



Action report

May 2006

Always about OPPORTUNITY



CHAMBER MISSION
To serve the interests of member businesses while providing community leadership to ensure the economic advancement of the Metro South region.



Business 1st EXPO, page 6



Staff Sergeant Torin Hammond, page 7



Ruben Coulanges, page 11

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Awards Luncheon: Small Business & Entrepreneur of the Year



Roger Berkowitz, CEO of Legal Sea Foods Restaurant

The Metro South Small Business Awards luncheon is scheduled for Tuesday, May 16, 2006 at The Shaw's Center from 12:00 - 1:30 pm. The Metro South Chamber of Commerce and Bank of America Small Business Services have joined forces to recognize small business

restaurants to a current total of 31. Legal's territory spans eight states along the Eastern Seaboard, though an active mail-order division provides next-day service to the rest of the continental United States. According to Berkowitz, Legal Sea Foods is the only restaurant group in the country operating its own state of the art fish processing plant. The plant includes an on premise laboratory that tests all shellfish and seafood for purity.

The Metro South Small

achievements and their economic impact on the region.

The guest speaker is Roger Berkowitz, President & CEO of Legal Sea Foods Restaurant.

Mr. Berkowitz has been involved in the restaurant and fish business for over 30 years. Under his stewardship, the family-owned Boston-based company has grown from five

Sponsored by: Business Awards luncheon is



a great networking opportunity. Several Business Solutions Workshops and

over 30 businesses will be featured at the Business 1st EXPO.

Pre-registration is required and easy. To register or for further information call the Chamber at 508.586.0500 ext 221.

See related article on page 6

Good News for Your Pocketbook

Chamber Membership Drive - May 9, 10, 11



Drive Volunteer: Steve Damon of Jack Conway & Co.

Becoming a member of the Metro South Chamber of Commerce provides your business opportunities to accelerate its growth. When you join the Chamber, you become a leader within the business community and a member of the

region's most dynamic advocacy organization. Membership means potential new business prospects, new savings, access to valuable resources and information, access to health and dental plans, a variety of marketing opportunities and more, for you and your business.



Drive articles continued & related article page 9 & 12

"What is Honored in A Country, is Cultivated There..."

- Plato

ATHENA Award Breakfast June 15, 2006



Pictured is ATHENA Award nominees Brenda Rodrigues of the Brockton Public Library, ATHENA Award Recipient Marianne Wroble Cox of WBET 1460 AM Radio and ATHENA Award nominee Nancy Stack Savoie of the City of Brockton.

The Metro South Chamber of Commerce will hold the eighteenth annual ATHENA Award on Wednesday, June 15, 2006 from 7:30-9:00 a.m., at the Radisson Hotel & Conference Center in Brockton.

Each year the Chamber presents the ATHENA Award to an exceptional individual who has achieved excellence in his or her business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential. The ATHENA Award is presented in the form of a hand-cast bronze sculpture, symbolizing

ATHENA article continued on page 6

Join the Chamber of Commerce NOW!
Call

508.586.0500 x 225 or 229

A Night to Remember

A Taste of Metro South drew a record crowd

Forty participating restaurants and cultural organizations at the 2006 "A Taste of Metro South" made the selection of food and entertainment amazing. The night was a success with over 750 people sampling new restaurants from throughout the South Shore...



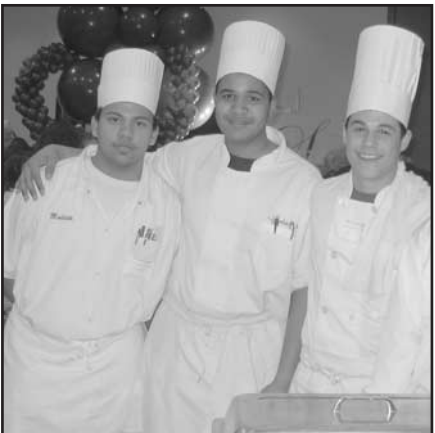
Steven Brennan of Brennan's Grille & Irish Tavern



Randy Ash and Kathy Mahoney of Carmen's Mexican American Restaurant



Michelle Katilus of Tastefully Simple



Students of The Colonial Room at Southeastern Regional Vocational High School



Peter and Lauren Delaney of Wildtree Herbs



Jeanne Drake and Mark Ofstein of Costco Wholesale



GOVERNMENT Affairs

Next Meeting: May 12, 2006

The Government Affairs monthly meeting will be held on May 12, 2006 at the Chamber Headquarters and provide an opportunity for member businesses to discuss issues important to them with their elected officials. If you would like to attend or if you would like further information about the Chamber's Government Affairs Committee, please contact the Chamber at 508. 586.0500 ext. 221.



Candidate for Governor Christy Mihos spoke to the Government Affairs Committee in March. Pictured is Christopher Cooney, President and CEO of the Metro South Chamber of Commerce, Christine Karavites of PROTEAS Customized Consulting, Christy Mihos, Andrea Papadopoulos of Arista Associates, Inc., and Tina Glidden of South Shore Oil Supply, Inc.



