

Action report

December 2005

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.



Jack Conway, page 4



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500 Attend and 50 Exhibit at Annual Meeting

Economic Impact Awards Featured



Chris Charlet, Tamboo Restaurant, Economic Impact Award Recipient

The Metro South Chamber of Commerce celebrated the 92nd Annual Meeting at the Massasoit Conference Center on Wednesday, November 16, 2005. The event was sponsored by Webster Bank and United Parcel Services. The conference center accommodated over 500 business

professionals and more than sixty exhibitors promoted products/services at the business-to-business expo. The keynote speaker was **Stephen Deschenes, Executive Vice President of Fidelity Investments**, who spoke about "Solving America's Retirement Challenge".

The Chamber also presented **Metro South Economic Impact Awards** to nine area companies who have made significant investments and contributions to the economic development of the region in 2005 and the **Fuller Craft Award** to **Ed Nicolas** of the **Downtown Brockton Association**.

Honored for the Economic Impact Awards were *Avon Quality Storage, Country Inn and Suites, HarborOne Credit Union, Harvey Industries, IKEA Furniture, Juliano Enterprises, Inc., Tamboo Restaurant, Torrey Plaza and Whitman Hanson High School.*

See page 10 & 11 for related articles

Breakfast Features Economic Forecast

Energy Purchasing Consultant, James Grasso, also to speak



Nick Perna

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 15, from 7:30 to 9:00 a.m. at the Radisson**

Hotel and Conference Center in Brockton.

The featured speaker is **Nicholas S. Perna Ph.D., Economic Advisor to Webster Financial Corporation.**

Mr. Perna is a magna cum laude graduate of Boston College and has a Ph.D. in economics from MIT. He heads Perna Associates, a consulting firm specializing in economic analysis, forecasting and strategy. Until

sponsored by:



1999, Nick was Chief Economist for Fleet Financial Group, a position he also held

Article continued to page 5

Priority: "English for All Workers"

Consider this, according to a recent report by the Hudson Institute entitled, "Workforce 2020", "Two qualities give a truly unprecedented character to the road ahead. First, the gates have lifted before almost every American who wishes to embark on the journey of work. Age, gender, and race barriers to employment opportunity have broken down. What little conscious discrimination remains will be swept away soon – not by government regulation but by the enlightened self-interest of employers. Second, more and more individuals now undertake their own journeys through the labor force, rather than "hitching rides" on the traditional mass transportation provided by unions, large corporations, and government bureaucracies. For all workers, the premium on education, flexibility and foresight has never been greater than it will be in the years ahead."

With this looming worker shortage in mind, a recent study published by Mass Benchmarks about the role immigrants are playing within the Massachusetts economy should be noted. The study talks about the growing numbers of immigrants coming to Massachusetts and the fact that without them the state would lose population each year. It also lists

Article continued on page 8

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March 2006

Opportunities for Customers & Contacts

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.

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.

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

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A business only needs 1 reason to join the Metro South Chamber of Commerce.

Here are 10...

- | | |
|-----------------------------|-------------------------------|
| 1. Networking | 6. Legislative Action |
| 2. Qualified Leads | 7. Economic Growth |
| 3. Referrals | 8. Community Betterment |
| 4. Business Resources | 9. Cost Effective Advertising |
| 5. Professional Development | 10. Savings |

Do You Have an 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 Human Resources 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.

Sponsored by:



The Small Business Administration

Join the SBA for a 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 businesses. General information will be provided on the following:

- * SCORE
- * Small Business Development Centers
- * Business Information Center
- * SBA 7(a) Loan Guaranty Program
- * 8(a) Business Development
- * HUBZones
- * Small Disadvantaged Business
- * Government Contracting Opportunities

The workshop will be held at **CareerWorks**, 34 School Street, Brockton from 2 - 3:30 pm on Wednesday, December 14, 2005. Contact CareerWorks at 508.513.3400 for further workshop information.



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ACTION Report

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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.



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

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

DECEMBER *Calendar*

- 7** Ambassador Meeting 8:00 am
- 9** Government Affairs 7:45 am
- 13** Executive Committee 4:00 pm
- 15** Good Morning Metro South 7:30 am
Radisson Hotel and Conference Center, 195 Westgate Drive, Brockton
- 21** Board Meeting 12:00/Noon
- 26** Christmas Day Observed - Chamber Closed

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

Coming up

January

- 2** New Year's Day Observed - Chamber Closed
- 4** Ambassador Meeting 8:00 am
- 10** Executive Committee 4:00 pm
- 13** Government Affairs 7:45 am
- 16** Martin Luther King Day - Chamber Closed
- 19** Good Morning Metro South 7:30 am
Radisson Hotel and Conference Center, 195 Westgate Drive, Brockton
- 25** Board Meeting 12:00/Noon

Save the date

February

- 1** Ambassador Meeting 8:00 am
- 9** Human Resource Management Council 7:30 am
Radisson Hotel and Conference Center, 195 Westgate Drive, Brockton
- 10** Government Affairs 7:45 am
- 16** Good Morning Metro South 7:30 am
Radisson Hotel and Conference Center, 195 Westgate Drive, Brockton
- 20** Presidents Day - Chamber Closed

GOODNews

Here is What a Standing Ovation Looks Like on Paper!

