

Reprinted from

# HARTFORD BUSINESS JOURNAL

August 16, 2004

40 UNDER FORTY

## New leaders for a new Hartford!

Congratulations to our eighth annual group of 40 Under Forty winners! As you'll see throughout this special issue of the *Hartford Business Journal*, they have accomplished a great deal in a short time.

Sharing their stories with you not only celebrates their achievements, but also may put a mirror up to your own efforts. As you'll see, professional accomplishment is only one measure of what it takes to be on the 2004 40 Under Forty team. Our judges — Anne Evans, Larry Brown and Lou Golden — also look carefully for community service and other “giving back” activities among the people vying to be chosen to receive this award.

It was an easy choice this year to assemble our young business and professional leaders at several of Hartford's new development projects. This is an exciting time for the city, and no publication has carried more words and pictures about Hartford's changing skyline than the *HBJ*.

We know there are many uncertainties about the region's future, including delays on the mixed-use Front Street project and whether it will even be built in its currently planned form.

But we also know that Hartford has badly needed an economic development boost, and that we now have one. Seeing the building cranes in the air, seeing new people moving downtown and seeing new retail businesses crop up to serve them represents the best hope the city will see in a generation to create more prosperity for the people and businesses that are already here.

This window of business opportunity is opening wider as the new levels of construction move higher, and now is the time to seize the moment, to help create a new image for the city and the region.

Seizing the moment is one of the most common attributes of this year's 40 Under Forty winners.

We hope you enjoy their stories, and that you can join us in honoring them at a special breakfast on Friday, Sept. 17 at the Bond Hotel.

Sincerely,  
Philip Moeller  
Editor



### Alan J. Deckman

**Age:** 32

**Title:** Director of Government Relations

**Company:** Tobin, Carberry, O'Malley, Riley, & Selinger P.C. (TCORS)

**Company Location:** Hartford

**Residence:** Glastonbury

**Career Highlights:**

I have worked aggressively to expand the overall growth of TCORS' government relations client base by 40 percent, while maintaining a very strong client retention rate. I have represented well over 90 clients before the Connecticut General Assembly, municipalities and state agencies concerning matters such as gaming, health care, pharmaceuticals, auto racing, transportation, special education, family services, Indian affairs, mental health and energy issues. I have also been instrumental in increasing the firm's revenue and overall reputation to become one of the top lobbying firms in the state.

**Community Volunteerism Highlights:**

I focus much of my time working with various statewide organizations to help raise the necessary awareness of their services to the community and, just as important, to assist in their fund-raising efforts. I sincerely believe that many organizations, such as the American Red Cross, Relay for Life (American Cancer Society), Connecticut's private special education facilities, and the Connecticut Council of Family Service Agencies, provide meaningful services



that have historical positive impacts for many families in the state. It is vital not to take such services for granted and to help provide the necessary resources to maintain the continuous services in the state.

**Biggest Success:**

It would be impossible to assign any one specific legislative or procurement victory as the overall biggest success. To me, the most important measure of success is to consistently provide the highest level of client service and communication possible, and to tirelessly advocate the facts on their behalf until the end of a particular decision-making process.

**Dream Job:**

Pitching in pinstripes on sports' largest stage — Yankee Stadium.

**Businessperson You Most Admire:**

John Chambers, president and CEO of Cisco Systems Inc. Mr. Chambers has successfully managed Cisco Systems through numerous and difficult market trends in the last decade, and continues to provide the global leadership and visionary strategy that has made Cisco one of the top companies in North America and in the world. His straight talking approach and optimism about his company's mission and employees is respectable. Without John Chambers and Cisco Systems, the Internet simply could not function.