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See how the Webster business banking team can find a way for you and your business. For commercial banking, contact Robert Twomey at (508) 235-1301 or rtwomey@websterbank.com and for small business banking, contact Ana Dyer at (508) 235-1744 or adyer@websterbank.com.

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Christopher Cooney
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Sarah DeBettencourt
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Pasquale Ciaramella -
Old Colony Planning Council

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Linda Faria Braun - *Adult Learning Center*

Beth Gleim -
Radisson Hotel & Conference Center

John Hopkins - *Brockton Plastics, Inc.*

Susan Joss -
Brockton Neighborhood Health Center

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Raynham Taunton Greyhound Park

Stephen McDuffy - *Holmes-McDuffy Florists*

Dana Mohler-Faria -
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Gerard Nadeau - *Rockland Trust Company*

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Siskind and Siskind Attorneys at Law

John Vlaco - *Brophy & Phillips Co., Inc.*

Charles Wall - *Massasoit Community College*

John Dudley
 Membership and Public Relations x 225

Frank Gillooly
 Membership Sales x 229

Ann Marrese & Kerry Sullivan
 Finance x 230

ACTION Report

(USPS-410630) is published monthly except for combined July/August for \$5.00 per year by the Metro South Chamber of Commerce, Sixty School Street, Brockton, MA 02301-4087. Periodical Postage Paid at Brockton, MA. POSTMASTER: Send address changes to Action Report, Sixty School Street, Brockton, MA 02301-4087

The Metro South Chamber of Commerce is solely responsible for the editorial content of this publication.

The Chamber wishes to assure our members of our intention to provide physically challenged participants equal access to all programs. If you or your employees have special needs in this area, please let us know by calling the Chamber at 508-586-0500 at least 48 hours in advance.

Networking at Events
 is one of the most effective ways
 to grow your business!

MAY *Calendar*

3	Ambassador Meeting	8:00 am
9, 10, 11	Membership Drive	7:30 am
12	Government Affairs	7:45 am
16	Business First Expo	11:00 a.m. - 3:00 pm
	<i>The Shaw's Center, One Feinberg Way, Brockton</i>	
16	Small Business Awards Luncheon	12:00 - 1:15 pm
	<i>The Shaw's Center, One Feinberg Way, Brockton</i>	
17	Executive Committee	4:00 pm
29	Chamber Closed - Memorial Day	
31	Board Meeting	12:00/Noon

Note: All meetings are held at the Metro South Chamber Office or Metro South Business Assistance Center (BAC) unless otherwise indicated.

Coming up

June

7	Ambassador Meeting	8:00 am
9	Government Affairs	7:45 am
15	ATHENA Award Breakfast	7:30 am
	<i>The Radisson Hotel, 195 Westgate Drive, Brockton</i>	
22	Business After Hours	5:30 pm
	<i>The Community Bank, 1265 Belmont Street, Brockton</i>	
22	Business After Hours at the Rox	5:30 pm
	<i>The Shaw's Center, One Feinberg Way, Brockton</i>	

Save the date

July

19	South Weymouth Naval Air Base Tour	11:00 am - 2:00 pm
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 info@metrosouthchamber.com
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GOODNews

Here is What a Standing Ovation Looks Like on Paper!



Al Lopes

Webster Bank, N.A., a subsidiary of Webster Financial Corporation (NYSE: WBS), announces that Al Lopes and John Wright

have joined the company as vice presidents of business and professional banking, serving companies in the southeastern Massachusetts market.

Lopes is based in the bank's regional headquarters, 330 Swansea Mall Drive, and Wright maintains offices in Swansea and the Webster banking office at 33 Sullivan Drive in downtown Fall River. Lopes and Wright report to Ana Dyer, senior vice president, region manager for business and professional banking in Massachusetts.

Prior to joining Webster, Lopes was a relationship manager in the corporate banking department of Citizens Bank of Rhode Island. He began his banking career at the former Fleet Bank, attaining the position vice president, healthcare and institutional lending. After Fleet's acquisition by Bank of America, he became vice president of middle market lending.



John Wright

Wright joins Webster from Bank of America, where he served as client manager in the premier banking, global wealth and investment

group. Prior to its acquisition by Bank of America, he had served Fleet Bank in several business banking roles. He has also worked as a financial advisor for Morgan Stanley in Middletown, R.I.

Baynes Electric Supply, headquartered in Brockton, MA, is pleased to announce the opening of their new branch location in Hanover, MA. The store is located at Building 19 Plaza, 400 Colombia Road, Rte. 53 in Hanover, MA. The new Hanover location will serve the South Shore's electrical supply needs with a new prototype "SS" layout. Baynes Electric Supply is a wholesale distributor of electrical supplies with locations in Brockton, Hyannis, Martha's Vineyard, New Bedford, Boston, Canton, Wareham, Hanover, Nantucket, E Providence RI and Middletown RI.

Volunteers and staff of The Children's Museum in Easton are predicting a record turnout for this year's Father's Day Road Race and Walk. On Sunday June 18, this top-notch community event will celebrate it's 12th running, proving year after year that the Children's Museum knows how to take care of its runners and provide a festive atmosphere for all. Both runners and walkers will take off at 9:00 AM for the 5-mile race and 2-mile Fun Walk after registering at the Museum on Sullivan Avenue, North Easton.

