*, *Jurassic Park*, and *Schindler's List* with its breathtaking violin solos. Costumed characters from the 501st ConnSquad Battalion.

Grand Concert to Benefit Haiti Sunday, April 11 at 7:30 pm Mozart Requiem led by musicians of the Stamford Symphony, Eckart Preu, conductor; Rachel Rosales, soprano, David Vanderwal, tenor; Choir of the Basilica of St. John the Evangelist prepared by Scott Turkington. Performance at the Basilica of St. John the Evangelist, Stamford. Suggested contribution: \$25; Donors Circle \$50 (reserved seating and program listing). All proceeds benefit Hope for Haiti earthquake relief.

Stern Showcase Recital. Sunday, May 2nd at 4pm. Di Wu, piano. Granados' *Goyescas*, Schoenberg *Six Little Piano Pieces*, Prokofieff's Violin Sonata No.2, and Debussy's Preludes, Book 2. *Performance at Allegro Pianos, Stamford.* Tickets: \$28

Curtain Call presents Hello, Dolly. April 2nd to May 1st. For tickets and reservations: (203) 329-8207 x11; www.CurtainCallInc.com. One of the best-known, most-produced and much-loved classics of the American musical theatre, *Hello, Dolly*, will play in The Kveskin Theatre.

And while much of today's society is focused on e-dating services, back in 1890s New York, matchmakers earned a respectable living. Such is the story of Dolly Gallagher Levi, a refined matchmaker-extraordinaire in this stunning new production at Curtain Call.



Top: left to right - Stephen Michelsson as Barnaby Tucker, Matt Schmiedel as Cornelius Hackl and Mickey Mallardi as Horace Vendergelder in rehearsal for **Hello, Dolly!**

Middle: Dolly n Boys - Dolly Levi, Carole Claps, sets out to make matches for Matt Schmiedel (left) as Cornelius Hackl and Stephen Michelsson (right) as Barnaby Tucker in **Hello, Dolly.**



Bottom: Four Lovers - Matched up by Dolly Levi are Matt Schmiedel (left) as Cornelius Hackl with Betsy Simpson as Irene Malloy, and right Laura Piacenza as Minnie Fay with Stephen Michelsson as Barnaby Tucker.





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Members Making News

Community Outreach

The Stamford office of **Murtha Cullina LLP** was able to make the holidays a bit brighter for two Stamford families this past year. The Salvation Army provided Murtha the names and wish lists of the families, and through generous donations from employees the firm was able to make their holiday wishes a reality.



Murtha Cullina LLP Staff

Promotions & New Positions

Pyramid Real Estate Group

announces the following new positions. **Jesse Weber** has joined the organization as a broker. Jesse will be helping local businesses take advantage of this real estate market to save money or find better locations. Jesse is a licensed CT and MA broker. **Chris Dawalt** will be heading up Pyramid's Maintenance Department. In that position, Chris will provide institutional grade training to the organization's Handymen and Tradesmen resulting in higher quality service to their clients.



Jesse Weber



Chris Dawalt

Meg Kelley was appointed mortgage loan officer at **The Bank of New Canaan**.

Dannell Lyne was appointed senior tax manager at **Dylewsky, Goldberg & Brenner LLC**, an accounting firm.

Jodi Gutierrez, vice president of property management for **George Comfort & Sons** and onsite property manager of **High Ridge Park Corporate Center** in Stamford, was appointed president of the Building Owners and Managers Association of Southwestern Connecticut (BOMA).

Cory Visi, Managing Partner of **GCInfotech**, a Stamford based technology services firm, is pleased to announce the hire of **Peter DiCostanzo** to the role of Director of IT Network and Solutions. Peter will be responsible for driving the current IT Network and Solutions business. He will aid the development, direction, and administration of a comprehensive and practical business plan for the development, sales, and marketing efforts needed to transform **GCInfotech** in to a more profitable, quality oriented and industry recognized IT solutions business.

Howard Shafer was appointed chief financial officer at the law firm of **Robinson & Cole LLP**.

The Stamford Plaza Hotel and Conference Center announced the following individuals were appointed to its staff. **Holly Anderson Bender**, director of sales and marketing; **Kristina Brennan**, corporate sales manager; **Sonia Flores**, senior catering sales manager; and **Giselle Ortega**, religious and tour and travel business manager.

