

Action report

June 2007

www.metroouthchamber.com

Leading Businesses
Leading Communities



CHAMBER MISSION

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



Heather Hayes, page 4



Birtuka Amakelew, page 6



Joe Glorioso, page 9

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Brockton Leading in Job Growth

MassINC Gateway Cities Report

This profile highlights Brockton's economic and demographic trends as cited in the MassINC/Brookings Institution report "Reconnecting Massachusetts' Gateway Cities: Lessons Learned and an Agenda for Renewal." To read the entire report, see www.massinc.org, or www.brookings.edu/metro/massgateways.htm

Brockton is outperforming Greater Boston on job growth

The City of Brockton actually outperformed Greater Boston between 2001 and 2005 on job growth, adding 1,500 new jobs or a 4 percent increase compared to Greater Boston's 6 percent job loss of 99,000 over the same timeframe. Employment growth in Brockton's surrounding towns gave the entire Brockton region a 1,900 job gain.

Brockton has added knowledge industry employment

Between 2001 and 2005, both the City of Brockton and the Brockton region generated a 13 percent increase in knowledge industry jobs. This respectful gain of 750 higher-paying jobs for the city and nearly 1,100 jobs for the region contrasts starkly with the 7.9 percent, 38,000 job loss in Greater Boston.

ATHENA Award

Thursday, June 14, 2007



Chazy Dowaliby, Editor

Dowaliby, Editor of The Enterprise and Patriot Ledger.

Chazy Dowaliby has been editor of The Patriot Ledger, Quincy since June 1998 and of The Enterprise, Brockton since July of 2005.

She is a Massachusetts native who began her newspaper career as a reporter for the Eagle-Tribune in Lawrence.

Before returning to Massachusetts in 1997, Dowaliby had spent nine years as a consultant in Europe and the United States specializing in the start-up and acquisition of newspapers, magazines and other publications. She worked as a media consultant in the UK and Malta, and



Technology firms are beginning to locate in Brockton

While no tech firms existed in Brockton in 1991, by 2004 the city was home to 12 such firms according to CorpTech data. Likewise, the Brockton region added 40 tech firms during that time, bringing its total up from 14 to 54. This significant percentage increase for Brockton and its surrounding towns - like most other Gateway Cities and regions - is overshadowed by the enormous gains in Greater Boston, where almost 1,600 new tech firms were established. In fact, Greater Boston increased its share of the state's tech firms from 53 to 60 percent in the 13-year period.

Continued on Page 2

as editorial director for Ingersoll Publishing, Europe.

Her previous work experience includes writing for, editing and publishing newspapers in New



York, New Jersey and California, and working as a political media consultant in Boston and Washington DC.

Each year the Chamber presents the **ATHENA** Award to an exceptional individual who has achieved excellence in his or her business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

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

Pre-register by calling the Chamber at 508.586.0500 ext. 221. The cost is \$17 for members and \$24 for non-members.

Chamber Honors Local Businesses



Chris Cooney with 2007 Small Business of the Year Award Winner Harry Minassian Sr. and son, Jason, of Westgate Lanes, Brockton



2007 Entrepreneur of the Year Award Winner Howard Wright (left) of Wright Technology Group, Brockton, with sponsor Robert Kenworthy and Paul Anghinetti, Bank of America

*For all nominees,
see page 7*

Chamber Drive A Success!

The Chamber is pleased to welcome more than 100 new businesses from 18 communities and 22 industries since January 1st, 2007.

These businesses joined to gain political insight and involvement, for networking events and opportunities, and for the betterment of their business and community.

Maria Sameiro of Brockton Area Transit Authority: Chamber Drive Winner!



For full story and pictures see page 8

Metro South Momentum- Brockton Based Economic Development Continues



SoCo 146, Loft Condos
Court Street, City Center



Johnson Square Solar Condos,
Johnson Square, off Warren Ave.



Paul Clark Volkswagen,
Liberty Street, Route 24



Campello Heights, Condos
Clinton Street, Campello



Office 24,
Belmont Street, West Side



Walgreens,
Montello Street, Montello



Brookside Condos,
Oak Street, West Side



New Offices,
Pleasant Street



Times Building Condos,
Downtown Brockton



Brockton Neighborhood Health Center,
Downtown Brockton



GOVERNMENTAffairs

The monthly Government Affairs meetings are held at the Chamber and provide an opportunity for member businesses to discuss issues important to them with their elected officials.