Participants can enjoy a fantastic post race party with free massages, awards, beverages and food from Ocean Spray, Panera, Honey Dew, and Powerade, as well as various fruits, yogurts, ice cream, and granola bars. A DJ will be spinning the hits the entire race day and families are invited to play in our giant Moonwalk.

Medals will be awarded for the top three runners in each of the categories, and valuable merchandise prizes will be awarded to the first three overall finisher's. The first 250 pre-registrants are guaranteed a t-shirt, and all participants get a goody bag filled with great usable products including energy gels, drinks, and bars, vitamins,

sunscreen, lip balm, and food. All participants are also entered to win an array of fabulous raffle prizes including a pair of Southwest Airline tickets as well as restaurant gift certificates. Also, free child care is provided for pre-registrants only, so sign up soon!

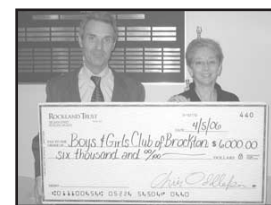
For more information or to obtain an entry form call The Children's Museum in Easton at (508) 230-3789 or register on-line at www.childrensmuseumineaston.org/fathersdayroadrace.asp.



The Obesity Prevention Center for Children & Youth, Inc. is a pioneering non-profit organization taking the lead to prevent and treat the obesity epidemic. Help them fulfill their mission to reduce high risks of heart disease, diabetes, high cholesterol and hypertension among children and youth suffering from obesity or those at high risk of becoming obese. They are currently in need of in-kind donations, including: warehouse real estate, telephones and office equipment, fitness equipment, computers and printers, kitchen and dining room equipment, etc. To make a difference in a child's life, call Marnite Dolne at 508.587.1157 or 508.345.6675, or visit www.opccy.org. You may also donate cars, trucks, boats, vans, buses, and more by calling toll free 877.227.7487 ext.1987 or online at www.donationonline.com.

St. Joseph Manor is sponsoring its 15th Annual Golf Classic on Monday, June 12, 2006 at the Atlantic Country Club Golf Course in Plymouth, MA. St. Joseph Manor is a non-profit nursing home and adult day health program. For over 40 years they have provided high quality care with respect and dignity to people of all faiths and traditions. For information, please call

508.583.5834 between 9am and 7 pm and ask for a tournament brochure, or visit www.sjmbrockton.org to view a PDF version.



Gerry Nadeau, Senior Vice President, Commercial Lending, Rockland Trust, and Susan Spiller, Executive Director, Boys & Girls Club of Brockton.

Rockland Trust recently announced a donation they made of \$6000 to the Boys & Girls Club of Brockton.

The mission of the Boys and Girls Club is to provide area youth, regardless of economic status, with activities designed to build self esteem, develop leadership skills, and promote positive life choices. The club is not a fee for service organization; it charges one low all-inclusive yearly fee that is waived if the child cannot afford to pay. Rockland Trust's donation will help fund new programs to address the issues of youth hunger, obesity and unemployment. The Kids Café will provide a nutritious evening meal for club members and jobs for club teenagers. The Triple Play: Mind, Body and Soul program will teach children to eat right, keep fit and form positive relationships in their lives.

Several physicians on the medical staff at Caritas Good Samaritan Medical Center have been named among the best doctors in America for 2006, according to Boston-based Best Doctors, Inc.

The doctors who have received this recognition are radiologist Peter Gordon, MD, Chestnut Hill, who is Caritas Good Samaritan's chief of radiology, psychiatrist George Gardos, MD, Sharon, and pediatricians David Fulton, MD, Chestnut Hill, Jan Paradise, MD, Newton, Peter

Good news continued to page 6

Human Resource Council Meeting

Human Resource managers from throughout the region meet regularly through the Chamber's Human Resource Management Council. To learn more about attending the HRMC, please contact Kerrie Blake at 508.586.0500 ext 231.



Brenda Wornun Moore, CareerWorks; Andrea Kingman, CareerWorks; Sheila Donahue King, Executive Office of Elder Affairs; Jennifer Davis Carey, Secretary of Elder Affairs; Craig Pina, Aflac; Daine Ferrera, AccuRounds; and Janet McGinty, Old Colony Planning Council

Recent HR Hotline Question...

Actual HR Hotline Question!

Q. Our company is in need of a performance review/appraisal sheet. Is there someone that can give us an idea of what other companies use?

A. We have developed a two part form:
 1. An employee input form (very basic) which is intended to help the individual focus and tie his/her performance back to our company goals and objectives.
 2. A supervisor appraisal for where individuals competencies hopefully identify areas where we see our employees attempting to accomplish our goals and objectives.

Please email the HR hotline for othe questions & answers

Sponsored by: Do You Have a HR Question?

Try the Human Resource Hotline

Does your business have Human Resource questions? Do you know where to turn for the answers?

The Metro South Chamber of Commerce has developed a hotline for your business to receive professional advice from experts in the HR field.

Simply e-mail your questions to the HR hotline at hrhotline@metrosouthchamber.com or log onto www.metroouthchamber.com. For more information contact Kerrie Blake at 508.586.0500 ext. 231.