Patricia Beauregard was appointed partner in the trusts and estates department at **Pullman & Comley, LLC**, a law firm.

Richard Zarneski was appointed senior vice president and commercial lending director at **First County Bank**.

Michael Wise was appointed president of **ConnectiCare** health plans.

St. Luke's LifeWorks is pleased to announce the appointment of **Jason Shaplen** as chief executive officer. As a senior executive, Jason's duties included oversight and direction of the agency with a particular focus on education, life-skills and workforce-development programs.



Jason Shaplen

Kevin Callahan was appointed vice president and commercial lending officer at **Patriot National Bank** in Stamford.

Awards & Recognition

Chad McLaughlin was named 2009 Employee of the Year by **Stamford Hospital**. He is a systems analyst in the hospital's information services department and was honored as June employee of the month and selected Employee of the Year among fellow monthly winners.

The WorkPlace, Inc.'s proposal for a Bridgeport Green Jobs Training initiative was selected from among more than 500 submissions and is being awarded a \$4 million 2-year grant under the U.S. Department of Labor's "Pathways Out of Poverty" program, with funding from ARRA.

Stamford Hospital was re-verified as a Level II Trauma Center by the American College of Surgeons and subsequently, was re-designated as a Level II Trauma Center by the state of Connecticut. The re-verification process occurs every three years.

Bank of America donated \$5,000 to **St. Luke's LifeWorks** towards its Life Long Learning initiative which provides life skills and education for participants.

PING announced today that **Max Miller** and **Paul Ferrone** at **Down-town Golf** have been honored as a 2009 PING Regional Club Fitter of the Year. The company, which pioneered custom fitting nearly 40 years ago, recognized **Miller** and **Ferrone** for their continuing commitment to custom fitting and its value to golfers of all abilities.

Limousine, Charter & Tour Transportation (LCT) Magazine named **Leros Point to Point (Leros)** the Operator of the Year, which is the chauffeured transportation industry's most prestigious business award. It was announced at the **International**



Rhonda DeLetis, Director, Corporate and Foundation Relations for St. Luke's LifeWorks is flanked by Tom Iskrzycki (l) and David Harmuth (r) of Bank of America.

LCT Show in Las Vegas.

Marking the 10th anniversary of Vincent Copeland's death, family members were on hand to present a gift of \$40,000 from the Vincent Copeland Scholarship Fund to **St. Luke's LifeWorks**. The **St. Luke's LifeWorks** philosophy is that everyone has the ability to improve their lives through continued learning.



Copeland St. Luke's

New Services

OperationsInc (www.OperationsInc.com), a leading human resources consulting firm based in Stamford, CT, announces their newly enhanced Compensation Services, designed to assist businesses with more complete salary & compensation information. **OperationsInc** is offering this new enhanced service via a partnership with PayScale - a market leader in global online compensation data.

Elections

Richard Russo was appointed chairman of the board of governors of **The Soundview Club**.

Al Mirin, senior vice president of **CB Richard Ellis' Westchester/Fairfield** operation and head of the private client group, was appointed president of the board of directors for the Human Services Council.

David Henry was appointed member of the board of directors at **The Fairfield County Bank**.

Christopher Gruseke was appointed to the board of directors of the **Bank of New Canaan**.

Stephen Borsy, partner at **Ernst & Young**, was appointed a member of the board of trustees for the **Multiple Sclerosis Society's Connecticut chapter**.



l to r: Kevin Giaccone, John Nyikos and Steve Mauro

Welcome New Members

5 Linx

Steven Menskey,
Independent Marketing
Representatives
www.5linx.com
Marketing

5 Million Green Jobs

Jean William, CEO
www.5milliongreenjobs.org
Employment Agencies

A.A. Branca Co. LLC

Tony A. Branca, CPA
tony@cpa-payroll.com
Accountants-CPA

ADP Small Business Services

Chris Gross, District Managers
www.adp.com
Payroll Services & Time/
Attendance Records

Barter Network

Susan Mcnamara
Vice President
www.barternetworkinc.com
Barter Company

Bennett's Restaurant

Matthew Salvatore, Manager
www.bennettsstamford.com
Restaurants

BLT Business Centers

Jane Porter, General Manager
www.bltbusinesscenters.com
Office Space-Temporary/
Furnished/Flexible

