

# Action report

December 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.



Aguinaldo "Nato" Fonseca, page 4



James Blake, page 8



Patricia Williams, page 10

**CONTENTS**

Calendar of Events 3  
 Good News 4  
 Renewing Members 9  
 Upcoming Events 12

## Annual Meeting Draws Capacity Crowd

*Economic Impact Awards Featured*



Thomas Finneran, President, Massachusetts Biotechnology Council

The Metro South Chamber of Commerce celebrated the **93rd Annual Meeting** at the Massasoit Conference Center on Wednesday, November 15. The event was sponsored by HarborOne Credit Union. Over 450 business professionals

and more than fifty exhibitors promoted products and services at the business-to-business expo. The keynote speaker was Thomas M. Finneran, president of the Massachusetts Biotechnology Council who spoke about how Massachusetts is ideally positioned to take the lead in the biotechnology industry.



Ray Ledoux, Brockton Area Transit; Chamber Chairman

The Chamber presented **Economic Impact Awards** to ten area companies who have made a significant investment and contribution to the economic development of the region. The Chamber also presented the **Charles A. Fuller Chamber Service Award**

to James Blake of the HarborOne Credit Union.

Economic Impact Awards recipients are **Bassett Furniture, Bridgewater Sports Complex, Bugaboo Creek Steak House, DRJ Investment Management, Mather Family Enterprises, The City of Brockton, Dick's Sporting Goods, Stoneforge Grill, Fitzgerald Design Build, and The Shaw Group Inc.**

See page 10 & 11 for related articles

## Yankee Magazine Publisher at Next Breakfast



J. D. Hale

Join us as we continue our popular **Good Morning Metro South** breakfast series. Enjoy a delicious breakfast while making valuable business contacts. The next Good Morning Metro South is scheduled for Thursday, December 14, from 7:30 to 9:00 a.m. at the Holiday Inn Hotel and Conference Center in Brockton.

The featured speaker is **JD Hale, vice president of Yankee Publishing and publisher of Yankee Magazine.** JD leads Yankee's sales and marketing operations out of the Yankee Publishing Building located on Union Street in Boston. A veteran of AOL Time Warner, JD leads Yankee's efforts to develop new



Sponsor

revenue streams for the company and its customers. Born and raised in Dublin, New Hampshire, JD is the son of Jud Hale and great-nephew of founders Rob and Beatrix Sagendorph. In August 1959, one-month-old JD was brought to Mary Walker's farm – now the home and inspiration for Edie Clark's popular Yankee column titled "Mary's Farm." He remains a fan of Edie's column "Mary's Farm" to this day.

Another speaker is **Patricia Kempthorne, Founder of the Twiga Foundation,** a non-profit corporation dedicated to inspiring, promoting and maintaining a family-consciousness at home, in the workplace and in the commu-



Patricia Kempthorne

Article continued to page 8

### Chamber to Present Workplace Flexibility Award

Flexible work schedules are critical to employers and employees struggling with work/life/family issues. 74% of all businesses offer flexible work options, according to a Hewlett Associates Work/Life survey. Many new human resource policies enable key employees to meet both their family and employment obligations.

The prestigious Alfred P. Sloan Award for Business Excellence in Workforce Flexibility is presented to companies that have successfully used flexibility to meet both business and employee goals. The award process is an on-line survey application managed by The Families and Work Institute.

The chamber encourages employees and employers to complete the on-line application at [www.whenworkworks.org](http://www.whenworkworks.org). To learn more, attend the next Chamber breakfast, December 14th at 7:45 a.m.

Join the Chamber of Commerce **NOW!**  
Call

508.586.0500 x 225 or 229



# December Business After Hours

## Toys For Tots Featured

Join us for food and fun while meeting and greeting fellow business professionals. St. Joseph Manor, at 215 Thatcher Street, Brockton, will host a **Business After Hours** ~ Thursday, December 7 from 5:30 - 7:30 pm. This is a great way to make business contacts in a casual setting. Admission is free with the donation of a "Toys for Tots" toy. To register, please call 508.586.0500 x 221.



