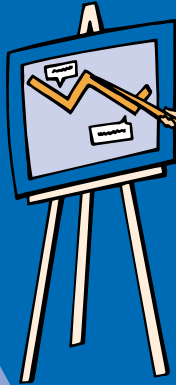




BUSINESS

# Connections

## Save energy and money with these new programs



GU now offers a variety of programs to help our business customers improve their bottom line through energy conservation and load management. Take advantage of these services to help improve your business's energy efficiency and save money, too!

In August 2005, the Connecticut Legislature enacted a comprehensive energy bill in response to rising energy prices and serious constraints in Connecticut's electric transmission and distribution systems. As part of the law, Connecticut municipal electric utilities, including Groton Utilities, are required to offer rebates and incentives to electricity customers who implement energy-saving measures at their homes and businesses. Groton Utilities is mandated to collect incentive funds from its customers through a surcharge of 1 mil per kilowatt-hour billed on each customer's monthly electric bill. These funds are used to provide cash incentives to our energy consumers who invest in energy-saving equipment and retrofits.

Those participating customers who conserve electricity by making energy conscious investments help to reduce energy costs for all GU customers by reducing electricity demand during peak summer and winter periods.

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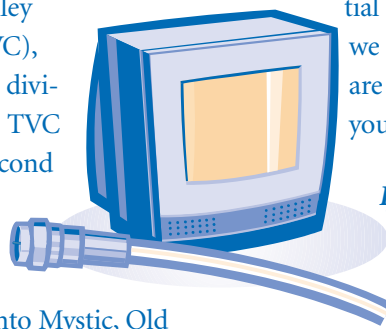
#### Our new programs cover:

- ◆ Lighting (both new installation and retrofit);
- ◆ Air Conditioning / Heat Pumps;
- ◆ High Efficiency Motor Replacement;
- ◆ Venting and Door Heater Control;
- ◆ Distributed Generation and Onsite Energy Solutions; and
- ◆ Demand Response.

*For complete information on each of these programs, visit our website at [grotonutilities.com](http://grotonutilities.com) and click on the Energy Conservation Programs icon.*

# TVC heads east this year

Horace Greeley said, "Go west young man," but Thames Valley Communications (TVC), Groton Utilities' cable division, has a better idea. TVC is going east. In the second year of constructing a state-of-the-art cable television network, TVC is now moving into Mystic, Old Mystic and Groton Long Point.



you are a potential business or residential customer in these areas, we want you to know that we are on our way and will be in your neighborhood soon.

*If you are a City of Groton business or resident and have not yet signed up for our cable and high speed Internet services, you can obtain service immediately.*

Buoyed by the success of our first 20 months, TVC is working hard to meet the customer demand in the rest of geographic Groton, including Mystic. If

Call for more information at 446-4009 or stop by TVC's Customer Care Center in the Municipal Building at 295

Meridian St. in the City of Groton. Normal business hours are weekdays from 8 a.m. to 4:30 p.m. except for Thursdays when office hours are extended until 7 p.m. Saturday hours are 8 a.m. to noon. Business is not conducted on Sundays and holidays. You can also check out the TVC website at [www.tvconnect.com](http://www.tvconnect.com).

Thames Valley Communications is your quality hometown cable and Internet company, bringing you "Local service, by Local People, from a Local Company."

## GBA and GU to host March 16 meeting on new energy programs

Groton businesses: Do you want to learn how to save money on your electric bill? If the answer is yes, there are ways to reach that goal.

The March 16 monthly meeting of the Groton Business Association (GBA) of the Greater Mystic Chamber of Commerce will feature a presentation on the new electric energy conservation and load management programs offered by Groton Utilities.

The meeting will begin at 7:30 a.m. in the City Council Chambers at the City of Groton Municipal Building at 295 Meridian St. Refreshments will be served.

The meeting is open to all local businesses, especially those in the Greater

Groton area who are served by Groton Utilities. Only Groton Utilities' commercial and industrial customers qualify for these special programs. There are also programs designed especially for residential customers. Chamber membership is not required to attend the meeting.

Groton Utilities' personnel will outline the electric energy conservation and load management programs that became available to local businesses on January 1, 2006. There will be time allowed for discussion and for questions about how to apply for the various programs. (See page one

story for background on this new program.)

All attendees are requested to RSVP to Groton Utilities. Please call Ms. Deb Gaudette at 446-4092 or Ms. Millie Stubelick at 446-4093 by 4:30 p.m., Tuesday, March 14. Be prepared to give your name, the name of your business and contact information, preferably both telephone number and e-mail address.



## Business Profile

# Vicente's Espresso Café and Catering is a local favorite for breakfast and lunch

Thames Street has become the "Avenue of the Entrepreneurial Spirit" for small businesses in the City of Groton. In the past few years, this is evidenced by the physical presence and spirit of men and women trying to make their mark in the local business community by starting their own businesses.

In this issue we feature Vicente's Espresso Café and Catering, which has been in business since October 8, 2004 at 175 Thames St. This husband-and-wife business team has won the approval of locals who have found this restaurant the place to go for either breakfast or lunch. The business operates six days a week.

When you own your own business, long hours are the norm. Just ask Vinny and Lisa Vicente, the owners and operators of Vicente's Espresso Café and Catering. "That's not a negative," Lisa says. "It's just that the business becomes a part of your life. The entire family spends a large part of its life here, including my husband, Vinny, and our four-year old son, Isaac."