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Shelley Tierney
 OWNER

SERVING AREA BUSINESS SINCE 1975

Have You Done Your "Homework"?

Article provided by: SCORE



While it is never possible to predict success for new business with 100% sureness; it is relatively easy to predict failure. Unfortunately, too many would-be entrepreneurs are so caught up with the excitement and their desire to get into business that they fail to do the very necessary investigating beforehand. To illustrate the point, let's use a small retail business at a location you have selected and will rent.

Have you asked and answered these questions? How many cars drive by in an hour, a day, a week? Same for people walking by. What is the established mark-up on the product lines you carry? Is there competition near-by? What can

you offer that they don't that will bring customers from them to you? Will you be able to get good suppliers? Do you have enough capital to carry your family and your business for several months? What is the best kind of advertising and promotions for you? Is the rent in line and do you have satisfactory renewal options? Aquate Parking? Available help? What about the yellow pages? And much more.

If you are considering buying an existing business there's a whole bunch of additional questions to be asked and answered. SCORE (Service Corps of Retired Executives) cannot give you all the answers, but they can make sure you know the questions and dig out the answers. Call 508.587.2673 to schedule your FREE appointment.

Sovereign Bank Makes Introduction



Robert P. Coletta, Relationship Manager and Lori Patel, Assistant Vice President Relationship Manager of Sovereign Bank recently spent some time visiting clients and businesses in the Metro South region. The purpose of these visits was to inform people about the extensive services and convenience Sovereign Bank offers at its branches throughout the Metro South region. Robert P. Coletta, Lori Patel of Sovereign Bank and Christopher Cooney, President & CEO, Metro South Chamber of Commerce



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Good news continued from page 4

Rappo, MD, North Easton, and Paul Schreiber, MD, North Easton.

The Best Doctors in America® database, according to Best Doctors, Inc., results from a survey of more than 35,000 physicians across the United States. Only those doctors scoring in the top three to five percent of their specialty are named one of the Best Doctors in America®. The company has worked over the past 15

years to create a validated, peer-reviewed database of excellence in medicine through its impartial, independent surveys. Doctors cannot pay to be included and are not paid to complete the survey. The only way to be included in the database is to earn high marks for clinical ability from peers.

Harvard Medical School-affiliated physicians founded Best Doctors, Inc., in 1989 to provide doctor-to-doctor consultations for complicated cases and today serves 10 million people in 30 countries.

Money Pitfalls

Article provided by: Chris Bond, Next Level



Chris Bond of Next Level at the recent Chamber Drive Kick-off Breakfast provided invaluable sales techniques

As a professional, your reluctance to be perceived as a "salesperson" may cause you to have trouble being up-front about money issues. This can cost you money. Here are two common money pitfalls, and ways to avoid them:

#1 You give your expertise away. Your prospective client has an objective: To find what you know, how you can solve his problems and how much you cost. When you give him this information without payment it's called free consulting. Many professionals do a lot of free consulting. You find out what the needs of the prospective client are and then say, "Let me tell you how I can fix that for you." Then he says to you, "It looks good. It's one of the best presentations we have seen. You have given us a lot of really good information (the operative word here is "given") that I am sure we can put to good use. Write me a proposal and I'll talk it over with my partners." What you don't know is that the prospect already has several proposals. And, since they all say basically the same thing, one of you gets beat up on price, or the prospect does nothing,

#2 You give a price too early. Prospective clients often underestimate their problems. They paint a simplistic picture of what their needs are and say, "Well, I think I'm paying too much. What can you do for me?" The problem is, you don't really know how much it's going to cost until you get in and look. Generally, when you quote a price too early, that price winds up being higher after you uncover the client's true needs. Then you have the problem of saying to a brand new client, "I know I told you \$5,000, but it's really going to be \$7,000 or \$8,000." You gave in to pressure from the prospect to give a number and you came up with one too soon.

Try this instead: "Based on what you've told me, it sounds like this may run between \$4,000 and \$5,000. Now, do you know what my problem is when I give you a number like that? The problem is this is just an estimate. Typically, when I talk to people like yourself, they tell me about A, B and C. Once we get a close look, we find out about D, E and F. Chances are it's going to be more. So I'll tell you what: Understand that this estimate is for A, B and C, and that if there are some other things you need, it's going to be extra."

Yes, it's a gutsy thing to say. But you have to remember: Your expertise and service are your money in the bank. Don't give it away! Charge what you are worth, get your price and make it stick.

ATHENA article continued from page 1

the strength, courage and wisdom of the recipient.

As always, the Good Morning Metro South program promises to be fast-paced, informational, and a great networking opportunity. Guests are encouraged to stay for informal networking



immediately following the program.

Pre-register by calling the Chamber at 508.586.0500 ext. 221, or logging on to metrosouthchamber.com.

The cost is \$17 for members and \$24 for non-members.

Wal-Mart Supports Small Businesses

Scott Wokoske, CO-Manager and Rosa Gaskins, Director of Community Relations of Wal-Mart, Oak Street, Brockton present John Dudley, Chamber Membership Services, with a check in the amount of \$1000 to support the Metro South Small Business Assistance Center and the Edison Business Incubator in Brockton. The center and the incubator are both located at the Chamber of Commerce on School Street in Brockton.