Brockton Hospital has been awarded a 3-year term of accreditation in Ultrasound as the result of a recent survey by the American College of Radiology (ACR). The ACR, based in Reston, VA, awarded the accreditation to Brockton Hospital for the achievement of high standards after a rigorous peer-review evaluation of the practice. Evaluations are conducted by board-certified physicians and medical physicists who are experts in the field. They assess qualifications of personnel and the adequacy of facility equipment. The surveyors report their findings to the ACR's Committee on Accreditation, which subsequently provides the practice with a comprehensive report.



Jack Conway

Hundreds of well wishers helped **Jack Conway & Co.** mark its 49th year in business at a recent reception at the firm's Norwell

headquarters.

Conway, which has 45 offices in Southeastern Massachusetts and Cape Cod, is the largest independently owned realty firm in the Bay State. Founder and Chairman Jack Conway started the company in Hingham Square in October 1956 with, as he joked with the crowd, "one man, one pencil, one notebook, and one rent bill that had to be paid."

Conway made the rent that month, and has since surrounded that "one man" with more than 1,000 sales associates, managers and full-time employees. His singular vision of leading a locally owned, community-based company is the key to its

longevity, he said. "Forty-nine years is a long time to be in business," Conway said. "And I want you to know that this company is not winding down. It is winding up, and we have great things in store for our future!"



The **Children's Museum** in Easton announced a partnership with **Target** in recognition of the museum's **Reading Enhancement Program**. The \$2,112 grant will support the development of themed reading areas in the Museum. The Children's Museum in Easton provides a hands-on experience to facilitate learning through play. The grant will allow for the construction of additional book nooks and the purchase of more developmentally appropriate, books to compliment and reinforce the theme and the experience of the exhibits. The grant is also part of Target's own Ready. Sit. Read! program and its larger efforts to give back to the community with focus on education, the arts and social services. For more information call the Children's Museum in Easton at **508-230-3789** or **childrensmuseumineaston.org**.



The **Community Bank** is hosting Photo's with Santa! Stop in for some holiday cheer and bring your children for a free instant photo with Jolly Old Saint Nick! (You are welcome to bring cameras). Santa will be visiting the branches on the following dates: Friday, December 9th, 4-5 pm, 110 Main Street, Bridgewater, and Saturday, December 10th, 9-10 am, 1265

Belmont Street, Brockton. For more information contact: **Denise Forte**, at **508-587-3210 x3365**.



Susan Ventura

"**Advance for Nurses**" news magazine has named **Susan Ventura, MS, BSN, RN**, administrative director of nursing at Caritas Good Samaritan Medical Center as the magazine's 2005 Best Nurse Leader for the New England region. Nurses from across New England nominated their nurse managers, directors of nursing, nursing supervisors, charge nurses and more. A panel of three judges evaluated the entries by awarding scores in areas such as how the manager made a difference in patient outcomes, interpersonal relationships, professional development, effectiveness and efficiency of the unit, making a difference in the overall work environment and many other qualities. Ventura was featured on the cover of the Oct. 24, 2005, issue of "Advance for Nurses." She also was presented with an engraved plaque commemorating her first-place showing in the contest and was treated to a special celebration, and her first-place win was acknowledged in nine other

regional editions of "Advance for Nurses." She also will serve as an honorary editorial advisory board member of "Advance for Nurses" for one year.



Northeastern University Center for Family Business will be hosting an Executive Breakfast Meeting entitled, "Developing the Company Culture in Your Family Business" with speaker Alan Slobdnik on December 7, 2005 from 7:30 - 10:00 am.

The organizational culture of your family business determines the behaviors and codes that guide interaction between employees, the family, customers and others. Ultimately organizational culture is one of the greatest resources in determining the long-term success of a family business. Surprisingly, many family businesses often allow organizational culture to develop by itself and leave one of their greatest resources to chance. Alan Slobdnik will show you how to recognize, develop and harness the power of organizational culture in your family business.

For more information or reservations please call **617.373.3718**.