Eddie Terrenzi and Christopher Cooney of the Metro South Chamber of Commerce display toys donated by local businesses.

## H.R.M.C. Calendar!

### Human Resource Management Council

Sponsored by



Sandra Reynolds

The next **Human Resource Management Council (HRMC)** meeting will take place on Thursday, **December 7** at the Holiday Inn in Brockton.

The featured speaker is Sandra L. Reynolds, Senior V. P., Employer's Resource Group, Associated Industries of Massachusetts, Inc.

Sandy has extensive, in-depth expertise in all areas of human resource management. She is a successful coach, facilitator, public speaker, and trainer. Significant P&L responsibility has enhanced her strategic approach and understanding of the many issues facing employers today.

Today's savvy organizations make succession planning a primary component of their strategic planning process - but no longer just for management positions. They are taking the principles of succession planning throughout the organization to enhance their ability to attract, develop, and retain the right people for their business.

Join us for a discussion of how the application of succession planning concepts might impact the future success of your organization.

Pre-register by calling **508.586.0500 ext. 231**. The cost is \$18 for members and \$28 for non-members.

## MEMBEROrientation

January 10 ~ 8:00 - 9:00 a.m.

Join us for a Member Orientation at the Chamber of Commerce building on Wednesday, January 10. The Member Orientation gives new members, prospective members, and new employees of existing member companies an opportunity to network and explore the many programs and services available to Metro South Chamber members.

The orientation will begin promptly at 8:00 a.m. Coffee and refreshments will be provided. The Member Orientation is free, but pre-registration is required. Please call 508.586.0500 ext. 225 to register or email eddie@metrosouthchamber.com.

Sponsored by



Health Services Administrators

**“Now your small business can Bank on the Moon.”**

Robert W. Gustafson  
President & CEO  
Crescent Credit Union

Now you can turn to Crescent for what your business needs most: money.

Lines of credit up to \$250,000. Term loans up to \$250,000. Commercial mortgages up to \$1,500,000. And get a decision in as little as three days!

To apply or find out more, call Richard Hooke at 800-894-4445, extension 515 or email at rhook@crestcredit.org.



Brockton • Norwell • Taunton  
800-894-4445 • www.crescentcredit.org



Federally insured by NCUA. Excess insurance by MSIC.



**BOARD OF DIRECTORS**

**DIRECTORS**

**OFFICERS**

Chair of the Board  
**Reinald G. Ledoux, Jr.**  
*Brockton Area Transit Authority*

President and CEO  
**Christopher Cooney**  
*Metro South Chamber of Commerce*

Chair-Elect  
**H. Scott Sanborn**  
*Sovereign Bank*

Treasurer  
**Gary R. Oman**  
*Gary R. Oman, P.C.*

Vice Chair Community Affairs  
**Rick Colon**  
*Verizon*

Vice Chair Economic Development  
**Robert Kenworthy**  
*Bank of America*

Vice Chair Government Affairs  
**Christine Karavites**  
*Proteas Customized Consulting*

