

Action report

January 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.



Ms. Debora Bloom, Debora Bloom and Associates, page 11



Mr. Larry Siskind, Siskind & Siskind, page 5



Mr. Scott Sanborn, Sovereign Bank, page 8

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Good Morning Metro South

Thursday, January 20, 2005

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, January 20, from 7:30 to 9:00 a.m.** at the **Radisson Hotel and Conference**



Michael Goodman, Ph. D., Director of Economic and Public Policy Research, University of Massachusetts Donahue Institute

Center in Brockton.

The featured speaker is **Michael Goodman, Ph. D.** Dr. Goodman is the Director of Economic and Public Policy Research at the **University of Massachusetts Donahue Institute.** In this capacity, he works with clients, staff and faculty to conduct customized studies that highlight aspects of the state's economy, with the goal of making university-level research available to local and state policy makers, as well as to business and labor leaders.

Goodman is also the managing editor of Massachusetts Benchmarks, a quarterly journal that presents timely information concerning the performance of the

Massachusetts economy, including periodic economic analysis of major geographic regions within the Commonwealth and an array of key industries that make up the economic base of the state. Massachusetts Benchmarks is published by the University of Massachusetts, in cooperation with the Federal Reserve Bank of Boston.

Dr. Goodman also serves as the director of the Massachusetts State Data Center, the Commonwealth's official source of demographic, economic and social statistics produced by the United States Census Bureau. Additionally, he serves as a member of the Board of Directors and Massachusetts Forecast Manager for the New England Economic Partnership (NEEP).

Prior to joining the Institute, Goodman was the research manager for the Massachusetts Alliance for Economic Development and a research associate at the Worcester Municipal Research Bureau, where he founded the Center for Community Performance Measurement.

The event is being sponsored by Old Colony Hospice. 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.** The cost is \$16 for members and \$23 for non-members.

Join the Chamber of Commerce NOW!

Call 508-586-0500 x229

New Homes are Hot in Brockton

Condo, Senior, Gated, Loft and Historic Homes Offered



Skyview Village, 2013 Main Street, Brockton, MA 02301
Proposed Units: 60 Senior Residential Homes
Gated Community
Status: Under Construction

Skyview Village is an over 55 gated community which will consist of 60 homes. Each home will contain two or three bedrooms and will average 1,500 square feet in total on lots ranging from 8,000 to 14,000 square feet. Each home will have a one or two-car garage. Many options are available in the construction and design of each home to meet individual tastes.



Etonic Lofts, 148 Centre Street, Brockton, MA 02301
Proposed Units: 64 Condominiums
Status: Under Construction

Etonic Lofts are affordable loft style condominiums starting in the low \$200's including open floor plans, exposed brick and beams, hardwood floors, oversized win-

Story continued to page 6

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.

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



Research, Consultation, Education, and Advocacy

PREMIER SPONSOR



Christos Tsaganis Honored as Champion

Brockton Hospital hosted the first 'Ring of Champions' Dinner celebrating a year of progress during which the hospital formed new clinical and academic partnerships, expanded a number of programs and services, introduced new medical technologies, and was recognized as one of the premier hospitals in the nation for efforts to improve the health of the community. More than 400 community and business leaders, physicians, nurses and hospital staff attended the event at the Shaw's Conference Center.

The Ring of Champions Dinner also presented an opportunity to honor Christos Tsaganis with the President's Medal for Community Service. An icon within the community, Tsaganis has been a great friend to Brockton Hospital. A member of the Brockton Hospital Board of

Trustees for nearly twenty years, Tsaganis has supported the hospital in every manner imaginable. Whether lending professional expertise or financial support, Tsaganis has played a key role in contributing to the success of Brockton Hospital. Tsaganis becomes just the third recipient of the Brockton Hospital President's Medal for Community Service. Tsaganis joins US Attorney Mike Sullivan and Father Bartley MacPhaidin, CSC in the Honor.

"Chris personifies the pursuit of excellence and commitment to the community that Brockton Hospital has been known for over the course of 108 years. I am proud to present him with the President's Medal," said Norman Goodman, President of Brockton Hospital.



Pictured from left to right: Richard Rosen of Rosen Realty, Event Chair, Metropolitan Methodios, Mr. Christos Tsaganis, and Norman B. Goodman, President of Brockton Hospital

BOARD OF DIRECTORS

OFFICERS

Chair of the Board
Stephen Hall
Massachusetts Electric Company

President and CEO
Christopher Cooney
Metro South Chamber of Commerce

Chair-Elect
Reinold G. Ledoux, Jr.
Brockton Area Transit Authority

Treasurer
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Gary R. Oman, P.C.