Business 1st EXPO - Space Limited

Dozens of businesses will be featured at the **Metro South Business 1st EXPO**. The EXPO is being held at **The Shaw's Center** in Brockton on Tuesday, **May 16, 2006 from 11:00am - 3:00pm**. In

addition to connecting people to member businesses, the Metro South Business 1st EXPO will feature the **15th Annual Small Business Awards luncheon** and



four **Business Management workshops**. This event is being sponsored by **Bank of America** and **BlueCross/BlueShield**.

For further information on purchasing an EXPO

table or tickets to the Small Business Awards Luncheon, please call **Kerrie Blake** at 508.586.0500 ext 231.

See related article on page 1

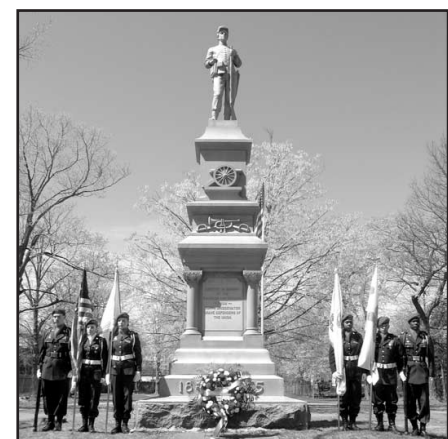


Salma Haikal, Bob Kenworthy and Jose Sosa of Bank of America



Greg Foley of BlueCross/BlueShield of Massachusetts

We Honor Their Noble Deeds - Civil War Soldier Rededication



JROTC - Brockton High School



Sergeant Dan Clark, State Trooper (retired) sings the National Anthem



DC2 (SW) Jesse Hermida - U.S. Navy and Staff Sergeant Torin Hammond - U.S. Army



Fred Lincoln, Dayle Julius, and Christopher Cooney



Norma Urban; Fred Lincoln, Military Historical Society; Dayle Julius; Mayor of Brockton, James Harrington; Gerald Beales, Curator, Brockton Historical Society; and Larry Siskind, President, Brockton Historical Society



JROTC - Brockton High School

Stonehill College Intern



Eileen Paoella

Eileen Paoella is currently interning at the Chamber. Eileen is a senior at Stonehill College, majoring in Marketing, and will be graduating this May. She will be receiving her Bachelor's degree in Business Administration. Eileen became very interested in international business, while studying a semester in London in 2004. She hopes international travel will be incorporated into her



future career in advertising. Eileen's position incorporates a variety of important duties, including helping to coordinate the annual membership drive and assisting with special events. She is the point of contact for members requesting information, registering for events and receiving Chamber mailings. Eileen said, "Interning at the Metro South Chamber of Commerce is an excellent opportunity and the valuable experience I have gained from the internship will assist me in future career development." If you would like more information on the Internship program at the Metro South Chamber of Commerce, please contact Kerrie Blake at 508.586.0500 ext 231.

Opportunities for Customers & Contacts

The Chamber provides many opportunities to expand your business contacts.

For a complete list of all Chamber committees, please visit www.metroouthchamber.com or call 508-586-0500 x221.

Ambassador Team/Membership

The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, and member-to-member support, increasing awareness and promoting active participation in Chamber programs and services. Presently, there are over twenty business professionals on the Ambassador Team.

Government Affairs Committee

Government affects your life every day. Legislative actions at municipal offices, on Beacon Hill, and in Washington D.C. affect your organization's continued ability to prosper. With widespread concern over the status of the national economy, now more than ever is the time to speak out and be heard on taxes, regulations, and other issues that affect your bottom line. The Government Affairs Committee meets every month to discuss issues of concern to Metro South businesses.

Human Resource Management Council

The Human Resource Management Council (HRMC) supports and provides continuing education and consulting to professionals in the ever-changing world of human resources. Regardless of the size of your business, human resource issues directly affect you, and the resources of the Council can be your link to vital information.

Email Address Update Request

The Chamber of Commerce utilizes a very effective email system in communicating with members. In the three years of highly effective program the address book has grown to more than 1500 entries.

If you are not receiving the frequent emails from the Chamber office, please send a brief email to info@metrosouthchamber.com.

If your email address has changed recently, please email info@metrosouthchamber.com to update your records.

Also check out www.metroouthchamber.com and become a part of our weekly business update newsletter simply by clicking on Chamber eUpdate link at the bottom of the homepage.

metrosouthchamber.com Jobs Forum

As a free service to Chamber members, job openings in area businesses and organizations can be posted on the Chamber's website. Dozens of member firms have taken advantage of the opportunity to be viewed by anyone who is job hunting.

To publish a job opening for your business or organization, please visit

metrosouthchamber.com and click on the Job Forums link on the homepage or email your information to info@metrosouthchamber.com.

There are no fees for this service. It is another exclusive Chamber member benefit. Job postings will refer applicants directly to member offices and will not be filtered through the Chamber office or website.