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with Shawmut and Connecticut National Bank. Before that he was an economist with General Electric, the Federal Reserve Bank of New York and the President's Council of Economic Advisers in Washington. He has taught at Williams College and NYU's Stern School of Business and currently conducts a seminar on the U.S. banking system at Yale. In January 2001, he became Economic Advisor to Webster Financial Corporation.

Within the past several years, Nick has appeared on the Jim Lehrer Newshour, CNN, CNBC, the NBC Nightly News and National Public Radio's All Things

Considered. He is also frequently quoted in the national and regional press. The Wall Street Journal and Businessweek have both cited him as one of the top economic forecasters in the United States.

The event is being sponsored by Needel Welch & Stone.

As always, the Good Morning Metro South program is a great networking opportunity. Guests are encouraged to stay for informal networking immediately following the program. Pre-register by calling 508.586.0500 ext. 221. The cost is \$17 for members and \$24 for non-members.

Mr. Appliance Celebrates Growth

Doors open at Mr. Appliance in South Easton



Ron Madera, Franchise Systems Manager, Rhonda Bennett, Marketing Director and John Bennett, Appliance Specialist celebrate the expansion of Mr. Appliance



Mr. Appliance staff: (left to right) Keith Hassell, Mary Cannon, John Bennett, Rhonda Bennett, David Landry and Ron Madera

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Avon Quality Storage, Avon

Avon Quality Storage is a state of the art storage facility located at 100 Ladge Drive in Avon. This 91,000 square foot facility contains 712 storage units and employs 3 people. Recently constructed at a cost of more than \$4 million dollars, the facility opened in September 2005. The building offers both climate and humidity controlled storage units and offers the latest in security services including strategic lighting, surveillance cameras and alarm systems.



Country Inn and Suites, Brockton

Country Inn & Suites is a nation-wide hotel chain with two locations in Massachusetts. Brockton's newest hotel employs 13 people and represents a \$7 million dollar investment. It is located at 50 Christy's Drive and features 63 beautifully appointed rooms. The Country Inn & Suites brand is recognized for providing authentic country charm with exceptional hospitality. Guests enjoy a warm greeting, cozy fireplaced lobby, comfortable rooms, free breakfast, the morning newspaper, lending library and swimming pool. "It's that front porch feeling that invites you to

come inside, and the warm and cozy fireplace that makes you feel not-so-far from home."



HarborOne Credit Union, Brockton

HarborOne Credit Union, established in 1917, is the largest state-chartered community credit union in New England and ranks among the top 100 within the United States. HarborOne recently relocated their headquarters to Brockton with the addition of a newly constructed 75,000 square foot building on Oak Street. The building provides space for an additional 83 new jobs in Brockton and represents an investment of more than \$11 million dollars. Exceptional training facilities equipped with advanced security and technology systems provide capacity for over 300 employees to receive training each year. The building can easily accommodate future anticipated growth.



Harvey Industries, West Bridgewater

Harvey Industries is the leading manufacturer of insulating windows, doors and quality building products in New England. Harvey Industries recently constructed a brand new manufacturing and distribution facility on Turnpike Street in West

Bridgewater. The 80,000 square foot facility represents over \$2 million dollars in investment and provides more than 20 jobs. Harvey Industries designs all of their own window products including all shapes and sizes of vinyl and wood windows as well as storm windows and doors. Customers are primarily professional contractors and builders served through several locations and an extensive fleet of company owned trucks.



IKEA Furniture, Stoughton

IKEA Furniture is one of the leading home furnishing retailers in the world with more than 225 stores in 33 countries, including 26 in the U.S. employing more than 36,000 workers. IKEA Furniture recently opened a store in Stoughton with 346,000 square feet of space. It includes a full range of exclusively designed IKEA products, a supervised children's play area, as well as a 300-seat restaurant that serves Swedish specialties. It is located on a 28 acre site with nearly 1,300 parking spaces. The new building is an investment of more than \$5.5 million dollars in infrastructure. It will produce \$1 million dollars in local property tax revenue and employ 500 people.



Juliano Enterprises, Regional

Juliano Enterprises, Inc. is a real estate development and contracting company founded in 1989 specializing in acquiring, building and managing residential, retail and commercial real estate. Juliano Enterprises, Inc. recently invested more than \$4 million dollars in converting a blighted industrial site into Emerson Place Townhouses located on the corner of Emerson Avenue and North Montello Street in Brockton. The development features two five-unit buildings and two six-unit buildings—22 units in total. Each townhouse offers granite countertops, crown molding, berber carpet and stainless steel appliances. The project is transit oriented, located two minutes from the Montello Street Commuter Rail Station, a new Super Stop and Shop, banks, schools, restaurants and more. Juliano Enterprises, Inc. is also involved in the SoCo condominium conversion of the former Etonic building in Brockton and has developed more than 450 thousand square feet of property throughout the Metro South region.