Vice Chair Community Affairs
Christine Karavites
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Vice Chair Economic Development
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Vice Chair Government Affairs
H. Scott Sanborn
Sovereign Bank

Vice Chair Membership Development
Daniel Trout
The Community Bank

Immediate Past Chair
James Blake
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

Sarah DeBettencourt
 Communications Coordinator x 222

DIRECTORS

James Burns - *Shaw's Supermarkets*

Pasquale Ciaramella -
Old Colony Planning Council

Rick Colon - *Verizon*

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

John Costa - *B C Tent & Awning Company*

Jeffrey Dukess - *Frenette & Dukess, PC*

Linda Faria Braun - *Adult Learning Center*

Beth Gleim -
Radisson Hotel & Conference Center

John Hopkins - *Brockton Plastics, Inc.*

Susan Joss -
Brockton Neighborhood Health Center

Kelly Carney Kelly -
Raynham Taunton Greyhound Park

Paul LaBreche - *The Enterprise*

Stephen McDuffy - *Holmes-McDuffy Florists*

Dana Mohler-Faria -
Bridgewater State College

Gerard Nadeau - *Rockland Trust Company*

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

Andrea Papadopoulos - *Arista Associates, Inc.*

Carmel Shields -
Shields Health Care Group, Inc.

Larry Siskind -
Siskind and Siskind Attorneys at Law

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

Charles Wall - *Massasoit Community College*

Frank Gillooly
 Membership Sales x 229

Ann Marrese
 Controller x 230

Roy Nascimento
 Vice President x 225

ACTION Report

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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.



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



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

JANUARY Calendar

- 5** **Ambassadors Meeting** 8:00 a.m.
- 11** **Executive Committee** 4:00 p.m.
- 13** **Business After Hours** 5: 30 - 7:30 p.m.
 Metro South Athletic Club, 85 Liberty Street, Brockton
- 20** **Good Morning Metro South (GMMS)** 7:30 a.m.
 Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton
- 21** **Government Affairs Meeting** 7:45 a.m.
- 26** **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
February

- 2** **Ambassadors Meeting** 8:00 a.m.
- 9** **Export Finance Workshop** 8:30 - 11:00 a.m.
- 10** **Human Resource Management Council** 8:00a.m.
 Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton
- 11** **Government Affairs Meeting** 7:45 a.m.
- 17** **Good Morning Metro South (GMMS)** 7:30 a.m.
 Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton

Save the date

March

- 2** **Ambassadors Meeting** 8:00 a.m.
- 11** **Government Affairs Meeting** 7:45 a.m.
- 15** **Executive Committee** 4:00 p.m.
- 16** **The Taste of Metro South** 5:30 p.m.
- 17** **Member Orientation** 8:00 a.m.
- 30** **Board Meeting** 12:00/Noon

GOODNews

Great things going on in area businesses

The Center for Business Research, University of Massachusetts Dartmouth, will host a Family Business Roundtable discussion at Rachel's Lakeside, 950 State Road, Dartmouth Massachusetts on **February 9, 2005** from **7:30-9:30 a.m.** A full breakfast will be served. This roundtable format will allow family business owners/managers to broach and discuss problems they have regarding the operation and management of their family business with other family business owners/managers. The topics, depending on interest, may cover a broad range of subjects such as: Succession, Mentoring, Conflict Resolution, Compensation, Management, Financial Management, Team Building, Growth and others. Additionally, attendees will have an opportunity to meet and become acquainted with a host of family business owners/managers with which to mentor. Along with registration, attendees are asked to submit a list of questions or topics they would like to have discussed. In turn, a panel will select representative questions for response by the panel. Time permitting, additional questions may be accepted directly from the audience. Cost for attendance is \$20 per person. For additional information and to register please contact **Ava Lescault** at **508.910.6435** or by email at **alescault@umassd.edu**.

James C. Lively, President and Chief Executive Officer of **Bridgewater Savings**, announces the promotion of **Barbara J. Danforth** to retail investment officer. In her new role, Danforth will focus on meeting the financial and investment needs of individual customers through a wide range of personalized investment strategies available through Stonebridge Investment,



Barbara J. Danforth, Retail Investment Officer,
Bridgewater Savings Bank

LLC, a Bridgewater Savings Bank company. She is located at the Bank's Bridgewater Center Office. Danforth joined Bridgewater Savings Bank in 2002 as a financial service administrator. Previously she was with Boston Mutual Life Insurance.

The Children's Museum in Easton has school vacation activities planned for this holiday break. After the kids have played with all the new toys, and chased each other around the house, you'll want to stop by and see what great activities are happening at the museum! We have lots of exciting activities planned tiring out the old year and bring in the new. For information on the day's planned activities, museum hours, or directions call the Children's Museum in Easton at **508.230.3789**.

The Fuller Craft Museum is seeking Massachusetts teachers in the Graeter Boston/South Shore region to help develop educational materials and activities for its new discovery gallery. Slated to open in Fall 2005, the new gallery will personify the Museum's tagline, "let the art touch you." The as of yet unnamed gallery will include exhibition space, a video viewing room, interactive learning stations and studio space for artist-led activities. Featured exhibition will take advantage of the accessible and "fun" nature of craft materials

such as glass, metal, ceramic, fiber and wood to explore subjects including history, science, social studies and math - as well as offer visitors a "touching" visual arts experience. Teachers interested in being part of this existing opportunity should contact Education Director **Dawn Low** via email at: **education@fullercraft.org** or at **508.588.6000 ext. 113**.

