

BUSINESS *quarterly*

A publication of The News-Times and The Greater New Milford Spectrum

"IN THE BUSINESS OF GROWING BUSINESS"

Taste of New Milford was 'worth the wait'

By Deborah Rose
Spectrum Staff Writer

Organizers of the 2010 A Taste of New Milford could not have planned for a better evening for the event.

The sun shone down brightly for the first half of the food fest on the Village Green Sept. 8 before a few clouds rolled in, creating pleasant shade for patrons and a striking golden sunset.

Twenty-four restaurants and caterers participated in the Greater New Milford Chamber of Commerce event, which was sponsored and organized by Nicholas/Tobin & Associates.

"It's quite amazing," said Jeff Kilberg of Nicholas/Tobin, who helps coordinate the Taste. "We were quite pleased."

The fourth annual event drew an estimated 1,200 to 1,300 people — double last year's number — and enlivened the Village Green and downtown streets.

"It hits on so many different levels," Mr. Kilberg said, emphasizing how the Taste drew people to the Green to sample food from restaurants that had the opportunity to promote their businesses, as well as to the downtown businesses that were open later than usual and offered special activities, such as wine tastings.

"I was so proud to walk down Bank and Church streets and see people walking around," Mr. Kilberg said.

Proceeds raised at the event will benefit the Community Culinary School of Northwestern Connecticut, one of the participating caterers.

The downtown offerings held at businesses, as well as music provided by Curtis Thompson at the bandstand on the south end of the Green, were some of this year's additions.

Most significantly, though, was a redesigned layout under three large tents.

Residents Carrie and Tom Antonowicz noticed the new layout right away. "It's a lot better this year," Tom Antonowicz said. "It's easier to navigate."

A good majority of the Green was covered with Taste activities and patrons, many of whom brought their own picnic blankets and lawn chairs.

"So far, I love it," said Dottie Lusik, of Brookfield, shortly after arriving at the Taste.

"It's very, very good,"

she said, tasting a chicken wing from 1st & 10.

The first-time patron said she was going to be "sad to see [the event] end" that evening.

"P.S. The diet starts tomorrow," Ms. Lusik joked with a smile before finishing the wing.

Besides wings, the fare included squash soup and zucchini bread from Bonni Manning Catering; sausage and peppers from Matteo's Restaurant; meatballs and sausage, lobster ravioli in a vodka sauce and fresh-rolled cannolis from Villarina's; Tuscan chicken salad and meatballs from the newly opened Bank Street Tavern; tacos from Primo's Deli; flavorful ice cream from Bruster's Ice Cream; Guinness beef stew from The White Horse; roast beef and mashed potatoes from the Community Culinary School of Northwestern Connecticut; and cupcakes and other sweets from Kelly's Sweet Rewards, Sugar Hoot and The Sweet Spot.

"It's getting better every year," said resident Christine Schipul of the Taste. She attended with her husband, Richard, and sons, Jack, 8, and Ben, 4.

An indicator of that was visible around 7 p.m., a half-hour or so before the event was scheduled to end, when some vendors had already run out of food.

Mr. Kilberg said some restaurants and caterers ran out of food because so many people attended.

While restaurants and caterers had anticipated more patrons than last year, the turnout proved more impressive and, as a result, there was a wait at some booths.

For example, a line of patrons eager to get a sample of food from Bank Street Tavern — the restaurant opened simultaneously with the Taste — backed up into the ticket area.

Waiting at booths for a few minutes to try their food didn't bother most patrons.

"It's crazy, but it's good," said resident Katie Johnson, who attended with her 7-year-old daughter, Ashley. "Every line is worth the wait."

Many Taste patrons drove from out-of-town to sample the house specialties and meet up with friends.

"It's a perfect opportunity to get together with friends," resident Debbie Szydlowski said.

Second-time attendee Bob McGrath of New Milford raved about the food



Matthew Napoli, 4, of New Milford, dives into an artichoke hors d'oeuvre while visiting The Cooking School at Hunt Hill booth at the Greater New Milford Chamber of Commerce's A Taste of New Milford, held on the Village Green Sept. 8.

and the event overall. "I love it," he said, with a big smile and bright eyes. "I'm coming every year now."