2006-2007 Featured Speakers:



Governor Deval Patrick, Representative Thomas O'Brien, Representative Michael Rodrigues, Geoff Beckwith, Representative Thomas Calter, Representative Allen J. McCarthy, Senator Robert Creedon, and Paul O'Brien

The next Government Affairs meeting will be a Planning Session held on **July 18 at 12:00 p.m.** During this meeting, speakers for the upcoming year will be discussed.

Come tell us which officials you would like to meet and speak with. If you would like to attend please R.S.V.P. by calling the Chamber at 508.586.0500 ext. 221.

SMALL BUSINESS INCUBATOR SPACE Now Available at the Chamber
Call 508-586-0500 x221

Brockton Job Growth Continued from page 1

Brockton's population is growing
While Brockton's 1.6 percent population growth in the 1990s lagged well behind Greater Boston's 4.5 percent increase, since 2000 the tables have turned: Brockton's growth has slowed, but its 0.3 percent gain between 2000 and 2005 bettered the 1.4 percent loss in Greater Boston.

Foreign-born residents are making up an increasing share of the population
Of the Gateway Cities, Brockton had the second-highest increase in its foreign-born resident share in the 1990s. The city's nearly 8-point gain-from 13.0 to 20.8 percent- moved it ahead of Greater Boston's 18.8 percent foreign-born share.

Housing prices in Brockton are rapidly appreciating yet remain relatively affordable

From 2000 to 2005, real median home prices in the City of Brockton rose a remarkable 83 percent-more than double Greater Boston's 37 percent increase. Yet even with the rapid appreciation, the median home price of \$280,000 in Brockton remains much more affordable than the \$429,000 price tag in Greater Boston.

Housing unit production is quickly rising
According to Census building permit data, Brockton is increasing its production of housing units significantly faster than Greater Boston. The city's 154-permit annual average between 2003 and 2005 represented an 81 percent jump over the 85-permit average in the years 2000 to 2002 compared to a 55 percent increase for Greater Boston.

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CHAMBER STAFF 508-586-0500 Front Desk x 221 Kerrie Blake Program Director x 231 Christopher Cooney President and CEO x 223 Kerry Sullivan Finance x 230	Eddie Terrenzi Membership and Public Relations x 225 Alison van Dam Communications Coordinator x 222
<div><div></div><div>ACCREDITED CHAMBER OF COMMERCE</div></div> <div>CHAMBER MISSION: To serve the interests of member businesses while providing community leadership to ensure the economic advancement of the Metro South region.</div> <div>Metro South Chamber of Commerce Sixty School Street, Brockton, MA 02301-4087 tel: 508 586-0500/fax: 508 587-1340 info@metrosouthchamber.com www.metrosouthchamber.com</div>	<div>ACTION Report Volume 7 - Issue 6 (USPS-410630) is published monthly except for combined July/August for \$5.00 per year by the Metro South Chamber of Commerce, Sixty School Street, Brockton, MA 02301-4087. Periodical Postage Paid at Brockton, MA. POSTMASTER: Send address changes to Action Report, Sixty School Street, Brockton, MA 02301-4087 The Metro South Chamber of Commerce is solely responsible for the editorial content of this publication. The Chamber wishes to assure our members of our intention to provide physically challenged participants equal access to all programs. If you or your employees have special needs in this area, please let us know by calling the Chamber at 508-586-0500 at least 48 hours in advance.</div>
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Networking at Events
is one of the most effective ways
to grow your business!

JUNE Calendar

6	Ambassador Meeting	8:00 am
14	ATHENA Award Breakfast <i>Holiday Inn, 195 Westgate Drive, Brockton</i>	7:30 am

Coming up

July		
4	Chamber Closed - Independence Day	
9	Member Verification Begins	
18	Government Affairs Planning Session	12:00 pm
25	Foundation Board Meeting	12:00 pm
25	Nominating & Executive Committee Meeting	12:30 pm

Save the date

August		
8	Good Morning Metro South Planning Session	12:00 pm
9	Human Resource Management	12:00 pm
	Council Planning Session	
29	Board Meeting	12:00 pm

Photo and print production by Mark Mahoney, The Enterprise

GOODNews

Celebrate the great things going on!