Rodman & Rodman is hosting an event entitled "**What is your Business Worth.**" This event will take place at the **Radisson Hotel in Rockland**. This informative and educational program will tell you how the value of your business is determined. It will also provide you with some great strategies to increase your business' worth. Your business is often your most valuable asset. Doesn't it make sense to know how valuable? Doesn't it make sense to increase that value? This program will provide what every business owner needs to know! The event takes place on **January 26, 2005** at **7:30**. Please contact **Jen Reading** at **617.965.5959** for further information.

For the 12th consecutive year, **Edward Jones** ranked Number 1 in **Registered Representative Magazine's** annual survey of the nation's seven largest financial-services firms. The magazine randomly selects brokers nationwide and asks them to rank their firms in various categories. Edward Jones investments representatives gave the firm its highest scores in 14 of the 20

categories in which it was rated. some of those categories include: ongoing training, client account statements, quality of the products offered, management and the firm's strategic focus.



William M. Callahan, Owner,
William M. Callahan Real Estate

The Advisory Board of **Catholic Charities South** recently elected **William M. Callahan** as chairman. Mr. Callahan has been a member of the Advisory Board of Catholic Charities South for the past seven years and has contributed significantly to the growth of the agency and its involvement in the community.

The **Brockton Rox** are proud to announce the team's third annual **Hot Stove Banquet**, presented by **FirstFed**, a division of Webster Bank N.A. The event will be headlined by former **Boston Red Sox** **Butch Hobson** and **Bernie Carbo**. The event will take place on **January 21** at the **Shaw's Center**. Doors will open at 6 p.m. for the VIP cocktail reception followed by dinner. The program will begin

Good News Continued to page 7



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Hiring and Training Resources Offered at CareerWorks

CareerWorks, the Brockton Area One-Stop Career Center along with the Division of Career Services Rapid Response team sponsored an Employer Information Session at CareerWorks, 34 School Street in Brockton on Tuesday, December 14, 2004.

The Employer Information Session was designed to provide employers information regarding the *Massachusetts Business Resource Team*, a simplified and coordinated approach to help businesses and the *Hiring Incentive Training Grant Program*, an incentive to hire unemployed Massachusetts workers. Vinny Lopes and Ken Messina, both of the Division of Career Services, were the featured speakers. Both speakers stressed the importance of these programs and urged area businesses to take advantage of the services available.

Fifteen employers attended and started the morning with an informal networking breakfast before the session was kicked off by CareerWorks Director Kim McLaughlin. "This event was a great success. The information that was presented to the employers today was important not only to help their businesses lower costs, but enable them to hire and retain employees. It was a productive session and we will continue to provide high quality services to employers in the greater Brockton area."

"The presentations were excellent and directly speak to the ever-growing need of the employers and job seekers in Massachusetts. Using the available resources will make us all much stronger so that Massachusetts can reclaim its national status," commented Sheila Chapman, Vice President of Sullivan & Cogliano. "Now the trick is to get the word out to everyone who can help take advantage of the myriad of opportunities in order to fully benefit from the available programs." Other employers commented on the valuable information that was presented and were grateful to be included in another successful event hosted by CareerWorks.

Christopher Cooney, President and CEO of the Metro South Chamber of Commerce closed the session by encouraging employers to apply for these funds to enhance their training programs. He noted the current imbalance between the dollars paid into the Workforce Training Fund verses the amount returning to the region's workers and employers. He stressed the need to keep our workforce well trained in order to remain competitive as a region. "The success of our businesses now into the future relies upon an ample supply of skilled workers," he said.



Pictured from left to right: Christopher Cooney, Metro South Chamber of Commerce; Jim Long, CareerWorks; Sheila Chapman, Sullivan & Cogliano and the Brockton Area Workforce Investment Board; Kim McLaughlin, CareerWorks; Christine Karavites, Proteas Customized Consulting; Ken Messina and Vinny Lopes, both of Division of Career Services

BOARD MEMBER Profile

Siskind & Siskind

Address:

360 Belmont Street Brockton, MA

Year Established: 1970

Number of Employees: 4

Products or Services:

Legal



Lawrence M. Siskind of Siskind & Siskind

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

Siskind & Siskind are personal injury and employment law specialists

What is your market area?

The Greater Brockton Area

What markets do you serve?

Siskind & Siskind serves Plymouth and Norfolk County

What is your main business objective concerning your customers and the business community?

At Siskind & Siskind we provide competent and expert legal representation at fair prices

How long have you been a Chamber member?

Siskind & Siskind has been a Chamber member for since 1999

What is your Chamber Involvement?

Board Member

How long have you been at your present job?

35 years

What are some of the job positions that you have held?

City of Brockton Assistant City Solicitor, National Labor Relations Board - Attorney, and Attorney at Law

List of awards, honors or special recognition your firm has received:

Director - Boys & Girls Club of Brockton, Director - HarborOne Credit Union, Director - Brockton Area Private Industry Council, President - Brockton Historical Society

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Housing Article continued from page 1

dows, central air, two full bathrooms in each unit, state of the art kitchens, two and three bedroom options and historic character of the renovated Etonic Shoe Factory. Amenities include an onsite health club, onsite deeded parking, professional management and building security.