Tamboo Restaurant, Brockton

Tamboo Restaurant is Brockton's latest culinary experience located at 252 Main Street. This modern style bistro offers contemporary international cuisine. The completely renovated 4,500 square foot restaurant and lounge captures the energy and culture of the owner's French Caribbean influences. Some of the specialties featured on the menu are Haitian Fried Meatballs,

Caribbean Mojo Chicken, Red Snapper, and for dessert Dulce de Leche. The complete renovation represents an investment in excess of \$1 million dollars. Tamboo Restaurant employs 22 people and features valet parking and live entertainment.



Torrey Plaza, Brockton

Torrey Plaza is a fine example of a small business investing in Brockton in a big way. Owners of both Belmont Cleaners and Torrey Plaza are Bill and Sophia Lucas. Their dry-cleaning business moved to Torrey Plaza recently from Belmont Street. Bill and Sophia invested more than \$1 million dollars in developing the 4,500 square foot plaza to accommodate their growing dry-cleaning business while providing additional retail space for rent to other small businesses. Bill and Sophia employ only themselves ensuring that every dry-cleaning and custom tailoring order is handled correctly.



Whitman Hanson High School, Whitman

Whitman-Hanson Regional High School is committed to providing all students with a high quality education that promotes creativity, critical thinking, effective communication and life-long learning. The new high school includes a beautiful new, state-of-the-art facility that is a prototype for 21st century high schools. Classrooms are equipped with smart technology and the building features an advanced technology library/media center, a two story lecture hall, a performing arts center, gymnasium and a food-court/cafeteria. The new school represents an investment of \$49.2 million dollars and incorporates an additional \$1 million dollars in "green schools" technology. The building is approximately 234,000 square feet and includes an indoor walking track on the second level of the gym that is open to the community on a daily basis. Four new security and maintenance jobs have been added.

Davis, Schindel, Elected to Board

At its 92nd Annual Meeting on Wednesday, November 16, 2005, the Metro South Chamber of Commerce welcomed two new members to its Board of Directors. **Stephen Hall, The National Grid, and Chair of the Board of Directors, introduced, Kirk Davis, The Enterprise and Lester Schindel, New England Sinai Hospital** to over five hundred members of the Metro South Chamber.



Lester Schindel, New England Sinai Hospital

advancement of the Metro South region. The 30 member Board of Directors are elected from and by members of the Metro South Chamber of Commerce.

In their new role as directors, they will be responsible for helping the Chamber carry out its mission: **to serve the interests of member businesses while providing community leadership to ensure the economic**



Kirk Davis, The Enterprise

The Chamber's Board of Directors meets regularly to address policy and issues of economic and community concern. The next Board of Directors meeting will be held on December 21, 2005 at the Metro South Chamber of Commerce located at Sixty School Street in Brockton. For more information on joining the Chamber contact John Dudley at 508.586.0500 x 225.



GOVERNMENT Affairs

Next Meeting: December 9, 2005

The **Government Affairs monthly meeting** will be held on December 9, 2005 at the Chamber Headquarters and provides an opportunity for member businesses to discuss issues important to them with their elected officials.



State Representative Michael Rodrigues

This month's guest speaker is State Representative Michael Rodrigues.

Representative Michael Rodrigues has spent a lifetime serving the communities of Westport and Fall River through his family business and legislative position. First elected in April of 1996 in a special election, January 2001, Michael was also appointed by Speaker Thomas Finneran as a member to the House Committee on Ways and Means. Michael then

served six years as Vice-Chair and two years as Chairman of the former Joint Committee on Commerce & Labor. In January 2005, Michael was appointed by the new Speaker of the House of Representatives Salvatore M. DiMasi as Chairman of the newly formed Joint Committee on Labor & Workforce Development.

If you would like to attend or receive further information about the Chamber's Government Affairs Committee, please contact the Chamber at 508. 586.0500 ext. 221.

Congratulations Award Recipients!