RENEWING Members

Thank You !

A B General Contractors, Inc.
AccuRounds
Acme Precision Machine Company, Inc.
Anderson Insulation
Back Bay Bagel
Baird Design
Boston Electric and Telephone Corp.
Brockton Housing Authority
Brockton Public Library
Brockton Redevelopment Authority
Carousel Fun Center
Coca-Cola Bottling Company of New England
Congressman Stephen Lynch
Copeland Toyota
Cotter Associates
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Fitzgerald Appraisals
Gourmet Cafe
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Harvard Pilgrim Health Care
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Mihos Realty
Motorcars International, Inc.
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Torrey & Associates
TransPro Courier
Trojan Recycling, Inc. and Transfer Station
West Bridgewater Public Library
Westfield Child Center

METRO SOUTH
CHAMBER OF COMMERCE

To Join the Chamber Call
John Dudley x 225
Frank Gillooly x 229
508.586.0500

Community Focus



Winning with a Great Team

Success comes easily when you have the resources of a great team working on your behalf. The Metro South Chamber of Commerce helps local businesses succeed by staying focused and involved in the top community priorities. Focus. One more way everyone wins with the Metro South Chamber of Commerce.

Be a part of a winning team... Become an Ambassador!
Next Meeting: May 3, 2006 from 8:00 - 9:00 am

Be a part of the
Metro South Chamber of Commerce
Leading Businesses. Leading Communities.



Call: 508.586.0500 or log onto: www.metroouthchamber.com

FannieMae Sees Brockton's Future



Eric Watne, Community Development Manager, American Communities Fund, FannieMae; Richard Staples, Jr., Senior Deputy Director, RI Community Business Center, FannieMae; Elmer Eubanks, Senior Deputy Director, MA Community Business Center, FannieMae; Mary Waldron, Executive Director, Brockton 21st Century Corporation; Mayor of Brockton, James Harrington; Colleen Duffy, Director of Massachusetts Community Business Center, FannieMae; and Christopher Cooney, President and CEO, Metro South Chamber of Commerce

Drive Volunteers Get Set for "Fat Tuesday" Brockton Style

Chamber Membership Drive Begins Tuesday, May 9

On April 12, more than 30 of the Chamber's finest volunteers assembled together for breakfast overlooking the greens of Thorny Lea Golf Club in Brockton to kick off the 2006 Membership Drive.

Membership Drive volunteers wearing colored beads in step with this year's "Mardi Gras" Drive theme, were introduced to many exciting prizes donated by various Chamber members. Prizes will be awarded to the Drive's top recruiters. Please read the adjacent article for more information about the 2006 Membership Drive.

See related article on page 11 & 12



Brian Donnelly of Cost Management; Craig Pina of Aflac, Vanessa Leite of United Way of Greater Plymouth County; Lisa Hermenan of National Grid; and Dan Trout of The Community Bank



Michael Ciampi, Jane Barry, John Mearls, and Robert Marsh of HarborOne Credit Union



Richard Solomon, Margi Sandman, Darlene Madera and David Tedesco of New England Sinai Hospital and Rehabilitation Center



Michael Blondin, Maria Sameiro and Ray Ledoux of Brockton Area Transit Authority (BAT)

Drive article continued from page 1

On May 9, 10, and 11, many community and business leaders, currently benefiting from membership in the Chamber, will contact businesses that could benefit from membership in the Metro South Chamber of Commerce. This year's drive will feature many exciting incentives for small businesses to join the Chamber, including free radio and print advertising, free admission to several Chamber events, amazing discounts and more. Drive volun-



Team "Jack Conway & Co." Steve Damon, Joe Kamesse and Brian McCormick



Hurricane Katrina destroyed the Mississippi Coast Chamber of Commerce

teers will get a taste of Mardi Gras – beads, food, and fun! – experiencing this year's drive theme.

As a result of the devastating impact Hurricane Katrina had on the gulf coast in 2005, the economic development of that region has been paralyzed and remains slow to recovery as local businesses and Chambers of Commerce struggle to get back on their feet. This year, the Chamber

is pleased to announce that at the conclusion of the 2006 Membership Drive a donation will be made toward re-establishing Chambers in the Gulf Coast area. If you are not currently a Chamber member, take this opportunity to listen to someone who is working more intelligently through membership in the Metro South Chamber. Chamber membership is affordable no matter how small your business – 70% of our members have 10 or fewer employees – and it provides your business with tremendous opportunity.

To discuss how the Chamber can help you build a stronger business, or if you are a current member and wish to become a drive volunteer, call John Dudley at (508) 586-0500 ext. 225.

See related article on page 11 & 12

Small Business Assistance (SBA)

Attend a FREE SBA workshop designed to highlight the various SBA programs and services that are available to prospective or current entrepreneurs who need assistance in starting or expanding their business. General information will be provided on the following:

- * Small Business Counseling (SCORE)
- * Small Business Development Centers
- * Business Information Center
- * SBA 7(a) Loan Guaranty Program
- * 8(a) Business Development
- * HUB/Zones
- * Small Disadvantaged Business Assistance
- * Government Contracting Opportunities

The workshop will be held at CareerWorks, 34 School Street, Brockton from 2 - 3:30 pm on Wednesday, May 17, 2006. Contact CareerWorks at 508.513.3400 for further workshop information.