The landmark Brockton Times Building offers 16 one bedroom condos. Amenities include vaulted 11-foot ceilings and arched windows, open floor plans, hardwood flooring, high-speed internet access in both living and bedroom areas, fully equipped kitchens, washers and dryers, individual basement storage, and

elevator service. As an added measure of security, closed-circuit cameras give residents views of five locations on a dedicated cable channel.



The Times Building, One Main Street, Brockton, MA 02301 Proposed Units: 16 Condominiums Status: Under Construction

BUSINESS After Hours

Metro South Athletic Club

Join us for a evening of food, libations, and meeting and greeting fellow business professionals. On Thursday, January 13, 2005 from 5:30 to 7:30 p.m., the Metro South Athletic Club located at 85 Liberty Street in Brockton will host the next Business After Hours.

The Metro South Athletic Club is a family-owned and managed, community-oriented, fitness and wellness facility. The club offers the greatest variety of health & fitness options in the Metro South area.

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 free for members and \$10 dollars for non-members. To register, please call the Metro South Chamber of Commerce at 508.586.0500 ext. 221.

The Community Bank Breaks New Ground in Lakeville



Picture from left to right: Peter Curtin, Vice President, The Community Bank, Dan Trout, Vice President, The Community Bank, Joanna Fellone, The Community Bank, Dennis Jones, Senior Vice President, The Community Bank, Jane Callahan, Chairman, Board of Directors, The Community Bank, Cathy Siudak, The Community Bank, Dick Telesmanick, Vice President, The Community Bank, Bob Turner, Turner Brothers Construction, Barry Koretz, BKA Architects, George Turner, Turner Bros. Construction, Jean Scarborough, Cranberry County Chamber, Chawner Hurd and Rich LaCamera, Lakeville Selectmen, Rita Garbitt, Lakeville Town Administrator and Gerry White, Lakeville Selectman

MEMBERProfile

Hanson Printing, Co., Inc.

Address: 200 Montello Street, Brockton, MA.

Website: www.hansonprinting.com

Year Established: 1936



Wendy Blake, Sales Representative, Hanson Printing Co., Inc.

Products or Services:

Hanson Printing Company is a full service commercial printer backed by over 68 years of experience and quality craftsmanship. Focusing on 2 through 6 color markets, we assure that our clients receive the utmost in attention to detail, customer communication and project management from design and layout to fulfillment.

What is unique or special about your firm and the products and services you offer? Our corporate mission is assisting our customer in becoming better at what they do. We do this by offering communications and marketing solutions tailored to the specific needs of our business partners. The other significant benefit to our clients has been the formation of a "single source"

solution for those customers who prefer a "one-stop" approach of their design, multi-color printing, mailing and storage needs.

What is your market area?

The greater Boston and southeastern Massachusetts region

What markets do you serve?

We service a myriad of industries including healthcare markets, educational institutions, financial industries, residential and real estate brokerages.

What is your main business objective concerning your customers and the business community?

Drawing on our years of experience and unlimited resources, we strive to provide our customers with high quality, compelling printed material that reflects the unique features and benefits of their businesses.

Please list awards, honors, or special recognition you have received.

1990: Metro South Economic Impact Award; 1991-2003: Winner of over 20 Gallery of Superb Printing Awards sponsored by the Boston Litho/Craftsmen's Club; 1996: Metro South Small Business of the Year Award; 2002 Sappi Paper Printer of the Year-Northeast Region Award.

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.

GRO-N-THINGS, INC.

SERVING AREA BUSINESS SINCE 1975

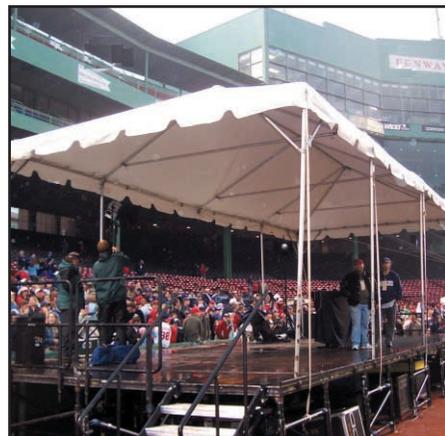
P.O. Box 1246
Middleboro, MA 02346
508.947.8433 (p)
781.767.2244 (f)



Shelley Tierney
OWNER

Good News Continued from page 4

around 7 p.m. and feature an open question and answer session with the speakers. Individual tickets for the event are \$55 and a table of eight is \$440. There will also be a live auction and raffle, with proceeds going to the **Foundation for Fighting Blindness**. Please call the Rox office at 508.559.7000 for tickets.