Mr. Kilberg said improvements will continue to be made for future Tastes, including next year's.

Most importantly, though, he emphasized how the event is focused on the community.

"This is all local," he said. "There's no big chain or franchise...the restaurants and caterers are all hometown."



Richard Herrington, president of Nicholas/Tobin & Associates, right, chats with Gary Passineau at the Greater New Milford Chamber of Commerce's A Taste of New Milford, held on the Village Green Sept. 8. The event was sponsored and organized by Nicholas/Tobin & Associates.

DEBORAH ROSE/STAFF PHOTOGRAPHER

The New Milford Village Green was a popular destination Sept. 8 when crowds of people attended the Greater New Milford Chamber of Commerce's A Taste of New Milford. Many patrons brought their own chairs, and in the case above, folding table. The event was sponsored and organized by Nicholas/Tobin & Associates.

DEBORAH ROSE/STAFF PHOTOGRAPHER



Community Culinary School of Northwestern Connecticut students, Corinne Johnson of Washington, left, and Mary Helen McNally, who will graduate in October, happily serve customers roast beef and mashed potatoes with gravy at the Greater New Milford Chamber of Commerce's A Taste of New Milford.

DEBORAH ROSE/STAFF PHOTOGRAPHER

Business Quarterly

'Good men' make up St. Peter's Masonic Lodge

By Deborah Rose
Staff Writer

The all-stone church across from the New Milford Historical Society on Aspetuck Avenue is an intriguing structure. It's known for its striking Gothic design and features. But few people know much about the organization that calls the building home. Since 1963, members of St. Peter's Masonic Lodge No. 21 — part of the Connecticut Freemasons — have met at the former All Saints Church to "embrace the tenets of 'friendship, morality and brotherly love,'" as stated on the lodge's Website at www.stpeterslodge21.org.

Although St. Peter's is housed in a former church, the Masons are not a religious group, a common misconception. Rather, Masons are the oldest fraternal organization in the world. "Each one of us comes to the lodge to improve ourselves," said Roxbury resident Curtis Temple, worshipful master of St. Peter's, the highest officer in the local lodge.

Mr. Temple said he joined St. Peter's after learning about it because he was interested in "the ideals it practices." "It has a system of ideals that are practiced in a symbolic way," Mr. Temple said, referring to Masonry's roots dating back to the Middle Ages.

St. Peter's, which was chartered in 1792, is a Blue lodge, meaning it works the first three Masonic degrees.

A Mason must be part of a Blue Lodge in order to become active in other Masonic orders such as the Scottish and York rites.

St. Peter's members, or brothers as the members refer to one another, honor the Masonic organization's history and tradition in many ways, including special ceremonies and oaths.

For special occasions and formal meetings, members will wear tuxedos and aprons. Officers will also wear collars. The master will top off his outfit with a hat. For most general meetings, though,



Members of St. Peter's Masonic Lodge in New Milford are active in the community. Above, some of the members, from left to right, Craig Nelson, Al Thierfelder, Bill Buckbee and Ron Pizzarelli, take a break from serving up food at their Village Fair Days booth.

members will wear a coat and tie.

Craig Nelson of Warren, a 30-plus-year Mason, said today some members wear a ring or a belt buckle that identifies them as a Mason.

But, for the most part, the general public may not be able to identify a Mason outside of the lodge.

"The community may not see Masons (or know a particular person is a Mason), but we're involved," Mr. Temple said. "We're always in the back-ground of what is right."

"We are in service of ourselves, we're here to support our community as brothers," Mr. Temple said.

"A Mason is taught to be a good citizen. To care for those less fortunate, and to give back to his community," according to a statement on the lodge's Website.

And that's what St. Peter's Masonic Lodge's some-130 members do.

Among its outreach, the lodge annually presents a music scholarship.

The lodge supports other programs and projects, too, but it is and has always been "very quiet in its giving," said Mr. Nelson, the lodge's secretary.