Lisa actually comes from a family with a business background so it isn't surprising that she developed a taste for business, having grown up in a family of retailers. "I grew up in Westerly," she said. "My grandfather started Parade News in New London and later owned and operated Tobacco

Village in the New London Mall." She added that her grandfather also owned a few stores in a Westerly shopping complex.



*Vinny and Lisa Vicente and their son, Isaac, are working to make their family business a success.*

Before their current business, Lisa and her husband had a mobile espresso bar for two years, serving weddings and other special events.

One day her husband Vinny said, "We're going to open a business. What kind of business should it be?"

For Lisa, the answer was easy, because she always wanted to satisfy her quest for a good cup of coffee. "When I lived on the west coast for a while, there was a fabulous coffee shop in my neighborhood there," she said. "It was my longtime dream to open a restaurant which served a great cup of coffee."

Lisa says the best part of owning your own business is a lot of freedom. "You

are solely responsible for success or failure," she says with a sense of pride and an appreciation for a challenge in the tone of her voice. "We had a vision and a good business plan."

Lisa says she and her husband are "very pleased with the community's support of their business," emphasizing that they have had a loyal following in the community from both residents and city officials.

"We are committed and are here for the long haul," she says. "We are here for the community."

The most popular breakfast item is "The Usual." Yes, the usual has what you might expect—two eggs scrambled, cheese on your choice of bagel, Kaiser roll or English muffin. Lunch patrons favor the "Classico," featuring roasted turkey breast, provolone cheese, roasted red peppers and basil pesto.

New services include lunch delivered to businesses when you call between 11 a.m. and 2 p.m., Monday through Friday. Catering services include business lunches, breakfast and private parties.

Many customers eagerly await the warm, summer weather when you can take "your coffee and" out to the deck on the back of the building and soak in the water view on the Thames River.

## Holiday Closings

Our offices at the City Municipal Building, including Customer Care and Thames Valley Communications, our Cable Television Division, and Project Management and our Operational Sections, located at The Julio H. Leandri Operations Complex on Poquonnock Road, will be closed for these upcoming holidays:

**Monday, February 20**  
Presidents' Day

**Friday, April 14**  
Good Friday

**Monday, May 29**  
Memorial Day

Our operations crews for both water and electric are available on an emergency basis during holidays. If you experience an electrical outage or a water main break, call us at 446-4000, 24 hours a day, seven days a week.

Normal business activity for all three Groton Utilities' Divisions, including electric, water and cable television, is conducted weekdays from 8 a.m. to 4:30 p.m. Customer Service is also open until 7 p.m. on Thursdays and 8 a.m. to noon on Saturdays.

Groton Utilities hopes you and your family have enjoyable holidays. But, please drive safely. **And, yes, don't forget to buckle up!**



### GROTON UTILITIES

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**Equal Employment Opportunity (EEO) statement**  
Federal and State law prohibits employment discrimination. It is the policy of the City of Groton to comply with the laws which prohibit discrimination as to race, color, religion, sex, age, disability, marital status, national origin, ancestry, veteran status, history of mental disorder, mental retardation or any other legally protected class.

# Let us know before you add electric motor loads

Before you add large electric motor loads at your business, we need to know. When starting, large electric motors draw a substantial amount of power that can cause electrical disturbances to your business and the local area.



Examples of electrical disturbances are low voltage, dimming lights and light flicker. In order to prevent these problems, it may be necessary to modify your electrical facilities and possibly GU's distribu-

tion system. Commercial and industrial customers should contact us if

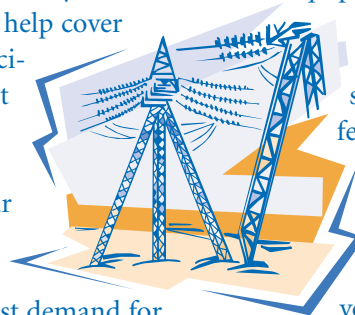
you are planning to install a motor that is 10 horsepower or greater.

Smaller businesses should let us know about plans to install items such as electric heat pumps, central air condition-

ing and single-phase motors greater than three horsepower. Call Groton Utilities Project Management at 446-4000 for advice and information.

## What's a demand charge?

Demand charges, expressed in kilowatts (KW) are based on the greatest amount of power used at any one time. Demand charges help cover the power supply capacity we must buy to meet the peak demands for electricity that occur from time to time. Your monthly demand charge is calculated on the basis of your highest demand for electricity over a 15-minute period for the past month.



ers, electric ranges, parking lot lights, air conditioners, motorized or other equipment that might be used simultaneously, you should see if you can schedule their use at different times of the day and night to minimize your peak loads.

To do the scheduling, you may need an energy management system or demand controllers for individual pieces of equipment. Or you may find that a major reduction can be achieved just by simple manual rescheduling of a few pieces of equipment.

To hold down your demand charge, you need to think about electrical load planning and management. This means scheduling your use of electrical equipment to get the work done at the lowest possible electric load at any one time.

For example, if you have electric dry-

We would be happy to give you personal advice and to discuss programs we have that may help you. Just call us at 446-4000 or join us March 16 for the presentation detailed on page 2.