B.C. Tent Covers Fenway Friends at Red Sox Rally

B.C. Tent and Awning was called to bat. This twenty plus year old company, knew exactly what to do at this 'once in a life time' event, providing VIP platforms for the **World Series Red Sox Organization** and their guests. B.C. Tent was called to construct two tents over platforms for this private reception at Fenway Park, putting together a 12x12' and 16x36' tent over the platforms at the reception scheduled for Red

Sox players and guests. **John Costa**, President of B.C. Tent and Awning Co., Inc. said, "I am honored that our business was called to work with such a first-rate organization and that we will always remember this day as history re-written and a lot of fun."

Brockton Hospital announced that **Attorney David P. Frenette** has been elected as Chairperson of the Board of Trustees. "For many years, Dave Frenette has been a true leader in this community," said **Norman B. Goodman**, Brockton Hospitals President. "His vision and his commitment have been great assets to the board. I know that his knowledge of this community and our patients' needs will make him a particularly effective chairperson."



Attorney David P. Frenette, Chairperson of the Board, Brockton Hospital

Do You Have an HR Question?

Try the Human Resource Hotline

Sponsored by:

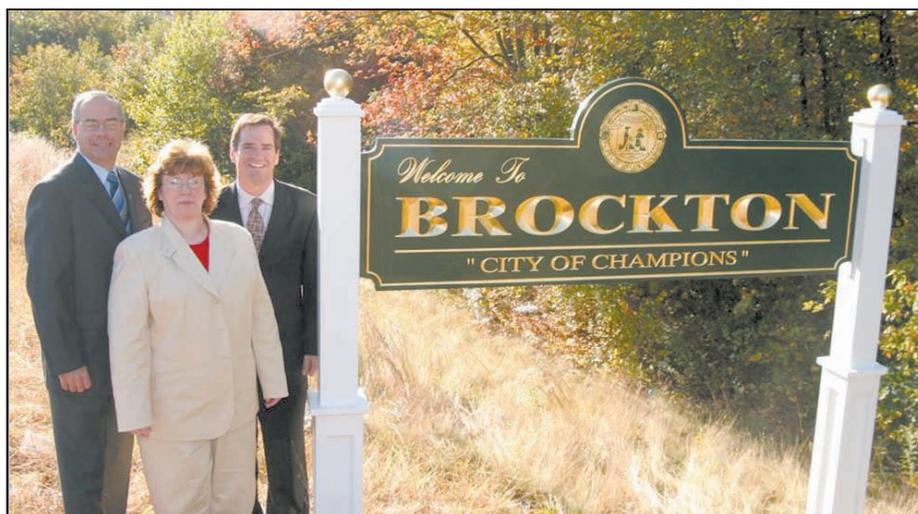


Does your business have Human Resource questions? Do you know where to turn for the answers?

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.

City and Chamber Champion Welcome Signs



Chamber Chairman Steve Hall, Massachusetts Electric Company, Brockton City Planner, Nancy Stack-Savoie, and Christopher Cooney, Chamber President and CEO, Unveil the second "Welcome to Brockton" sign near the Westgate Mall. The first "Welcome to Brockton" sign is located on Belmont Street near The Center for Automobiles owned by John Santilli

Over 500 Attend Chamber Annual Meeting



Pictured on left, from left to right: Chamber President Christopher Cooney, Chamber Chairman, Steve Hall of Massachusetts Electric, State Representative, Christine Canavan, Attorney General Tom Reilly, State Representative Tom O'Brien, and Immediate Past Chamber Chair, Jim Blake, HarborOne Credit Union



Pictured on right, from left to right: Singing State Trooper Sergeant Dan Clark, Kathi Feehan, FirstFed Branch Manager in Brockton and Maureen Gregory, Vice President and Regional Manager of FirstFed Bank.





GOVERNMENT *Affairs*

*Want to play an active role in the process of influencing lawmakers?
Have an opinion on a critical issue?*

Grassroots lobbying is an important part of the Metro South Chamber's overall government affairs efforts. The goal: to advocate on behalf of business and the Metro South region as a whole.

As part of the Metro South Chamber's grassroots advocacy efforts the Chamber will be hosting a special "**Government Affairs Training Program**" on **Friday, January 21, 2005** for members of the Chamber's Board of Directors, Government Affairs Committee, and any members interested in becoming involved in government affairs. The session will run from **7:45 - 9:15 am** and will take place at the Chamber headquarters at 60 School Street in Brockton.

Speakers will include experts from the U.S. Chamber of Commerce and Associated Industries of Massachusetts (AIM). Topics addressed will include:

- Why be active in government affairs
- Contacting your elected officials
- The legislative process
- The political outlook for 2005-2006

At the Metro South Chamber, we want to channel the collective voice of the Metro South business community into powerful force in the legislative and regulatory process. We know our members are the real business experts and, together, we believe we can make a difference.

To register or for more information, please contact **Roy Nascimento** at 508.586.0500 ext. 225 or via email at roy@metrosouthchamber.com

New Book for Business Set for January Release

The Chamber of Commerce will soon be distributing the **Year 2005 Metro South Book for Business**. The book features area dining, lodging, public golf courses, recreation, legislative leaders, community demographics, regional and economic data and a complete membership listing. The book also includes a full color map of the Metro South region, highlighting hotels, golf courses, industrial parks, town halls and other points of interest. The 2005 Book for Business features an array of antique post cards highlighting the 18 communities composing the Metro South region.