One of the larger programs in which St. Peter's actively participates is 'Tubs for Tots. Soda can tabs are collected, sent to a site in Massachusetts and made into scrap metal, then redeemed for



COURTESY OF ST. PETER'S MASONIC LODGE NO. 21

The 2010 officers of St. Peter's Masonic Lodge No. 21 in New Milford are, from left to right, front row, senior deacon Daniel Nichols, senior warden Rafael Figueroa, worshipful master Curtis Temple, junior warden Joseph Cats and junior deacon William Lemoine; second row, tiler Ronald Pizzarelli, senior steward Greg Bollaro, senior steward Scott Earle, marshal Peter Dolce and organist Joseph Mangini; and back row, George Greytak, treasurer Andy Armstrong and chaplain Peter Richardson; and missing, secretary Craig Nelson.

money used to buy equipment for Shriners Hospitals.

Being part of a fraternal organization has been a big part of many members' lives.

Among the longest-serving members are Andy Armstrong (58 years), Bob Burden (53 years) and George Pineman (50 years).

Mr. Nelson isn't too far behind the men, having been a member for 30-plus years.

"I joined based on what I had heard and the fact the people I knew in the lodge were all good men," Mr. Nelson said of why he joined the former lodge in Washington, which eventually merged into St. Peter's.

He has remained a member, he said, because he appreciates and enjoys being around other guys with similar goals and working "to make things better."

A member for five years, senior warden Rafael Figueroa Jr. said he sought to get involved with an organization when he moved to town. After looking into several, he became "intrigued" by the Masons' history and petitioned to become a member.

Today, he said he values the "brotherhood" of the fraternity and being connected to others in his history who were Masons.

For more information about St. Peter's, visit www.stpeterslodge21.org.

Save the dates for these Chamber events

Sept. 23: Business Scene, 5:30-7:30 p.m. at Powerhouse Appliances, 45 Danbury Road (Route 7). Co-sponsored by Bonni Manning Catering, Nicholas-Tobin Insurance and Powerhouse Appliances.

Sept. 30: "Chamber Benefits" Lunch & Learn seminar, noon-1:30 p.m. at the railroad station, Railroad Street.

Oct. 5: Board of Directors meeting, 8 a.m. at the railroad station, Railroad Street.

Oct. 12: Speed networking, 6-8 p.m. at the railroad station, Railroad Street. Reservations required.

Oct. 21: "How to Create a Personality for Your Company or Business" Lunch & Learn, noon-1:30 p.m. Presented by SCORE. Sponsored by Webster Bank.

Oct. 21: Business Scene, 5:30-7:30 p.m. at The Cookhouse, 31 Danbury Road (Route 7). Co-sponsored by GeronNursing & Respite Care, Inc. and Union Savings Bank.

Oct. 27: 27th annual Chamber Member Breakfast, 7:45-9 a.m. at the Kimberly-Clark conference center, 58 Pickett District Road. Reservations required.

Nov. 2: Board of Directors meeting, 8 a.m. at the railroad station, Railroad Street.

Nov. 10: Business Scene, 5:30-7:30 p.m. at Adrienne — Fine American Dining, 218 Kent Road (Route 7 North). Co-sponsored by Savings Bank of Danbury and Adrienne.

Dec. 7: Board of Directors meeting, 8 a.m. at the railroad station, Railroad Street.

Jan. 22, 2011: 13th annual Crystal Winter Gala, 7 p.m. at Candlewood Inn in Brookfield. Reservations required.

The railroad station is located at 11 Railroad St. in New Milford. For more information, call 860-354-6090, e-mail nmc2genewmilford-chamber.com or visit www.newmilford-chamber.com.

Business Scene on tap Sept. 23

The Greater New Milford Chamber of Commerce will hold its next Business Scene Sept. 23 from 5:30 to 7:30 p.m.

The informal, networking event for business people will be held at Powerhouse Appliances at 45 Danbury Road (Route 7).

The event is co-sponsored by Bonni Manning Catering, Nicholas-Tobin Insurance and Powerhouse Appliances.

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Spectrum Business Quarterly

Here we grow again at the Chamber of Commerce

In the June edition of the Business Quarterly, you read about recent additions to our member benefits, specifically speed networking and member Web pages on the Chamber's Website at www.newmilford-chamber.com.

As we continue to grow our membership, programs and benefits, the Chamber staff has also experienced the good fortune of growing by two.