Dr. Waltman Joins PrimaryCare

Dr. Waltman, certified in both internal medicine and geriatric medicine, brings an impressive array of experiences serving local seniors.

Most recently, Dr. Waltman served as the Medical Director of the Wellness Center at Orchard Cove, a retirement community affiliated with the Hebrew Rehabilitation Center for the Aged in Boston, and as an attending physician at Beth Israel Medical Center's Division of Gerontology. Dr. Waltman also currently serves as an assistant professor of medicine at both Tufts University School of Medicine and Boston University School of Medicine.

Dr. Waltman is seeing patients at the Randolph office of PrimaryCare Affiliates at 25 Warren Street as well as the Abington Office at 360 Brockton Avenue. To schedule a new patient appointment with Dr. Waltman, please call 508-941-7227.



Dr. Allen C. Waltman

New President at Mutual Bank

William Morse, whose career in the local banking industry spans more than 30 years, has been named President of Mutual Bank, a new banking entity created by the recent merger of the former Mutual Federal Savings Bank and Security Federal Savings Bank.

The merger, which will place an emphasis on the lending side of business, will broaden the new Mutual Bank's reach in Southeastern Massachusetts to include locations in Falmouth, Brockton, Whitman, Carver, Hanson and Halifax. A branch facility in Middleborough is also slated.

Prior to serving as President/CEO of Security Federal Savings Bank, Morse was its Vice President/COO. He spent the previous 24 years with North Easton Savings Bank, beginning as a branch manager and subsequently rising up the ranks to consumer loan officer, senior loan officer and eventually Senior Vice President.



William Morse

HarborOne Donates to Troops

During the second week of May, in an effort suggested by employee Jane Gosby, employees of HarborOne Credit Union purchased cookies and brought them to HarborOne's headquarters. Mrs. Gosby and her son Timothy Plaisted, a U.S. Army PFC stationed in Iraq, filled forty boxes with cookies to be shipped overseas. On behalf of his fellow soldiers, PFC Plaisted expressed heartfelt appreciation to HarborOne and its staff. James Blake, president and CEO of HarborOne said: "The country may be divided over this war, but there is no doubt whatsoever that we fully support all of our young men and women in arms. This action is a small but important statement of our support. We thank them and pray for their safety."



(L to R) PFC Plaisted, Mrs. Gosby, Mr. Blake and Karen Munoz, HarborOne employee and cousin of U.S. Army captain Anthony Palermo who was killed last month in Iraq.

HarborOne Credit Union has established an account to collect contributions on behalf of the son of deceased American soldier, U.S. Army Captain Anthony Palermo of Brockton, who was killed last month in defense of our country in Iraq.

Knowing the difficulties that Anthony's wife Captain Kristy Palermo and her child will face, HarborOne Credit Union has established a donation fund on their behalf.

Donations made be made payable to the Marcus Anthony Palermo Donation Fund and mailed to HarborOne at P.O. Box 720, Brockton, MA 02303-0720, or delivered to any branch of the credit union.

Columbia Electric Welcomes . . .

Everett as the company's first Director of Human Resources.

In this role, Everett will oversee staffing and recruitment efforts

in addition to performing benefits administration and addressing compensation and employee relations issues. He will also implement training and programs in an effort to attract and retain the highest caliber staff.

Prior to joining Columbia Electric, Everett was the Human Resources Manager at Chase Corporation in Bridgewater, the former Director of Human Resources for Boston Baby/BB Kids in Avon, and was with Talbots Inc. for 15 years as Manager of Human Resources at the company's Lakeville distribution center. He is also a Marine Corps Vietnam era veteran.

In addition, Dan Oliveira has been named an Outside Sales Representative.

Oliveira has worked in the electric trades since 1969. He began in the electrical wholesale business with a private

company known as Mass Gas and Electric. For much of his career, he has been an electrician. He was the head electrician for Lincoln Park (the amusement facility) in Rhode Island and was then promoted to Superintendent of the Park.