"This year's Book for Business features 100 pages of information useful to residents, visitors, and businesses in the Metro South region. It places the entire Chamber membership at your fingertips," said Christopher Cooney, President and CEO of the Chamber.

Copies of the Book for Business will be distributed throughout the region to banks, real estate offices, town hall offices, all Chamber members, area colleges, and sent to all relocating businesses and families interested in the Metro South area.



Hanson Hose Company # 2, 1912



1918, Union Street, Rockland Postcard

Ambassador of the Quarter

The Metro South Chamber of Commerce has named **Scott Sanborn of Sovereign Bank** as its **Ambassador of the Quarter**. Scott is a Senior Vice President and Market Manager with Sovereign Bank. He manages the Business Banking and Professional Services Team, which provides real estate, equipment and working capital financing as well as cash management tools and other business services to customers.

Scott grew up in a small, family-owned business environment. His professional career is impressive with over ten years of experience working with small businesses. His past experience has also included bank operations, custody and private banking, small business workout, and international debt collections.

His educational background includes an undergraduate degree from Wesleyan University and a graduate degree from the Babson Graduate School of Business.

"I have found that being a part of the Chamber and the Ambassador Team has been the most effective forum for me to learn about the Metro South and Brockton Marketplace, the diversity of business, and the many great leaders who contribute to this region," says Scott Sanborn on being a member.

Since joining the Ambassador Team eight years ago, Scott has done an incredible job supporting and promoting the Chamber. He has chaired the Ambassadors Team and the Annual membership Drive for the past five years. In addition, he has served on the Chamber's board for the last six years.

Along with volunteering for the Chamber, Scott is actively involved with community organizations including serving as Chairman of the Board for the Brockton Visiting Nurses Association and on the Board of the Small Business Association of New England (SBANE). Scott was recently elected to serve as the Vice Chair of Government Affairs for the Metro South Chamber of Commerce.

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 is 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 in this committee, contact the Chamber at 508.586.0500 ext. 231.



Scott Sanborn of Sovereign Bank

Customers, Clients, 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 ext. 221

Modell's Sports New Location in Brockton



Picture on left, pictured from left to right: Mitchell Modell, CEO and Owner of Modell's, Joe Ettore, Rosland Roos, Karen DeMello, Assistant, Barry Lopes, General Manager of Modell's, Christopher Cooney, CEO and President of the Metro South Chamber of Commerce, and Douglas Epstein, Vice President of Modell's
Picture on right, pictured from left to right: Lees Yunits, Mayor Jack Yunits, Mitchell Modell, CEO and Owner of Modell's, and Christopher Cooney, CEO and President of the Metro South Chamber of Commerce



"Taste" Celebration Set For March

New Home & Garden Booths Featured

The Chamber will celebrate the 13th Annual "A Taste of Metro South" in March at the Massasoit Conference Center, Route 27 in Brockton. The event will run from 5:30 to 8:00 pm.

This Annual Event is a celebration of living and working in the Metro South region. It is a great opportunity to sample tastes from area restaurants, discover cultural and community service organizations and enjoy live entertainment from local performers.

"A Taste of Metro South is a great opportunity to celebrate the wonderful treasures this region has to offer," said Christine Karavites, event chair and Senior Consultant for Proteas Consulting in Brockton. Event Coordinators expect over 700 guests based on past attendance. Tickets are \$15 in advance and \$20 at the door. This year A Taste of Metro South will feature home and garden displays to help welcome spring. Space is limited.

Any restaurants, cultural organizations, community organization or home and garden business interested in participating in A Taste of Metro South should contact Kerrie Blake at 508.586.0500 ext. 231.



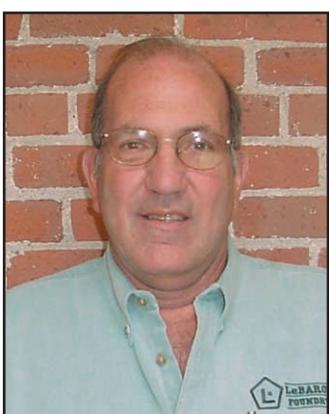
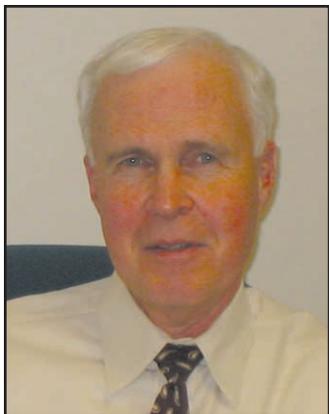
Good Days Restaurant, West Bridgewater

Chamber Recognizes Service of Five Board Members

Fred Adami of Reed, Adami & Kaiser, P.C., John McGovern of Rodman & Rodman, P.C., CPA's, Paula Peterson of The Children's Museum of Easton, Lou Russo of Comcast, and Jim Troup of the Le Baron Foundry have completed their terms of services on the Metro South Chamber of Commerce Board of Directors on November 17, 2004.