As executive director for the Greater New Milford Chamber of Commerce, it is my honor and privilege to welcome and introduce our two new administrator clerks, Angela Viccaro and Kate Gray.

Ms. Viccaro has been a resident of New Milford since 1994. A 2002 New Milford High School graduate, she attended John Pettibone School



EXECUTIVE DIRECTOR'S CORNER
Denise Del Mastro

and Schaghticoke Middle School in New Milford.

Upon earning her high school diploma, Ms. Viccaro was the recipient of various 2002 local scholarships, including those from the New Milford Lions Club, Water Witch Hose Co. No. 2 and the A. Russell Ayre Scholarship, and the Gladys Cummings Memorial Scholarship funds.

She furthered her education at Pace University in Pleasantville, N.Y.

Ms. Viccaro began working for the Greater New Milford Chamber of Commerce in July.

She enjoys working with the public and help-

ing others in various fields.

Ms. Viccaro recently joined the innovative team at New Milford's newest and promising downtown establishment, The Bank Street Tavern Restaurant, where she enjoys greeting, assisting and serving tourists and local dining guests.

"It is a pleasure, in each of my positions, to express my personal appreciation for my home town community with its beauty and continuous expansion," Ms. Viccaro said.

Working together with the Greater New Milford Chamber of Commerce, Ms. Viccaro is ambitious for future personal endeavors in the business field.

Ms. Gray grew up in New Milford and has been a part of its community for years.

She graduated from New Milford High School

in 2005 after attending a National Youth Leadership Forum for Defense, Intelligence and Diplomacy in Washington, D.C.

Ms. Gray recently moved back to town after earning a bachelor's degree with a major in psychology and accounting. She is currently a junior accountant for a marketing firm in New York, while continuing her education.

She also volunteers with the St. Francis Xavier Church Parish Life Teen and Youth Group.

Both women will work in the Chamber office and/or Tourist Information Center.

The Chamber office is open Mondays through Fridays from 9 a.m. to 3 p.m., while the Tourist Information Center is open Saturdays and Sundays from 10 a.m. to 2 p.m.

Please feel free to stop by the railroad station and

welcome Ms. Viccaro and Ms. Gray.

FINAL THOUGHTS

As always, if you are already a Chamber member, I invite you to participate.

If you are not a Chamber member, I invite you to contact the Chamber and find out if the Chamber would be a good fit for you and your business or organization.

Call, e-mail, or come see us at the railroad station.

We'd be more than happy to answer any questions you may have about what the Chamber can do for you or what you can do for the Chamber.

A vibrant, healthy, active Chamber of Commerce is made up of vibrant, healthy, and active members.

You will quickly discover the Greater New Milford Chamber of Com-

merce is a dynamic organization of enthusiastic individuals who are committed to promoting local enterprises and enhancing the community as a whole.

No community — or business — ever stands still; you either proceed or recede.

Other communities are active now — competing for trade territory, industries, new businesses, better highways, more housing, and everything else that will make them a better, more prosperous and more pleasant place in which to live.

Now is the perfect time to support the Chamber of Commerce — more industries, more residents, more tourists, more people shopping in our community will mean more business for you and a stronger community for all of us.

CHAMBER BUZZ

■ Amy Crupi and Alyssa Voytek, front desk staff at Joe's Salon in New Milford, joined salon owner Karen Ross in attending the recent 2010 Millennium User Group Conference in Miami.

John Harms, the creator of Harms Software, hosts the annual conference to educate users on maximizing the efficiency of using a program as well as motivating them to better a business.

This year's conference

focused on trust within the work environment.

■ The Community Culinary School of Northwestern Connecticut based in New Milford has received a \$1,500 grant from the Albert W. and Helen C. Meserve Memorial Fund.

The grant will be used for equipment to assist in the expansion of the schools catering business which will help create sustainability for the job training program.

Lunch & Learn to focus on Chamber benefits

The Greater New Milford Chamber of Commerce's next Lunch & Learn seminar will be held Sept. 30 from noon to 1:30 p.m.

The program at the railroad station will focus on the benefits of Chamber membership.