Paul Everett



Dan Oliveira

Brockton Hospital Wins Grant

Brockton Hospital announced that its Physician Hospital Organization (PHO) has been awarded an \$89,000 Quality Grant from Harvard Pilgrim Health Care to fund an advanced electronic health records management system. This system will allow clinicians to more closely track and manage the results of diabetes testing as well as the cholesterol levels of both diabetic and cardiac patients suffering from coronary artery disease or congestive heart fail-

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ure. This Quality Grant is the latest in a series awarded to Brockton Hospital aimed at improving clinical quality and health outcomes for local patients.

Rockland Trust Donates Check



Gerry Nadeau (R) , Senior Vice President, Commercial Lending, Rockland Trust, presents a check for \$6,000 to Susan Spiller (L), Executive Director of the Boys & Girls Club of Brockton. The mission of the Boys & Girls Club is to provide area youth, regardless of economic status, with activities designed to build self esteem, develop leadership skills, and promote life choices. Rockland Trust’s donation will help supplement the cost of programs at the club.

Heather Hayes: New Loan Officer

Rockland Trust, announced the appointment of Heather Hayes as Senior Loan Officer. In this position, Ms. Hayes will provide mortgage services and support for local real estate professionals, financial planners, CPAs, and attorneys. She will handle residential lending inquiries and applications for the Attleboro area. Prior to joining Rockland Trust, Ms. Hayes worked as a Mortgage Consultant for Washington Mutual Bank and the Bristol County Savings Bank.



Heather Hayes

Comcast Awards Grants to Students

27 Southeastern Massachusetts high school seniors are receiving a helping hand for college in the form of \$1,000 scholarships from the Comcast Foundation. The 2007 Comcast Leaders and Achievers® Scholarship Program recognizes students who have demonstrated leadership skills, academic achievement, and a commitment to community service.

“Operatunity” Summer Shows 2007
Operatunity Performing Arts Center
-Disney’s *Beauty and the Beast*
Sunday, June 17, 12pm and 3pm
\$15 general, \$12 students/seniors
-The 3rd Annual *Dance for Joy*
Sunday June 10, 2pm, \$10
-*Clue* and *The Miracle Worker*
Wednesday, June 13, 7pm, \$10
-*Youth Theatre Evening*
Thursday, June 14, 6:30 pm, \$10
For tickets call 781-341-2016 x 179 or email info@operatunity.org

The Todd. G. Patkin Operatunity Performing Arts Center is a nonprofit organization, offering classes in music, drama, and dance. For more info, please visit www.operatunity.org.

Caritas Good Samaritan to Save Lives

Caritas Good Samaritan Medical Center has announced an expansion of its Cardiac Catheterization services within the cardiology department. The hospital will now offer primary angioplasty, an emergency intervention to open the blocked arteries of heart attack victims. Primary angioplasty can cut a patient's risk of dying by 40 percent but only if it is done within 90 minutes of the patient's arrival at the hospital. The service will be available

24/7 with coverage by three full time interventionalists; Dr. Cliff Berger, Dr. Barry Arkin, and Dr. Richard Herman.. Lt. Governor Tim Murray.

Easton Children’s Museum

Space is available for our Summer Mini Camps which meet the developmental needs and interests of children ages 3-8. The programs are geared for hands-on exploration so your child will learn while having fun! Each session is \$135 for members and \$150 for non-members plus a \$10 t-shirt fee. The camps run 9-12, Mondays-Wednesdays for consecutive 2 week sessions beginning June 25 and running through the end of August. Located in the Old Fire Station on Sullivan Avenue in North Easton Village. For more information, check our website www.childrensmuseumineaston.org or call us at (508) 230-3789.

Rogers & Gray Insurance Agency, Inc...
Has announced the following managerial changes. Donnie Hull has assumed the role of Agency Personal Lines Sales Manager. Her responsibilities will entail overseeing new business sales in the personal lines Property/Casualty area. This will include individual sales, private client sales, and Group & Worksite Marketing programs for personal lines. Ms. Hull will also continue to maintain her position as the agency's Facilities Manager. Ms. Hull has been with Rogers & Gray



Donnie Hull

for 22 years and has achieved her CPIW and DAE designations. She is a Vice President with the agency.

In addition, Jane Skala has been named Agency Advertising and Public Relations Manager. She will be responsible for all media advertising, white and yellow page advertising, website maintenance and public relations programs. Mrs. Skala, who assisted in the marketing area at Rogers & Gray for eight years, previously spent many years working at Community Newspapers, Memorial Press Group and Griffin Publishing.