Vice Chair Membership Development  
**Daniel Trout**  
*The Community Bank*

Immediate Past Chair  
**Stephen Hall**  
*National Grid*

**Pasquale Ciaramella** -  
*Old Colony Planning Council*

**Jack Conway** -*Jack Conway & Company, Inc.*

**John Costa** - *B C Tent & Awning Company*

**Loretta DeGrazia** - *East Coast Petroleum*

**Dotun Diyaolu** - *Pharmacist*

**Jeffrey Dukess** - *Frenette & Dukess, PC*

**Linda Faria Braun** - *Adult Learning Center*

**John Holiver** - *Caritas Good Samaritan Medical Center*

**Susan Joss** -  
*Brockton Neighborhood Health Center*

**Kelly Carney Kelly** -  
*Raynham Taunton Greyhound Park*

**Stephen McDuffy** - *Holmes-McDuffy Florists*

**Dana Mohler-Faria** -  
*Bridgewater State College*

**William Morse** - *Mutual Bank*

**Gerard Nadeau** - *Rockland Trust Company*

**Basan Nembirkow** - *Brockton Public Schools*

**David Orloff** - *Sharkansky & Co., LLP, CPA's*

**Andrea Papadopoulos** - *Arista Associates, Inc.*

**Lester Schindel** -  
*New England Sinai Hospital*

**Larry Siskind** -  
*Siskind and Siskind Attorneys at Law*

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

**Charles Wall** - *Massasoit Community College*

**Patricia Williams** - *HarborOne Credit Union*

**CHAMBER STAFF**

**508-586-0500** Front Desk x 221

**Kerrie Blake**  
 Program Director x 231

**Christopher Cooney**  
 President and CEO x 223

**Frank Gillooly**  
 Membership Sales x 229

**Kerry Sullivan**  
 Finance x 230

**Ellen Moore Design**  
 Communications x222

**Eddie Terrenzi**  
 Membership and Public Relations x225



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

**Metro South Chamber of Commerce**  
 Sixty School Street, Brockton, MA 02301-4087  
 tel: 508 586-0500/fax: 508 587-1340  
 info@metrosouthchamber.com  
 www.metroouthchamber.com

**ACTION Report** Volume 6 - Issue 11  
 (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!

**DECEMBER** *Calendar*

- 6** Ambassador Meeting 8:00 am
- 7** Human Resource Management Council Meeting 8:00 am  
*Holiday Inn, 195 Westgate Drive, Brockton*
- 7** Business After Hours 5:30 pm  
*St. Joseph Manor, 215 Thatcher Street, Brockton*
- 8** Government Affairs Meeting 7:45 am
- 12** Executive Committee 4:00 pm
- 14** Good Morning Metro South 7:30 am  
*Holiday Inn, 195 Westgate Drive, Brockton*
- 20** Board Meeting 12:00 pm
- 25** Christmas Day - Chamber Closed

*Coming up*  
**January**

- 3** Ambassador Meeting 8:00 am
- 10** Member Orientation 8:00 am
- 12** Government Affairs 7:45 am
- 17** Executive Committee 12:00 pm
- 18** Good Morning Metro South 7:30 am  
*Holiday Inn, 195 Westgate Drive, Brockton*
- 31** Board Meeting 12:00 pm

*Save the date*  
**February**

- 7** Ambassador Meeting 8:00 am
- 8** Human Resource Management Council 7:30 am  
*Holiday Inn, 195 Westgate Drive, Brockton*
- 9** Government Affairs 7:45 am
- 15** Good Morning Metro South 7:30 am  
*Holiday Inn, 195 Westgate Drive, Brockton*
- 19** Presidents Day - Chamber Closed
- 22** Business After Hours 5:30 pm  
*Grow Associates, 101 Wales Avenue, Avon*


# GOODNews

Celebrate the great things going on!

## The 2nd Annual Massachusetts Conference for Women

December 6 at the Boston Convention & Exhibition Center.

For more information go to [www.MAConferenceForWomen.org](http://www.MAConferenceForWomen.org)



**JOIN US  
IN  
BOSTON**


THE MASSACHUSETTS  
CONFERENCE  
FOR WOMEN

BOSTON CONVENTION  
& EXHIBITION CENTER

2006 HONORARY SPONSOR XEROX

WEDNESDAY, DECEMBER 6TH 2006

BROUGHT TO YOU IN CONJUNCTION WITH  
THE MASSACHUSETTS COMMISSION ON THE STATUS OF WOMEN



Join women from across Massachusetts for this day-long event, which pulls together more than 75 nationally recognized experts and female leaders to address women on business, career, and financial concerns, as well as family, health, and educational issues.