Topics will include advertising and networking, the Chamber Website, member Web page,

an online membership directory, special offers/coupons, speed networking, Business Scenes, exclusive insurance programs, Chamber events and community involvement, and business referrals.

Lunch will be provided.

For more information and signup, call 860-354-6080 or e-mail nmcc@newmilford-chamber.com by Sept. 27.

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Thank You To Our Partners



MVP-SOS would like to express our thanks to local organizations for making our non-profit charity a success by providing funding to New Milford children with financial need. In the past school year MVP-SOS has granted over \$20,000 to individuals so they are able to participate in sports, arts, music and educational programs.

A portion of our grants are matched by local organizations to allow children with financial need to participate within their program. Our sincere thanks to our local partners in providing 50% matching assistance.

<p>Fineline Theater Arts & Visual Art Experience www.finelinetheatrearts.com</p> <p>Pop Warner Youth Football and Cheerleading Organization www.NMBULLS.org</p> <p>New Milford Youth Lacrosse www.nmyl.org</p> <p>Studio D Dance www.rebeccadarling.com</p>	<p>New Milford Youth Baseball and Softball www.nmybbsb.com</p> <p>New Milford Youth Basketball Organization www.newmilfordhoops.org</p> <p>Soccer Club of New Milford www.newmilfordsoccer.com</p>
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MVP-SOS looks forward to expanding our 50/50 partnerships with local organizations to help as many children as possible. MVP-SOS appreciates the continued support from the NM School System, NM Social Services and all school PTO members that have helped make our organization truly community based. As the school year begins we hope NM parents will apply for funding by downloading the MVP-SOS application at www.mvpsos.com

Michael F. Collins Realty 'really cares' about clients

By Deborah Rose
Spectrum Staff Writer

When it comes to houses, Michael F. Collins knows all about them.

After all, the former builder-turned Realtor has been in the industry for nearly four decades.

Mr. Collins, a licensed broker in the state for 37 years, is the owner of Michael F. Collins Realty at 450 Danbury Road (Route 7 South), Unit 2, in New Milford.

"As a builder, I can talk about a house from the foundation up," Mr. Collins said of his extensive background.

"A house is more than just a kitchen and pretty floor," he pointed out.

Mr. Collins renovated/built houses for several years and worked with brokers to sell them. Eventually he realized getting into real estate might be a good fit for him.

When the Multiple Listing Service (MLS) — a service that disseminates information about properties on the market — started in New Milford in 1972, the doors opened and gave Mr. Collins better access to serve clients.

So he launched Michael F. Collins Realty, serving New Milford and surrounding towns, and began working out of his house for the first five years. Twenty years ago, he turned his attention full time to the business. He has been and remains the sole agent/broker in the office.

"I like the independence and I like people," he said of why he's in the field.

"And I feel pretty good when I put a deal together" and it helps people, he said.

Michael and Marie Madden of New Milford are longtime cli-

ents, having worked with Mr. Collins multiple times over the past 30 years.

"I can't say enough about him," Mrs. Madden said when asked to describe Mr. Collins.

Mrs. Madden said she sought Mr. Collins' expertise 30-plus years ago because she knew him: she had gone to school with him in New Milford and their families knew each other.

"He's honest, right there... you give him a job and he follows it all the way through," she said, noting that can be a rare trait.

Resident Courtney Kennedy said she and her husband, Sean, had a "great experience" working with Mr. Collins earlier this year when they purchased their first house.

"He did an incredible job and put in the effort," Mrs. Kennedy said.

The new homeowner said she chose to work with Michael F. Collins Realty because she recalled him helping her parents find their house when she was 9.

"After the closing, he invited us back to his house for dinner," Mrs. Kennedy said, citing with fondness the lasting impression his gesture made on her as a little girl.

"He's a great guy," Mrs. Kennedy summed up. "He really cares and you feel like he's not in it for the money, but that he's in it for you."

At one time, Mr. Collins said his business "was equal to one company that had multiple agents."

Mr. Collins said one of the things that sets his company apart from others is that when customers call "they know they're getting someone with a lot of depth."

Not only is Mr. Collins a native of New Milford, but he has a background in building.

Additionally, "I live and

breathe the business," he said.