Jane Skala

Chamber State House Day
The Chamber of Commerce State House Day will take place on Wednesday, June 13, 8:30 am- 3:30 pm in the Great Hall at the State House. The event will feature Governor Deval Patrick, a MA Health Care Reform update from Representative Marty Waltz, Jim McSweeney of CIP and Lauren Brenner of HCR Group, Douglas I. Foy, Cambridge Energy Alliance, and an information session on the GoingGreen push. Registration is from 8:30-9:15 am. Reservations are \$50 (includes continental breakfast and lunch) and must be paid in advance. Call Kerrie at the Chamber at 508.586.0500 x. 231.

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Send all Good News stories to:
avandam@metrosouthchamber.com

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Chamber Provides English Skills



Graduate
Michel M. Desronvil



Bao yan Veno with MSCC President and CEO
Chris Cooney, receiving her award



Graduate
Maria Jesus de Pino

On May 8, 2007 Career Works held a graduation ceremony for English for Employment students.

The class, taught by Lenore A. Firsching Cardoza, ran for 8 months. It focused on teaching English to immigrants with an emphasis on preparing them for the working world.

Congratulations to graduates Lucinda Santos Fonseca, Maria Jesus de Pina, Cenis Jean Claude. Ismael J.CC. Ganthier, Ginette Desronvil, Michel M. Desronvil, Nuris Pizarro, Woualid Wahnou, Linh Tran, Bao yan Vano, Robert Faustin, Victor Cardoso, and Krissana Thomas.



MEMBERProfile

Rockland Trust

Address, Phone, Website:

52 branches across southeastern Massachusetts. I am located at 692 Bedford Street in Whitman. Our toll free number is 1-800-222-2229. Our website address is: www.RocklandTrust.com

Number of Employees: 767

Products or Services:

A wealth of banking products and services, i.e., personal and business checking & savings; personal & commercial loans; mortgages; investment management.

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

Rockland Trust Company is a full-service community bank serving Southeastern Massachusetts and Cape Cod. We provide a wide range of consumer and business products and services through our network of 52 retail branches, eight commercial lending centers, five mortgage banking centers and three Investment Management Group offices. With \$2.8 billion in assets and close to 800 employees, Rockland Trust is

the largest publicly traded commercial bank headquartered in Massachusetts.

Year Established:

Rockland Trust was established in 1907 - We are celebrating our 100th anniversary this year! The Whitman branch was opened in 1976.

Please list awards, honors or special recognition your firm has received:

Presidents' Circle Appreciation award/ South Shore Hospital 2006 Most Leadership Givers by a Company award/ United Way 2006 Community Impact award/ Old Colony YMCA, 2005 Mayflower RSVP Outstanding Business award/ Plymouth & Brockton Human Services Council, 2005.



Birtuka Amakelew

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.

HarborOne Hosts "Business After Hours"



Over 150 attended the HarborOne Credit Union Business After Hours on May 10



Host James Blake, President of HarborOne Credit Union



Ryan Prophet, Seth Miller and Andrew Toldo, Wynn & Wynn P.C.



Dana Dalidowitz and Michael Suatrito of Old Colony YMCA enjoy the networking opportunity with Susan Spiller of the Boys and Girls Club

Good News Continued from page 5

Summer Solstice 2007 Fun For Everyone

Bay State Gas is sponsoring Summer Solstice 2007 along with the Brockton Public Library System on Thursday, June 21, 2007 at the Arnone Elementary School (Belmont St/ Warren Ave) beginning at 3:00 p.m. till 6:00 p.m. A free event for the whole family to kick off summer with fun, reading and safety. Music, entertainment, games, face painting and scavenger hunt are just a few of the activities. For more information contact Anne at 508-584-6919.

Executive Roundtable on Sales

Winfree Business Growth Advisors invites you to an invitation-only executive roundtable. This is a workshop format that will address your biggest business growth issues.

Hiring people that just don't work out? Have a lack of prospecting activity, or success? Taking too long to get a yes or no? Have an inability to sell beyond price? Preparing detailed proposals yet the competition gets the order? Have unreliable sales and revenue forecasts?

Date: Monday, June 11, Time: 9:30-11:30am, Location: 1 Adams Place, Suite 400, 859 Willard Street, Quincy.