NEW Investors

Making an Investment in our Community!

Avon Products

Ms. Valerie Santos
2 Lewis Drive
Berkeley, MA 02779
phone: 508.583.4950
web: www.avon.com
Beauty Salons/Suppliers

C.B. O'Hanley's Table & Tap

Mr. Joe Hayes
275 North Main Street
West Bridgewater, MA 02379
phone: 508.436.7860
web: www.cbohanleys.com
Restaurants

EDFC

Mr. Richard Slowey
858 Washington Street
Dedham, MA 02026
phone: 781.326.8282
web: www.edfcorp.com
Real Estate/ Development

Family Choice Mortgage Corp.

Mr. Todd Cheney
11 Resnick Road
Plymouth, MA 02360
Financial Services

Global Data Systems

Mr. David Savage
33 Riverside Drive
Pembroke, MA 02359
phone: 781.826.1472 ext 415
web: www.gdsconnect.com

National Electrical Testing & Services

Ms. Carole Oliveira
PO Box 338
Brockton, MA 02303-0338
phone: 508.586.0220
web: www.nets24hrs.com
Electrical Services

Rest Room Essentials

Ms. Louise Malone
296 Woodbine Ave.
Hanson, MA 023421-2036
phone: 781.588.4144
web:
www.affordableofficecleaning.net
Cleaning/Janitorial

Salameh Home Furniture

Mr. Alaa Salameh
291 Main Street
Brockton, MA 02301
phone: 508.587.1128
Furniture

Scott Johnson Landclearing

Mr. Scott Johnson
214 Cedar Street
East bridgewater, MA 02333
phone: 508.378.7751
Landscapers/Designers



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Frank Gillooly x 229

508.586.0500

ENTREPRENEUR Profile

The Healthy Baker

Over the past ten weeks the Metro South Chamber of Commerce and the Center for Women & Enterprise (CWE) in Boston joined forces to offer entrepreneurial training in the Brockton area to dislocated workers. The program is designed to support the needs of dislocated and recently unemployed workers who are interested in starting a business.

Participants were offered one-on-one counseling and educated on the process of developing a comprehensive business plan upon graduation from the program. At the end of the course participants completed a questionnaire on their business goals. Each month we will high an entrepreneur who has completed the course.



Judy Mullen

What is unique or special about your firm and the products and services you will offer?

We offer 100% Organic, Kosher, unrefined ingredients supporting the health conscious, diabetic, celiac and vegan communities.

What is your market area?

Boston

What markets do you serve?

Organic, Health related

What will be your main business objective concerning your customers and the business community?

To offer 100% Organic and Kosher baked goods to the ingredient conscious consumer.

Address:

65 Reed Street, Dedham, MA 02026

Phone: 617.320.6956

Products or Services:

Healthy option baked goods for the ingredient sensitive

Night at the Rox Co-Sponsored by: South Shore Chamber

Business After Hours - June 29, 2006

Relax and enjoy a warm summer evening with friends and other Chamber members as our own Brockton Rox take on the Quebec Capitales.

You don't want to miss the opportunity to try a hot dog, a beer, and connect with other Metro South Chamber members. We are expecting to sell this event out so order your tickets early!

The Ambassador's Group will be coordinating some networking you won't want to miss.

The semi private function area in right field provides fantastic game view and a dinner buffet.

Hamburgers, hot dogs, barbeque chicken with all the fixing's and a special visit from Rox mascot - KO.

Reservations required. Please RSVP by Friday, June 23rd. Pick up reserved tickets on game night at the Metro South Chamber of Commerce Check-In Table at the main gate behind home plate beginning at 5:30 p.m. Tickets are \$25 for members and \$50 for non-members. Game Time is at 7:05 p.m.

Please contact the Chamber at 508.586.0500 ext 221 for more information or to reserve your seat.

Chamber Offers Small Business Space

The Metro South Chamber of Commerce is offering small business office/suites to home-based businesses looking to make the transition into the office market.

Offices are located at the Chamber's office building on School Street in Brockton. Individual offices or multiple suites are available and range from \$450. - \$1,000 per month.

Some offices are furnished and all feature exposed brick walls

and high speed internet access. Contact the Chamber at 508.586.0500 ext. 221 for more information.



Conference space available

Healey Addresses Over 250 in Region

Lieutenant Governor Kerry Healey was welcomed to Brockton by more than two-hundred and fifty Metro South Chamber of Commerce business members.

The Lieutenant Governor fielded more than a dozen questions from the audience. Topics included taxation, small business health insurance, economic development, workforce preparation, english classes, higher education funding and more. The entire program was recorded by Brockton Community Access and will appear on participating cable television stations.