(Back Row, left to right) Christopher Cooney, president and ceo, Metro South Chamber of Commerce; Mark Wells, Harvey Industries; Frank Briel, IKEA; Sophia and Bill Lucas, Torrey Plaza; John McEwan, Superintendent Whitman-Hanson Regional School District; and Stephen Hall of The National Grid (Front Row, left to right) Mary Waldron of the Brockton 21st Century Corporation representing Country Inn and Suites; James Blake of HarborOne Credit Union; Mike Juliano, Juliano Enterprises; Jim Cincotta, Avon Quality Storage; and Chris Charlot of Tamboo Restaurant

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Regina Diener and Alicia Hupprich from NEV display recently made holiday wreaths



Tracey Daigneau, NEV and Christopher Cooney, Metro South Chamber of Commerce

Until recently, individuals with severe and profound disabilities had very few adult day program options. Traditional program models benefit some individuals, but not everyone. Pathways is a social-educational day program that enables individuals with significant challenges to explore, experience and benefit from social, vocational and educational

opportunities. Pathways offers an alternative to traditional day services, and is also committed to community integration and exploration in real-life settings.

NEIS employs more than 130 people and is located in Hanson, MA. Please contact Tracey Daigneau at 781.447.4413 x 114 for a "no obligation" quote or for more information.

Should You Buy An Existing Business?

Article provided by:



There are countless reasons most budding entrepreneurs want to start out by opening a brand new business, all fresh and just the way they want it. But circumstances can often strongly indicate buying an existing business may be the smarter course.

Sure it will probably cost more. If it has been in business for any length of time it probably has developed a following of customers and, it is to be hoped, a good reputation. The owner will undoubtedly include in his asking price an amount of money just to cover buying what is often called: the "key" or the "good will". Often, this figure is negotiable.

Then there is the existing

inventory that will be expected to buy. On the plus side: you won't have to go scrounging around for suppliers; and it is to be assumed the present owner had the "right" merchandise for his trade. One of the best reasons (and often overlooked) to consider buying an existing business is that you might be able to work out advantageous terms with the seller. If health or retirement is a factor, a seller just might let you pay for the business over a five year, or possibly a ten year period.

Of course, buying a going business means you are also buying any old headaches that may exist. But it just might be easier to borrow money for the purchase or as operating capital. There are so many pros and cons. You can discuss them with SCORE counselors by calling them at the Metro South Chamber of Commerce at 508.587.2673.

RENEWING Members

Thank You !

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Buyers Network
Collins Crane and Rigging Services
Computer-Ed Institute
Diamond Insurance Agency, Inc.
Doggie Boutique
Douglas A. King Builders, Inc.
Duplitron
Ellen Moore Design
Gerald S. Derochea, CPA
HWO Investment Advisory
Jezard Carpet
Jon L. Jenmarc, Inc.
Ken Lessa Electric
Law Offices of Joseph M. Fidler
M.L. O'Brien Communications, LLC

MacTaggart Scott & Co., Ltd.
MetroSouth MRI
Modell's Sporting Goods
Old Colony Hospice
Paula Coffey Dance Center
Recordkeeper Records Management Systems
Riordan Law Group
Robert P. Savilonis Woodworking
Rockin K Cafe
Roger P. Wedge, CPA
Signs O'Life, Inc.
Sparks Street Auto Body
Sprint PCS Hingham
The Woodlands at Abington Station
Trans Courier Systems
Wal*Mart
West Bridgewater Baptist Church
Willwork Inc., Exhibit Services

Join the Chamber Call John or Frank at 508.586.0500 x 225 or 229

FEMA Disaster Assistance Office Opens

Those businesses and residents impacted by flooding during the recently declared, "State of Emergency" may qualify for assistance through the Federal Emergency Management Authority FEMA.

The disaster relief office will be

open Monday, December 5th-9th, 9am-5pm, located at 34 School Street, Brockton (in the CareerWorks Building).

For further information please contact Mort Schleffer, Brockton Emergency Management Association, at 508.580.7871

English for All article continued from page 1

the immigrants top ten countries of origin. All of them are non-English speaking. It goes on to state that 50% of these immigrants possess a high school degree at most. These facts illustrate the challenge employers will face and the tremendous opportunity they have to engage the immigrant population.

The Chamber, with the help of many business and community leaders and financial support from Verizon and New England Sinai Hospital have embarked upon a new initiative apply named "English for All". Over the coming months, the Chamber will convene a forum of employers and educators with the goal of eliminating the current waiting list that contains the names of thousands of immigrants within the Metro South region who want to learn the English language. We know that for many of these people, learning English is the first step for them to fully participate in our local workforce. The Chamber welcomes support in achieving this goal and recognizes Verizon and New England Sinai Hospital for their financial support of this initiative. To learn more about this initiative, contact Chris Cooney at the Chamber 508-586-0500.

Brockton Rotary Makes Donation

Article provided by: Jocelyn Meek

The rain couldn't dampen the spirits of Raymond Elementary School students who nimbly navigated the rope ladder, slid down the red slide and hung happily from the monkey bars at the dedication of the Oak Street school's new playground October 22nd.