All five of these outstanding individuals have contributed countless hours toward the betterment of the Metro South region. "The Chamber and community have benefited greatly from their involvement. Fred, John, Paula, Lou and Jim have provided exceptional leadership and thanks to their influence, the Chamber is stronger," said Chairman James Blake of harborOne.

All five were recognized at the Chamber's 91st Annual Meeting on Wednesday November 17, 2004. The Chamber's Board of Directors meet regularly to address policy and issues of economic and community concern.



Pictured from left to right: Fred Adami of Reed, Adami & Kaiser, P.C., John McGovern of Rodman & Rodman, P.C., CPA's, Paula Peterson of The Children's Museum of Easton, Lou Russo of Comcast, and Jim Troup of the Le Baron Foundry

Ground Breaking Generates Jobs

Ikea launches new store

Story from the Enterprise Newspaper and photo by J. Kiely Jr.

Swedish furniture retailer Ikea hosted a formal groundbreaking ceremony Thursday, December 2, 2004, at the site of what will be the company's first retail location in Massachusetts.

Work at the site is well underway with a portion of the buildings concrete footing in place and much of the site preparation work completed.

The \$50 million, 346,000 square foot store, complete with an underground parking garage, cafeteria style eatery and staffed children's play area, should be ready to open by fall 2005, according to company officials.

The store is expected to generate \$1 million in property tax revenues and create about 400 full-time jobs. Ikea plans to open a second in-state location site in Somerville. There are currently 22 Ikea stores open in the United States. Ikea plans to open five new stores a year for the next ten years. World wide, Ikea has more than 200 locations.



Joseph Holland of Whitman, co-owner of GRC Steel Construction, works with rebar along the back wall of the Ikea store in Stoughton



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To become a member, call
508-586-0500 x 229 or e-mail
info@metrosouthchamber.com.

Congressman Lynch Announces \$2 Million in Federal Funding for BAT

Congressman Stephen F. Lynch hand delivered a \$2 million dollar check for the Brockton Area Transit Authority (BAT) to purchase new buses and make additional improvements to the BAT system. The legislation was approved by the House and the Senate and signed into law by President Bush last year.

This is the second year in a row that Congressman Lynch was able to secure \$2 million in federal funding for the replacement of BAT buses. In total, this funding will allow BAT to purchase 19 new buses for its fleet. "In 5 short years, federal dollars have helped to fuel a dramatic upgrade in transportation services for the people of Brockton and surrounding communities," said Congressman Stephen F. Lynch. "With the help of Senator Kennedy and Kerry and Congressman Moakley we were able to secure more than \$5 million for the construction of the new Intermodal Centre. With this new funding, we are hoping to build on that success."

These 19 buses are eligible for replacement funding because they have been in service for over 12 years. Additionally, 15 of these buses have logged more than 350,000 miles in service. The cost of replacing each coach is approximately \$300,000, and BAT intends to complete this replacement program in phases over the next few years.

Lynch added, "Nearly half the cities and towns in my district will benefit from these new buses. And we all know that it would have never been possible without the leadership of Mayor Yunits, Ray Ledoux of the Brockton Area Transit Authority and the entire Brockton delegation."

Brockton Area Transit Authority has an annual operating budget of nearly \$10.5 million and accommodates over 3.4 million passengers each year with its fixed-route and elderly/disabled transportation services. It serves the communities of Brockton, Abington, Avon, Easton, East Bridgewater, West Bridgewater, Randolph, Stoughton, Whitman, and Ashmont.



Congressman Stephen F. Lynch (center) presents check for \$2 million dollars to Ray Ledoux (left) of the Brockton Area Transit Authority and Brockton Mayor Jack Yunits (right)

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Commissioned Sales Position Available

The Metro South Chamber of Commerce is seeking motivated sales representatives to promote and inform Metro South businesses about Chamber programs and benefits. Interested individuals should contact Christopher Cooney at Chris@metrosouthchamber.com or send resumes to:

**Commissioned Sales Position
Metro South Chamber of Commerce
Sixty School Street
Brockton, MA 02301**

RENEWING Members

Thank You !

Abby Mae's Limousine
AGM Industries, Inc.
Baynes electric Supply Co., Inc.
Boys and Girls Club
of Brockton, Inc.
Bridgewater Square Chiropractic
Bridgewater Trophy
Christo's Inc.
Computer-Ed Institute
Cushman Insurance
Doggie Boutique
Douglas A. King Builders, Inc.
Duplitrion
First Horizon Home loan Corp.
Franklin Sports, Inc.
Giannaros, Inc.
Gold Line Transportation
Great Elm Greenhouses, Inc.
Hallet Cleaning Services
Hampden Technologies
Hayward Boynton & Williams
Ideal Jewelry & Loan
Impact Traffic Solutions
J. Frank Conley, Inc.
John. F. Mack Distributors
Jon L. Jenmarc, Inc.
Keller Williams
Kitchen Sales, Inc.
Labor Ready, Inc.
Law Office of John Riordon
Lawrence F. Briggs Insurance
Agency, Inc.
Le Baron Foundry, Inc.