Buyer's Capital

Christopher Madden, Realtor
www.buyerscapital.com
Real Estate

Centurian Group, LLC

James M. Pugliese
President & CEO
www.centuriangroup.com
Financial & Estate Planning

Choice Connections

Angela Laubhan, Owner
www.choiceconnections.com
Senior Placement Care
Consultants

CTM Local Media

Corky Gaete, Media Consultant
www.ctmmediagroup.com
Marketing

CRUMBS Bake Shop

Lisa Siggia, District Manager
www.crumbs.com
Bakery

Elevate Consulting Group

Eric Strub
estrub@elevateconsultants.com

Eric Baker Architecture, TC

www.ericbakerarchitecture.com
eric@eba-pc.com
Architecture & Interior Design

ESM Van & Storage

Joel Guagliardo
Relocation Consultant
www.moveesm.com
Relocation Services

Fairfield County Picnic Company

Melissa DeSousa, Owner
(203) 324-5724
Catering/ Food Services/
Event Planning

First Allied Securities Inc.

Eli M. Sandler
Financial Advisor
www.elisandler.com
Financial Advisors

Freud Insights

Johnna Freud, Principal
www.freudinsights.com
Marketing Research

Gilbert & Associates

Deena Gilbert, Principal
mgmtcnst@yahoo.com
Business/HR Consulting/
Coaching

Global Health Systems Consulting, LLC

Stephanie R. Paulmeno
President & CEO
www.globalhealthsystemsconsultants.com
Health Services

Guy Sasson Salon

Craig Sasson
www.guysasson.com
Beauty Salons

Habana

Adi Memeti, Manager
www.idine.com
Restaurants

Thomas T. Hackett

Consultant
High Ridge Printing
Jon DeCrescenzo, Owner
hrprintcc@aol.com
Printing/Copying/Graphic
Design

iDesign Ink

Patti Kekelik-Terpstra
Graphic Designer
patti@idesignink.com
Graphic Design- Print & Web

Informer Messages on Hold

Casey Hart, Owner
www.informermessages.com
Messages on Hold

Jackson Hewitt Tax Services

Tony Coppola,
General Manager
www.jacksonhewitt.com
Tax Services

James Ball Chimney Cleaning and Dryer Vent Cleaning

James Ball, Owner
www.jamesballchimney.com
Chimney Sweeping/Dryer Vent
Cleaning

KT Health and Fitness, Inc.

William Asher, Owner
www.kthealthandfitness.org
Health & Fitness

Levine Tax and Business Solutions

Geoffrey Levine, Owner
www.levineconsultants.com
Tax Consulting

LNM Home Office Management

Laurie Meek, Proprietor
www.lnmhomeoffice.com
Home & Office Services

Deborah Miller Young DDS and Eric Klein DDS

www.cosmeticdentistnorwalk.com
Dental Office

NS Capital

Louis Cameron Day
Managing Partner
Finance

Payment Alliance International

Louis Borrelli, President
www.gopainyc.com
Merchant Services

Premier Home Health Care

Paul Lacovara, Office Administrator
www.premierhomehealthcare.com
Home Health Care Agency

PURE Homeowners Insurance

Mark Sorrentino
Sales Executive
www.purehnw.com
Insurance

RBS Securities Inc.

Trevor Wigmore
Senior Vice President-
Head of Contract Management
trevorwigmore@rbs.com
Financial Services

Red Oak Transportation

Pam Lustig, Senior Sales Associate
www.redoaktrans.com

Limousine Service

Reproduction Services, Cosmos Communications

Wayne Bruno
Vice President of Sales
www.cosmoscommunications.com
Printers-Commercial

Resource Centers for Management Inc.

Jeffrey L. Marston, President
jmarston@businesshelpusa.com
Business Services

Roni Deutch Tax Center

John R. O'Neill, Owner
john.oneill@rdtc.com
Income Tax Preparation

Select Telecom Inc.