The dedication was held on National Make A Difference Day as a tribute to the hundreds of volunteers and business owners who gave generously and worked diligently to ensure that the school had its first playground in 20 years.

"The playground is a welcome addition to our school, and it is appreciated by our three new full-day kindergarten classes and all of the first through sixth grade children who play on it each day," said Principal James Hayden.

"This playground is not only a fun play structure, but also an exercise facility that we are very proud of."

For more than two years, a group of dedicated parents led by Linda Logan, Nancy Asmutis, Heather McCormack and Barbara Bislarides "made it their mission" to see that the Raymond got a fantastic play space for its students, Hayden said. The committee held bake sales and fund raisers, secured funding in the city budget and enlisted the help of the Brockton Rotary to drum up contributions from Brockton businesses.

The result is overwhelmingly positive: the red, yellow and blue playground is a fantastic play spot for the city's children. This is not just any playground: the structure, part of the HealthQuest by Burke line, is also a workout for children and parents, incorporating cardiovascular and strengthening activities like sit ups, pull-ups and parallel bars to help the general populace get healthy.

Ward 7 City Councilor Charles Logan worked with his colleagues on the City Council to secure \$50,000 in city funding for the playground. But another \$30,000 was needed, and that's where Connie Whalen and the Brockton Rotary came in.

Whalen, Crescent Credit Union's Business Development Manager, agreed to help the committee find the gap funding to make the playground a reality. The Brockton Rotary Club and many of its members made donations, and then Whalen approached friends in the business community to contribute. The Community Bank was a major sponsor of the project, as was Karen Iolli and the Ailano School of Cosmetology, DRJ Investment Management and David Elman, The National Grid and its Vice President Stephen Hall, Sisto Volpe Construction, Crescent Credit Union and the Brockton Police Black and Blues Hockey Team.

South Chamber of Commerce.

The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, 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.

To become an Ambassador, please contact John at 508.586.0500 ext. 225.

AMBASSADOR of the Quarter



Bob Wisgirda

The Metro South Chamber has named Bob Wisgirda, WBET Radio AM 1460, as its Ambassador of the Quarter.

Bob's extensive professional career began in 1960 when he managed a family-owned Brockton pharmacy. He later continued in the pharmaceutical field by working at such places as Mallinckrodt Pharmaceutical, Medicine Man Pharmacy, and Medicine Man Medical Supply.

Presently, Bob is the marketing specialist for WBET Radio AM 1460 in Brockton. His educational background includes a Bachelor of Science degree in Pharmacy from the Massachusetts College of Pharmacy, continuing education courses in pharmacy, integrative medicine, forensic photographic sciences, pharmaceutical marketing, investment marketing, and retail advertising.

"Whether saving on utility services, health insurance, making new business contacts, or growing professionally, the resources the Metro South Chamber has to offer the region just keep on expanding. All a business has to do is get

connected a few hours a month to really appreciate the Chamber's services and accomplishments. The Chamber is the best investment in anyone's personal and business growth," says Bob Wisgirda on being a Chamber member.

Since joining the Chamber in 1982 and the Ambassador Team in 1999, Bob has done an incredible job volunteering for and promoting the Chamber. For example, he attends the monthly networking events, helps increase membership and participates on the Government Affairs committee. Along with volunteering for the Chamber, Bob is actively involved with community organizations such as the President of the Massachusetts Lions Club district 335, Brockton Library Association, Fuller Museum of Art, and the Brockton Symphony Orchestra. The Ambassador of the Quarter

program highlights and rewards Ambassadors who go above and beyond in their duties as a member of the Ambassador Team.

Each quarter, an outstanding Ambassador will be featured in the Action Report newsletter.

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. To participate on this committee, contact the Chamber at 508-586-0500.



Join the Team!



Ambassadors caption...

The next Ambassador meeting will meet on December 7 from 8:00 - 9:00 am at the Metro

The Chamber features a Member Profile in each issue of the Action Report. Members are selected randomly from those in attendance at the Good Morning Metro South (GMMS) breakfasts.

NEW Investors

Welcome!