GET MORE INFORMATION & REGISTER ONLINE AT [www.MAConferenceForWomen.org](http://www.MAConferenceForWomen.org)

## East Coast Petroleum named one of Massachusetts' Top 100 Women-Led Businesses

Babson College and the Commonwealth Institute released the 2006 list of the Top 100 Women-Led Businesses in Massachusetts.



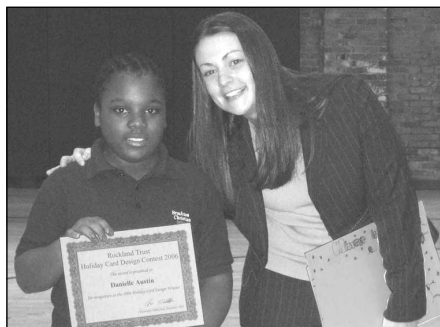
Loretta DeGrazia

Loretta DeGrazia, CEO and President of East Coast Petroleum in Stoughton, has been named to that list. The award is based upon 2005 revenues as well as the leadership capabilities of the women who run the businesses.

East Coast Petroleum, a full-service-heating and air conditioning business, was started from the ground up by DeGrazia twenty-six years ago. It is now a six million dollar company with 27 employees.

## Boys & Girls Club Member Wins Art Award

The winner of Rockland Trust's annual "Winter Theme" art contest is Danielle Austin, a 12 year-old member of the Boys & Girls Club of Brockton. The club was selected by Rockland Trust to be the 2006 community organization to hold a contest for the design of the bank's corporate holiday card.



Dainelle Austin receives award from Rockland Trust

"We are always looking for ways to engage our community at Rockland Trust", said Stephanie Pretti, who works in the bank's marketing department. "We are thrilled with Danielle's design, and proud to offer her a \$100.00 U.S. Savings Bond to show our appreciation. She is one talented young lady".

The Boys & Girls Club of Brockton, located at 233 Warren Avenue, annually serves nearly 1,400 Brockton area youth. For more information, please call the club at 508-584-5209.

## Joseph F. Casey Promoted

HarborOne Credit Union announced the promotion of Joseph F. Casey to Executive Vice President and Chief Financial Officer.

He has extensive banking and accounting experience, having previously served as Senior V. P. and CFO for Compass Bank for Savings and V. P. of Seacoast Financial Services of New Bedford.



Joseph F. Casey

Mr. Casey is a CPA and BS Graduate of Bentley College. He is also a graduate of the Program for Management Development, Harvard Business School, and School of Bank Investments, American Bankers Association.

## Costa Re-elected

John J. Costa, Jr., President of B.C. Tent & Awning, the region's leading provider of tents, awnings and accessories, has been re-elected to the Board of Directors at the Metro South Chamber of Commerce.



John Costa

## Fonseca recognized by the Brockton Housing Partnership

The Brockton Housing Partnership recently voted an expression of appreciation to Aginaldo "Nato" Fonseca, Minority Business Development Officer of HarborOne Credit Union in recognition of his many efforts on behalf of local residents.

Mr. Pike presented the letter of recognition to Mr. Fonseca commending his hard work and dedication to the partnership, observing that his efforts were critical in attracting a pool of candidates for the Brockton Interfaith Community's Nehemiah infill housing project. Additionally, his efforts in marketing, promoting, coordinating and participating in the partnerships First Time



## Excellence in Training

### Division of Workforce Development and Community Education

"Massasoit Community College's Division of Workforce Development and Community Education welcomes **Mr. Jim Bolger** and **Mrs. Louise Howard** as our New Business Developers. They will be responsible for providing outreach to regional businesses, industry and government.



**Jim Bolger**  
508-588-9100 x2032  
900 Randolph Street  
Canton, MA 02021

**Louise Howard**  
508-588-9100 x1307  
One Massasoit Blvd.  
Brockton, MA 02302

*If you see them out and about, be sure to say hello! Each of them is able to offer organizations information about the quality education and training programs we have to offer; whether it be day or evening, at one of our convenient locations, or on site at your business.*

*We will customize training to fit your needs.*