Paul Durante, COO
www.select-tele.com
Telephone Equipment &
Systems

SEM Valet

Ben Plomion, Co-Founder
& CEO
www.semvalet.com
Online Marketing

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Sophie Koffler, Sole Proprietor
slkdesigns@yahoo.com
Handcrafted Artisan Jewelry

Spazio Quatro Regali

Mill Velaj, President
www.idine.com
Restaurants

Spectrum Marketing Communications Inc.

Ravi Dhingra, President
www.spectrumprinting.com
Advertising & Graphic Design

Stamford Art Association

Christine Irvin, Co-President
www.stamfordartassociation.org
Art Galleries

Stamford Healthcare Associates

Michael Seiler, Director
Community Outreach
www.stamfordhc.com
Chiropractors

Sterling Care LLC

Steven Katz, President

www.sterlingcare.com
Health Services

Steven S. Wortman, CPA

www.sworthmancpa.com
Accountants-Certified Public
& Consultants

Tabouli Grill

Judy Knoll, Owner
www.tabouligrill.com
Restaurants

The AXIA Group

Mark Schneider, President
www.theaxiagroupconsulting.com
Sales, Leadership &
Management Consulting

The Inn at Longshore

Christine Hussey, Director
of Sales and Marketing
www.innatlongshore.com
Catering/ Food Services/
Event Planning

Law Office of Albert Unger, LLC

Albert Unger, Attorney
www.attorneyunger.com
Attorneys

U.S. Security Associates, Inc.

Michael Cavaliere, Business
Development Manager
www.ussecurityassociates.com
Security Services

Renewing Members

Abilis

Cindy Moss, Development Associate
www.abilis.us
Non-Profit Organization

All State Exterminating Co., Inc.

Edith Weinfeld, President
Pest Control

Allstate/The Wright Ins. Agency, LLC

Suzanne Malloy Zaleski, Allstate Executive Agent
www.allstate.com/wrightins
Insurance/Financial Consulting

American Lung Association of Connecticut

Mindy Johnston, Development Manager
www.lungne.org
Non-Profit Organization

ARI of Connecticut

Matthew P. Reyher, President & CEO
www.arict.org
Organizations-Nonprofit

Atlantic Residential Mortgage

Patrick Winters, Sr. Loan Officer
www.atlanticnational.net
Mortgage Broker

Avalon Glen

Dianna Bernardo, Community Manager
www.avalonbay.com
Apartments

Beaudry Commercial Real Estate

Mark Beaudry, President
www.beaudrycommercial.com
Real Estate-Commercial

Camsan, Inc.

Thomas A. Sanseverino, President
Electrical Contractor-Commercial & Residential

Charter Oak Communities

Vincent Tufo, Executive Director
www.charteroakcommunities.org
Affordable Housing

Childcare Learning Centers, Inc.

Barbara Garvin-Kester, Chief Operating Officer
www.clcstamford.org
Early Childhood Education & Care

Columbus Park Trattoria

Frank Marchetti, Manager
www.columbusparktrattoria.com
Restaurants

Connecticut Lock & Key Inc.

Alfonso J. Sgritta, Secretary of Corporation
Locksmiths

Corporate Image Dining Services, Inc.

Ernst Buggisch, Owner
www.cidiningservices.com
Catering and Corporate Food Service

Deluca Construction Co.

Francis M. Deluca, President
(203) 324-9236
Contractors-General

Working with our customers to help them work with theirs.

First County Bank has provided the following
credit facilities to local businesses

A \$457,000 revolving capital
line of credit and a \$450,000
commercial mortgage loan to
a planting supply company
located in Stamford, CT

A \$500,000 line of credit to
a computer software company
located in Norwalk, CT

\$1,400,000 and \$800,000
commercial mortgage loans
for commercial real estate
investment property improvements
in Stamford's South End

A \$1,000,000 revolving capital
line of credit and a \$800,000
commercial mortgage loan to
a grounds and parking
company based in Groton, CT

A \$1,000,000 revolving capital
line of credit and a \$1,000,000
term loan to an equipment rental
company located in
Stamford, CT

A \$2,500,000 commercial
mortgage at a auto dealership
located in Stamford, CT

A \$100,000 SBA loan
to a law firm
in Norwalk, CT

A \$1,400,000 commercial
mortgage loan to a
furniture manufacturing
company in Wilton, CT

If you have questions about how we can help your business,
please call Gene Schreiner, Vice President, Business Banking at 203-462-4200



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