Mr. Collins said he keeps up to date on local news and will bring a newspaper for customers to look through when he meets them.

"The first time out with a client is a time to get familiar with the area because a lot of people aren't familiar with it," he said.

Mr. Collins said common client questions include those about the school system and employment.

First-time homebuyers are the "most difficult" because "they don't know what they want," he said.

By contrast, former buyers tend to "know what they want" right away.

The real estate market and industry has evolved over the years, according to Mr. Collins.

Most significantly, the Internet has changed how people shop for houses.

"People had to come to you in the old days," Mr. Collins said, noting today the Internet enables clients to browse properties before they even step foot into a real estate agency.

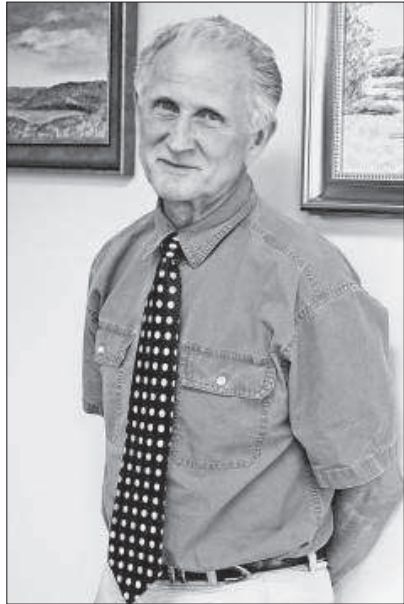
Another change is Realtor standards.

"Realtors are held to high standards these days," Mr. Collins said, emphasizing how that means the "consumer is much better protected."

Like others in the field, Mr. Collins takes continuing education courses every two years.

When it comes to real estate, Mr. Collins advises clients to remember: "You're only as good as the guy you're working with" and "don't buy over your head... think a little conservatively."

For more information, call Michael F. Collins Realty at 860-355-0808, e-mail mfrcollins@juno.com or visit www.michaelcollinsrealty.com.



Michael F. Collins, who owns Michael F. Collins Realty in New Milford, says "a house is more than just a kitchen and pretty floor."

"He's a great guy. He really cares and you feel like he's not in it for the money, but that he's in it for you."

Courtney Kennedy, who purchased her first house through Michael F. Collins Realty earlier this year

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It's 'amazing' to watch Gentile Tree Care at work

By Deborah Rose
Spectrum Staff Writer

Sam Gentile reaches for the sky nearly every day, literally.

As the owner of Gentile Tree Care Inc. in New Milford, part of his job is climbing trees.

"I love the business," Mr. Gentile said during a recent interview.

He credits his years of experience and knowledge in the business and the "thrill" of climbing high up in the air as some of the reasons why he looks forward to work every day.

Mr. Gentile, a certified arborist, started climb-

"Tree service has to be something you know. You have to have years of expertise to know what you're doing."

Michelle Gentile, office manager and bookkeeper for Gentile Tree Care Inc. in New Milford

ing with spikes at 16. Two years later, he was a foreman on a crew.

Since 1995, he has worked full time for tree companies in the area.

In June 2006, he decided it was time to open up his own business.

Gentile Tree Care provides tree removal, stump grinding, land clearing, storm drain and bucket tree services in Litchfield and Fairfield counties

and part of New Haven County.

"It doesn't matter if the job is big," Mr. Gentile said.

He often gets call from customers who are looking for a contractor to provide services other companies have refused for various reasons, including not having the proper equipment to complete the job.

That's not the case with

Gentile Tree Care, Mr. Gentile said.

His company has three bucket trucks, a tractor with a backhoe, a roll-off truck, four chipping trucks, three chippers and a knuckle boom truck — just about everything one needs to provide services for his customers.

Additionally, he often receives calls from customers who want someone to "correct jobs other companies" have done, he said.

"Tree service has to be something you know," said Mr. Gentile's wife, Michelle, office manager and bookkeeper. "You have to have years of expertise to know what you're doing."

"It's an art," she said. New Milford resident Bill Quinnell hired the company to take some

"some really large trees" in his yard and Mr. Gentile "did a great job."

"He's very careful," Mr. Quinnell said of the safety precautions taken by the Gentile crew.