Aubrey Company LLC
Mr. Francis Obert
742 Union Street
E. Bridgewater, MA 02333
p: 508.378.1120
f: 508.378.1124

Avon Quality Storage
Mr. Jim Cincotta
100 Ladge Drive
Avon, MA 02322
p: 508.586.0007
f: 508.586.0039

Federal Telephone & Communications
Mr. Michael Zygiel
700 West Center Street, Suite 12
West Bridgewater, MA 02379
p: 508.580.2150
f: 508.580.2152
www.fedphone.com

Home Run Mortgage LLC
Mr. Jose Monteiro
1106 Main Street
Brockton, MA 02301
p: 508.559.2000
f: 508.559.0042
Financial Services

J.W. Marketing
Ms. Judy Walsh
7 Marble Street
Whitman, MA 02382
p: 508.204.4782

Related Realty Group
Mr. Christopher J. Morrison
135 Belmont Street
Easton, MA 02375
p: 508.238.2417
f: 508.238.2471
www.relatedrealtygroup.com
Real Estate/Residential

To Join the Chamber Contact John Dudley or Frank Gillooly at 508.586.0500 ext. 225 or 229

Center for Women & Enterprise and Chamber partner to offer Business Planning



Entrepreneurs from throughout the South Shore meet three times per week at the Metro South Chamber of Commerce

and recently unemployed workers who are interested in starting a business.

The program is funded through a grant from the Massachusetts Division of Career Services. The ten-week program will be held at the Metro South Business Assistance Center (BAC) and will include topics such as business strategy, competition, pricing, financial projections, and public relations. One-on-one counseling will also be available. Participants will be well educated on the process of developing a comprehensive business plan upon graduation from the program. For more information, please call the Chamber at 508.586.0500 ext 221 or email info@metrosouthchamber.com.

The Metro South Chamber of Commerce and the Center for Women & Enterprise (CWE) in Boston have joined forces to offer entrepreneurial training in the Brockton area to dislocated workers. The program is designed to support the needs of dislocated

Nicolas Receives Charles A. Fuller Award



Ed Nicolas of the Downtown Brockton Association addresses the crowd at the 92nd Annual Meeting

At its **92nd Annual Meeting**, the Metro South Chamber of Commerce presented the **Charles A. Fuller Award** to Ed Nicolas, **Executive Director of the Downtown Brockton Association**.

Mr. Nicolas served in the U.S. Navy, on Convoy Duty during World War II. Upon his return, he enrolled in Boston University and earned his teaching degree. He taught at several schools throughout southeastern Massachusetts prior to being chosen for several administration roles. Ultimately, Ed was selected to head the Plymouth-Carver School District as Superintendent of Schools. He served as Superintendent of Schools for 24 years.

Ed began his second career in the early 1990's working with business people in Brockton. He was instrumental in forming, Brockton Central, an economic development initiative for the city and for the past 10 years he has worked tirelessly as the Executive Director of the Downtown Brockton Association. Ed is a true Champion of Brockton and has been an important part of Brockton's recent success. Ed is quick to give credit to others especially his wife of 57 years, Mildred and his 5 children and 6 grandchildren for their unwavering support through the years.

The late Mr. Charles A. Fuller served as Chairman of the Board for the Chamber and was very dedicated to the organization and the community. The Fuller award recognizes an individual whose leadership performance, personal example, and good influence has done the most to advance the welfare of the Metro South Chamber of Commerce and the community.

Exclusive Sponsorship Available



The Chamber's email newsletter is a great way to reach key business leaders and decision-makers about your firm's products and services. Distributed each week to 600+ subscribers, this is one of the Chambers most direct ways of reaching out to members with the latest in business trends, topics, programs and events.

Become the exclusive annual sponsor of the Chamber eUpdate. Your company's products and services will be highlighted as well as your logo (HTML version only)

with a link to your website each week for an entire year (52 issues). Your company will also be recognized in the Chamber's print newsletter – The Action Report – and other publications as the official Chamber eUpdate sponsor.

If your company would like to be the annual eUpdate sponsor or would like further information, please contact Sarah by clicking the link below or calling her at 508.586.0500 ext 222.

Soldier Returns to Former Glory

The granite Civil War Soldier statue in Perkins Park on North Main Street in Brockton has recently been renovated. Through a cooperative effort of the Military Historical Society, the Chamber of Commerce, the city of Brockton and several business and military organizations the statue was thoroughly cleaned, repaired and polished. The park will undergo extensive maintenance and will be re-dedicated along with the statue in the spring of 2006.



Business EXPO Offers Leads and Sales

Thank you to all attendees who visited the 2005 Business-to-Business Expo. Attendees raved about the location, atmosphere and foot traffic. Here are just a few photos courtesy of Eagle Photography.