Ellen Moore of Ellen Moore Design and Claudia Denelle of CDJ Enterprises



Lieutenant Governor Kerry Healey and Eugenie Fitzhugh of Massasoit Community College



Carl Kowalski and Brian O'Leary of Massasoit Community College



Nick Grant of Bay Mortgage Services, Inc and Ruben Coulanges of South Shore GMAC Real Estate



Christopher Cooney, President and CEO of the Metro South Chamber of Commerce; Scott Sanborn of Sovereign Bank; Dr. Charles Wall, President of Massasoit Community College; Lieutenant Governor Kerry Healey; Mayor of Brockton, James Harrington and Steve Hall of National Grid

Business After Hours

The Community Bank - June 22, 2006

Join us for food and fun while meeting and greeting fellow business professionals. On Thursday, June 22, 2006 from 5:30 - 7:30 pm, The Community Bank located at 1265 Belmont Street in Brockton will host a Business After Hours.



This is a great way to make business contacts in a casual setting. Exposure for your business is your competitive edge, so bring plenty of business cards. The event is \$5 for members and \$10 for non-members. To register for this event, please call 508.586.0500 ext 221.

Thank you for Your Continued Support

The Chamber wishes to thank all of our local businesses who provided incentive prizes for the upcoming Membership Drive.

1666 Liquors, Bridgewater Savings Bank, Brockton Rox, Bugaboo Creek Steak House, Country Inn and Suites, Crystal Cleaners, Easton Country Club, Elizabeth Grady, Foxwoods Resort Casino, Fuller Craft Museum, Good Days Restaurant, HarborOne Credit Union, Hilliard's House of Candy, Modell's Sporting Goods, Mohegan Sun, North Easton Savings Bank, Radisson Hotel and Conference Center, Shaw's Supermarkets, Terrie Stone Catering, The Children's Museum in Easton, The Crazy Chef Caterers, The Great Westerly-Pawcatuck Area and Chamber of Commerce.

Need help starting your business? Searching for money to start your business?

The Metro South Business Assistance Center can help!

The Metro South Business Assistance Center (BAC), a partnership of over twenty organizations, is a high-tech, one-stop business resource center that offers counseling, technical assistance, and financing to potential, existing and expanding businesses.

FREE services offered

- Business Related Software
- Comprehensive Reference Library
- Professional Counseling (by appt.)
- Access to Computers & Online Resources
- Informational & Instructional Videos
- Workshops & Seminars (fees may apply)



Research, Consultation, Education, and Advocacy

PREMIER SPONSOR



Bank of America



Why Join Now?



Grow Your Chamber, While Helping Rebuild the Gulf Coast*

Join During the Membership Drive & Receive:

- Free chance to win a membership for one year! (2nd year) value of \$275
- 2 Free listings in the Metro South Book for Business value of \$100
- Free Internet listing on the Chamber website with an active link to YOUR website value of \$100
- Free set of membership mailing labels (when paid by credit card) value of \$150
- Free membership directory: 2006 Book for Business value of \$75
- Free advertisement in the "Action Report" distributed to over 45,000 homes and businesses through The Enterprise newspaper value of \$250
- Ten Free 30-second radio spots on WBET Radio AM 1460 value of \$250
- Free pass to attend the next three Chamber events in June: value of \$50
 - The Athena Awards Breakfast on June 15
 - The Business After Hours at The Community Bank on June 22
 - And a special summer event!
- Free listing in the Chamber's newsletter "Action Report" value of \$100
- Money back guarantee
Call the Chamber for complete details of "money back" offer

Total Value: \$1350

THE BOTTOM LINE: Membership is an investment in your business' future. The Chamber gives you access to education, consultation, research and advocacy. Ultimately, this investment strengthens your business and community. You can also deduct 95% of your Chamber dues as a necessary business expense.

* A portion of the 2006 Membership Drive proceeds will be donated toward re-establishing Chambers in the Gulf Coast area.

BUSINESS EVENTS Planner

IT'S EASY TO REGISTER!

508-586-0500 x 221

508-587-1340

E-mail: info@metrosouthchamber.com

Send reservation and payment to:



MSSC
Sixty School Street
Brockton, MA 02301-4087

May 3

Ambassador Meeting

8:00 am - 9:00 pm
Metro South Chamber of Commerce
60 School Street, Brockton

Be part of a team that serves fellow members and increases awareness and promotion of Chamber programs and services.

Please RSVP at 508.586.0500 ext. 225

May 12

Government Affairs

7:45 a.m.
Metro South Chamber of Commerce
770 Crescent Street, Route 27, Brockton

Join other Chamber members for this opportunity to interact with legislators and hear first hand what is going on on Beacon Hill.

Please RSVP at 508.586.0500 ext 221.

May 16

Business Luncheon & EXPO

11:00 a.m. - 3:00 p.m.
The Shaw's Center
One Feinberg Way, Brockton

Be part of this premier venue showcasing products and services from local businesses. The day is packed with programs, events, speakers, and awards.

Call 508.586.0500 ext 231 for further information

PREREGISTRATION IS NECESSARY. Individuals registering at the event will be charged a \$5.00 late fee. For companies wishing to be billed there is a \$3.00 billing charge. Cancellations for all events must be received 24 hours in advance of the event, otherwise the company will be charged regardless of attendance.

Names of Persons Attending: _____

Event: _____

Company: _____

Phone: _____

REMINDER: We accept VISA, MasterCard and AMEX for dues and special events!