"It's amazing to watch him dangling up there," he said, impressed by the skill it takes to do such tree work.

Pepper Jones of Memory Lane Farm in Sherman also had positive results with Gentile Tree Care.

The company took care of some trees that were hanging over buildings.

"I can't say enough," Mr. Jones said, describing Mr. Gentile as "professional," "neat" and "real dependable."

Like Mr. Quinnell, he pointed out how watch-



DEBORAH ROSE/STAFF PHOTOGRAPHER

New Milford residents Sam and Michelle Gentile said their business, Gentile Tree Care Inc., focuses on the "art" of tree care and services.

ing Mr. Gentile climb the trees gave him the "shivers."

Despite the shivers, Mr. Jones said he was pleased with the company's "great job."

Mrs. Gentile said one of the things that sets their company apart from others is customer service.

"We return everybody's phone call that day," Mrs. Gentile said.

Service is first-come, first-serve. If a customer books a job, they will be given an exact date for service, Mr. Gentile said.

The business owner takes pride in his work and noted he has been "praised" for the "quality of [his] work."

Mr. Gentile keeps his eye on quality and safety.

He holds regular safety

meetings with his crew and he regularly attends conventions and participates in continuing education.

"Tree care methods do change over the years and it's key to be up to date on what they are, he said.

Mr. Gentile also said it's important for people to take a look at the trees on their property.

"People might want to take a closer look... with weather patterns changing," Mrs. Gentile pointed out.

In the end, "it's not always the cheapest price, it's the quality of the work," Mr. Gentile said.

For more information or to set up a free estimate, call Gentile Tree Care Inc. at 860-350-3761.

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Spectrum Business Quarterly

For Clark Construction, each project is 'new and fresh'

By Patricia D'Ascoli
Contributing Writer

From the moment he started working in the construction industry 20 years ago, Tim Clark knew it was the right profession for him.

"I thoroughly enjoy the commercial construction industry," the 37-year-old New Milford resident said during a recent interview. "I love it because every project is new and fresh."

In January 2009, Mr. Clark left Roche Inc. in Ridgefield, where he was employed as the company's senior vice president, to form his own commercial construction management company, Clark Construction, Inc.

When he made the decision to go out on his own, something Mr. Clark referred to as his "first

and last career move," he looked around to see where his new business might thrive.

He decided it would be the town in which he and his wife, Dana, have lived for ten years.

"It's the fastest growing town in our region, with the expansion of Route 7," Mr. Clark said.

Mrs. Clark manages the office on Bridge Street and is currently overseeing commercial projects in New Canaan and New Rochelle, N.Y.

The key to success in the commercial construction industry, said Mr. Clark, is to establish trust with clients and to build long-lasting relationships.

Mr. Clark has maintained key relationships with architects, engineers and sub-contractors with whom he has worked over the years. This enables

him to assemble a team of professionals to work on projects from pre-construction through completion.

It is, in fact, this "core team" that Mr. Clark believes ensures the success of any project.

"You're only as good as the subs you put together on a project," Mr. Clark acknowledged.

There are three other key components to consider in the commercial construction industry, according to Mr. Clark — quality, schedule and price, all of which he is mindful of during the management of every construction project.

Clark Construction specializes in new construction, alterations, additions, historic preservation and LEED certified projects.

"We do small quick fix

up," Mr. Clark said, noting projects have ranged from \$250,000 to \$6 million.

Running his own business keeps him busy, but Mr. Clark also finds time to give back to the community, something he believes is important and also serves as a good example to his two children, Noah and Eva.

Mr. Clark is a member of the Greater New Milford Chamber of Commerce Board of Directors and co-chair of the Greater New Milford Chamber of Commerce annual golf outing.

He also serves on the New Milford Youth Baseball/Softball Board of Directors.



DEBORAH ROSE/STAFF PHOTOGRAPHER

For more information about Clark Construction, Inc. visit www.clark-ct.com.

Tim Clark is the owner of Clark Construction Inc. in New Milford, a commercial construction company whose foundation is based on three components: "quality, integrity and honesty," according to its website.