Ginny Murray, Allegra Printing



Suzanne Fernandes and Noel Barbosa, The Community Bank



Nelson Fernandes and Judy McCarthy, Hilliards House of Candy



Paul Watt, Holmes-McDuffy Florist



Tamarah Barao and Lisa Holmes, SEED Corporation



Filomena Felix and Angela Giovine, Rentals Unlimited



EAST COAST PETROLEUM
 1185 Turnpike Street, Stoughton, MA 02072-1160
 Toll Free: 800.649.0550
 Phone: 781.297.7030 • Fax: 781.297.7011
 E-mail: sales@eastcoastpetroleum.com

November 25, 2005

Christopher Cooney
 METRO South Chamber of Commerce
 Sixty School Street
 Brockton, MA 02301-4040

RE: **Thank You**

Dear Chris,

I just wanted to take a moment and thank you again for making East Coast Petroleum's Ribbon Cutting Ceremony on October 24th such a special occasion. Not only was it a wonderful occasion for all of us here and the friends who shared in our celebration, but your enthusiasm and active participation in the event itself made it even more special to us.

We have known many great friends throughout the years, but your support and that of your staff was very special. The efforts you made arranging all elements of the ribbon cutting and making sure that you and your staff were available to assist us in this project will forever be appreciated. You have made this transition to our new home a smooth and welcome one, but have also made us feel very much a part of the METRO South Chamber's community and family.

So this is a thank you note--for being such an important part of our ever expanding group of friends and for making us feel "at home" in our new location. Thank you again so very much.

Wishing you the warmest thoughts,

Loretta T. DeGrazia
 President

Raffle Raises Revenue for Chamber Foundation

The Chamber wishes to thank the following companies for their generous donations to benefit the Chamber's Education Foundation:

- Christine Karavites • HarborOne Credit Union
- The Enterprise • Courtyard By Marriott
- Home/Health & Child Care • Old Colony Elderly Services
- New England Sinai Hospital • Webster Bank
- Comcast • North Easton Savings Bank
- Terrie Stone Catering • Bank of America
- Brockton Rox

A special thanks to:

- Paul Sellstone, Eagle Photography;
- Rob Peters, Rob Peters Entertainment;
- Judy McCarthy, Hilliard's House of Candy;
- Stephen McDuffy, Holmes-McDuffy Florist, Inc.;
- Claudia Dennelle, CDIJ Enterprises; Robert Tufts, SET Associates;
- Bob Wisgirda, WBET 1460 AM Radio;
- Valerie Lomus, Emmanuel House Residence;
- Larry Green, Rentals Unlimited; White's Cafe & Pastry Shop

Learn • Live • Lead!



Become a Chamber Member..

or compete with one!



It was February 14, 1913, when a dozen local business people united to establish the Metro South Chamber of Commerce to display their pride, commitment, and enthusiasm for the community and region.

Collectively, businesses working through the Chamber of Commerce produce far more individual and community success than they do working alone. To learn more about displaying your company pride, enthusiasm, and commitment through Chamber membership, call 508.586.0500 ext. 225 or 229.

* Please be advised that 95% of your membership investment can be deducted as a necessary business expense in accordance with the I.R.S. Service Code Sec, 162(e). Please consult your tax advisor to ensure proper credit for your business. To join the Chamber, send your completed form and a check made payable to:
Metro South Chamber of Commerce, 60 School Street, Brockton, MA 02301.

Company: _____
 Contact Person: _____
 Title: _____
 Street Address: _____
 City/State/Zip: _____
 Mailing Address: _____
 Phone/Fax: _____
 EMAIL: _____
 Website: _____
 Business Category: _____

New Members Investment Schedule

Base Rate = \$275 + \$5 per full-time employee (2 part-time = 1 full-time)
 \$ _____
 Add one-time enrollment fee \$ _____ 25
 Add \$25 health insurance enrollment fee (only if utilizing)
 \$ _____
 Total Investment \$ _____



BUSINESS EVENTS *Planner*

December 7

Ambassador Meeting

8:00 a.m.
Metro South Chamber of Commerce
60 School Street, Brockton

serve fellow members by providing information, resources, member-to-member support, increasing awareness and promoting active participation

Pre-registration is not necessary.
Call 508.586.0500 ext 225 for further information

December 9

Government Affairs

7:45 a.m.
Metro South Chamber of Commerce
60 School Street, Brockton

Join other Chamber members for this opportunity to interact with legislators and hear first hand what is in store for the business community on Beacon Hill.

Pre-registration is not necessary by December 8 at 508.586.0500 ext. 221

December 15

Good Morning Metro South

7:30 - 9:30 am
Radisson Hotel and Conference Center
195 Westgate Drive, Brockton

This event is a great opportunity to network with other members while enjoying a buffet breakfast followed by a keynote speaker and program.

Please RSVP at 508.586.0500 ext. 221

IT'S EASY TO REGISTER!

508-586-0500 x 221 ☎
508-587-1340 📠
E-mail: info@metrosouthchamber.com ✉
Send reservation and payment to: 📧



MSCC
Sixty School Street
Brockton, MA 02301-4087

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!