MacTaggart Scott & Co., LTD
Margaritelli USA, Inc.
Massachusetts Electric Company
McCormick & Sons Insurance
Agency, Inc.
MDCOM
Melvyn D. Cohen, Attorney at Law
Michael Cedrone Monuments
Miller's Express Company, Inc.
Old Colony Hospice
recordkeepers Records
Management Systems
Residence Inn by Marriott
Roger Keith & Sons
Roger P. Wedge, CPA
Security Federal Savings Bank
Serve New England
Sign Design, Inc.
Sonitrol Security Systems
Sportswear, Inc.
Stonehill College
Storage USA
Stor-U-Self
Sullivan Appraisal/Marlene Ann
Texas Roadhouse
The Woodlands at
Abington Station
Verizon Communications
Walker-Clay, Inc.
West Bridgewater Baptist Church
Wm C. Bearce
Insurance Agency, Inc.

H.R.M.C. Calender!

Human Resource Management Council

The next **Human Resource Management Council (HRMC)** meeting will take place on **Thursday, February 10, 2004** at the **Radisson Hotel and Conference Center in Brockton.**

The featured speaker is **Debora Bloom**, from **Debora Bloom Associates**. Debora Bloom associates specializes in workforce diversity, harassment prevention, and leadership development. Over the past twenty years she has consulted to dozens of technology, health care, manufacturing, financial services and government organizations on effectively managing the human side of their businesses. She brings an

international perspective and Spanish language fluency to her work. She served in the Peace Corps in Columbia and has since consulted in many latin American countries as well as in Nigeria, Hong Kong and Belgium.

Before establishing her own firm in 1986, Debora held human resource development positions at Wang Laboratories and Digital Equipment Corporation. She was also a hospital department head and taught in the management schools of several universities.

Join us for this special seminar that will help equip you to meet new challenges facing HR professionals. Pre-register by calling **508.586.0500 ext. 231**. The cost is \$16 for members and \$26 for non-members.



Debora Bloom, Debora Bloom Associates,
February HRMC Speaker

Chamber Action on eUpdate



Sign up for the Chamber's eUpdate and stay up-to-date on local business news. Upon registering for this free update we'll enter you to win a free gift certificate to the Westgate Mall. Chamber eUpdate is a weekly email newsletter service for members created exclusively to keep them informed about chamber events, news, trends, and services available to the business community.

The service is free for members and is CAN-SPAM Act compliant. Every email that is generated contains an unsubscribe link which allows members to opt-out of future emails. Members who opt-out are automatically updated on our subscribers list to avoid the chance of sending unwanted Chamber eUpdates to them in the future. In addition, the Chamber eUpdate subscribers list is not sold or distributed.

Sign-up is easy. Simply visit the Chamber website at www.metroouthchamber.com/subscribe.html and subscribe.

Chamber Hosts SOMWBA Workshop

The State Office of Minority and Women Business Assistance (SOMWBA) held a certification workshop on December 21, 2004 at the Metro South Chamber of Commerce.

The workshop presented the requirements for state certification of minority and women business enterprises (WBE), as well as for the U.S. Department of Transportation's disadvantaged businesses enterprise program.

For further information on upcoming workshops and registration visit the



Derek Lumpkins of SOMWBA, providing Adrian R. Carrillo of Carrillo's Accounting & Tax Services with information on competing in public markets

SOMWBA website at www.somwba.state.ma.us or call **617.973.8692**.

Welcome New Members!

Make way for five new members of the Metro South Chamber of Commerce...

Modell's Sporting Goods

Ms. Cathy Acquavella
200 Westgate Drive
Brockton, MA 02301
Phone: 212.822.1000
Fax: 212.822.1000
Retail

Rob Peters Entertainment

Mr. Rob Peters
16 River Street
Braintree, MA 02184
Phone: 781.848.4235
www.djrobpeters.com
Entertainment

Sparks Street Auto Body

Mr. Jeff Chrzanski
48 Spark Street
Brockton, MA 02302
Phone: 508.583.1495
Automotive Services

Rockin K Cafe

Ms. Diane Kunkel
132A Bedford Street
Bridgewater, MA 02324
Phone: 508.697.8278

Sprint PCS Hingham

Mr. Todd Campbell
92 Derby Street
Hingham, MA 02043
Phone: 781.749.7727

Privately funded by over nine hundred local businesses, the Metro South Chamber is a private, not-for-profit business organization. By investing in the Chamber, you expand your network of business contacts, increase your management expertise and join in support of businesses already addressing important economic and governmental issues impacting your business and community.



Call Frank Gillooly at 508-586-0500 ext. 229 to learn how the Chamber can help your business.

BUSINESS EVENTS *Planner*

January 13

Business After Hours

5:30 - 7:30 pm
Metro South Athletic Club
85 Liberty Street, Brockton

This is an excellent opportunity to meet potential clients, customers, and other local business people.

Please RSVP by January 12 at 508.586.0500 ext. 221

January 14

Government Affairs

7:45 am
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.

Please RSVP by January 13 at 508.586.0500 ext. 221

January 20

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!