Here are the Chamber of Commerce's newest members

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11:00 - Pie Baking Contest Judging	2:30 - Sack Races
11:45 - Magic Marty Magic Show	2:45 - Karate Demonstration
12:00 - Peddle Tractor Hay Maze	3:30 - Zooky The Clown Show
12:00 - Pony Rides	4:00 - Car Show Awards
12:30 - Dance Performance	4:30 - Silent Auction High Bid Winners
1:15 - Hot Wings Eating Competition	5:00 - Festival and Car Show Closes

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Medical Group: It's 'gratifying' to 'take care of people'

By Patricia D'Ascoli
Contributing Writer

Once upon a time, those who entered the medical profession regarded it as a "calling." Dr. Harold Kamm, who practices family medicine in New Milford, still does.

When Dr. Kamm hung out his shingle in the late 1970s, his goal was to provide high quality medical care to the Greater New Milford community.

Almost 35 years later, Dr. Kamm's practice, known as New Milford Medical Group, continues to serve this need with five primary care physicians, two cardiologists and two physician assistants.

"We see ourselves as a medical home. We want our patients to feel comfortable with all of our physicians here," Dr. Kamm said, speaking as its founder on behalf of the practice.

Dr. Kamm practices with fellow primary-care physicians Drs. Jeffrey Tyler, Pacey Pet, Doreen Konik and Christian

Leonardi, D.O., as well as cardiologists Drs. Michael Levine and Donald Katz.

Dimitri Ghecas, PA-C, and Amanda Novella, PA-C, are physician assistants who work at New Milford Medical Group. In 2005, New Milford Medical Group moved to its current location at 11 Old Park Lane Road, a newly constructed building with a large, comfortable space to accommodate the growing practice which employs 16 staff members.

Primary-care physicians conduct physical exams and treat a wide range of chronic conditions such as diabetes and hypertension, along with many acute conditions such as sinus infections, joint and muscle pain, fatigue, and digestive problems.

Cardiologists offer consultation and follow up care as well as a number of diagnostic tests, such as stress testing, echo cardiogram and electrocardiogram.

In contrast to the kind of health care that feels



The staff at New Milford Medical Group includes, from left to right, in front, Drs. Pacey Pet and Harold Kamm, physician assistant Dimitri Ghecas and Dr. Doreen Konik; and in back, Drs. Donald Katz and Jeffrey Tyler and physician assistant Amanda Novella. Missing are Christian Leonardi, D.O., and Dr. Michael Levine.

rushed and impersonal at times, New Milford Medical Care prides itself in creating the kind of doctor-patient relationship that encourages patients to communicate with physicians.

"Our physicians see a relatively small number of patients each day so

that we have more time to spend with them," Dr. Kamm said.

The group has extended its hours to meet the needs of acute-care patients by offering early-evening hours three days a week and by seeing patients on Saturday mornings.

"We have been deliberate about being open and accessible to our patients," Dr. Kamm said.

One of the ways New Milford Medical Group encourages accessibility to its physicians is by allowing patients to contact doctors through a secure web-based portal.

This type of communication is sometimes easier for patients than talking on the phone, because it allows them time to formulate their thoughts and say exactly what they want to say to their doctor, Dr. Kamm said, noting more than 3,000 patients have signed up for this service.

It is also time-saving, allows the physician to get back to patients quickly and creates a record of the dialogue which goes into the patient's record electronically.

New Milford Medical Group instituted the use of electronic medical records 10 years ago and, according to Dr. Kamm, it has given the doctors better access to patient records and the ability to network electronically

with New Milford Hospital.

Dr. Kamm said primary-care physicians act as a portal of entry into hospital care, and the group has maintained a close connection to New Milford Hospital over the years.

"We support the team of hospital care, visiting nurses and the team we have here," Dr. Kamm said.

He believes medical care is most effective for patients when conducted by a team of health care professionals working together, and New Milford Medical Group continues to reflect this philosophy.

For Dr. Kamm and all of the providers at New Milford Medical Group, medicine remains a giving profession.

"The most gratifying aspect of this job is to take care of people and see them making progress," Dr. Kamm said.

For more information about New Milford Medical Group, call 860-355-1149 or visit www.nmmmedical-group.com.

Meet the newest members of the Chamber of Commerce

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