Come prepared to bring your number one problem to the group. Attendance is by invitation only and space is limited to 8 select executives. Cost is complimentary. To reserve your spot, please call Ken Cheo at 781-353-6493 or email: kcheo@kwinfree.com

Chamber Offers Power Purchasing

The Metro South Chamber of Commerce is working diligently with competitive energy supplier Constellation NewEnergy to renew its discount electricity-purchasing program. The updated program will provide Chamber members the benefit of predictable savings on electricity, so they can more easily and cost-effectively plan their operational budgets. For further information, contact Eddie at 508.586.0500 ext 225.



Nicole M. Greenlaw, Business Development Associate and Craig Wilson, Business Development Manager of Constellation NewEnergy

Chamber of Commerce Celebrates Small Businesses

The following features appeared on the front page of *The Enterprise* highlighting the Small Business and Entrepreneur of the Year Nominees, written by Elaine Allegrini. Awards were presented on May 16 at the Small Business Luncheon. Photos Courtesy of Rich Morgan Photography.

2007 Award Recipients

Entrepreneur of the Year



Howard Wright, Wright Technology, Brockton

Howard Wright is about to double his staff at Wright Technology Group.

"I'm a one-man show expanding to two," said Wright, who has watched his business grow in the three years since he established it.

Wright, 47, grew up in Brockton and worked at Packard Farms where the late Herb Packard offered advice that stuck with him.

"Herb Packard inspired me to go into business for myself," said Wright. When he found his niche in the technology field, Wright said, "My wife suggested I

should give it a whirl."

That was the beginning of Wright Technology Group, a computer consulting firm that serves small businesses and has a concentration on non-profit organizations.

"I started slow," said Wright, who said the financial investment was minimal. "What you're selling really is your expertise - you have the knowledge base to fix problems quickly and efficiently."

Tip for success: "Go into a business that you know and are familiar with, that way you have a chance of succeeding."



Jack Vercollone

Jack Vercollone has found a way for Verc Rentals to compete against the national car-rental chains - finding a niche.

Years ago, Verc attracted business with conversion vans. Now, the company is looking to be environmentally friendly.

"We're purchasing 30 Toyota Prius hybrids," said Vercollone, who is banking on customer interest in the cars.

When Vercollone, 57, joined the family business in the early 1980s, it was a growing chain of car washes and gas stations that offered two dozen or more used cars for rent. He built the rental business to 150 cars, then faced a decision.

"The family looked to grow in car washes and gas stations, they wanted to give up car rentals," said Vercollone, a Milton native who lives in Pembroke. "We divided the business and kept the family together." Verc Rentals now has more than 400 vehicles in nine locations.

Tip for success: "It's an awful lot of persistent work."

Small Business of the Year



Harry Minassian, Westgate Lanes, Brockton

He's run a drive-in theater, a restaurant and a horse farm, but Harry Minassian said the bowling alley is his favorite.

He started his career setting up pins in an underground bowling alley in Bridgewater for 4 cents a game and now, at age 84, watches the automatic pinsetter work at Westgate Lanes in Brockton.

"I did a lot of thinking while working and I said, when I was setting up the pins, that 'some day I'm going to build a bowl-

ing alley,' and that's what happened," Minassian said.

First, it was Metro Bowl in Bridgewater, where there were 10 lanes of duckpins, and later 32 lanes in Brockton where he is on the scene every day.

Tip for success: "We took a lot of chances, my brother and me. We didn't have much money, but (the late) Wayne Clark at (the former) Peoples Savings Bank in Brockton helped us get a loan."



Michael Zygiel

Michael Zygiel saw a void in the communications business and filled it.

Zygiel launched Federal Telephone and Communications in 2003.

"Our basic model is like the phone company used to be: You call one number and we do it," he said. "We package it as a concierge level of services."

Those services include telephone installations for medium-sized businesses.

"In my market space, there's really big dealers like Verizon, for example, then really small dealers with two or three people," he said. "There's a vacuum in the market for medium-sized companies."

Zygiel, 44, employs eight full-timers and has another 150 subcontractors in the field, which allows him to extend his service area across the country.

Zygiel, a 20-year Bridgewater resident, self-financed his business with help from Community Bank in Brockton and professional legal and accounting support. "We're a bootstrap operation, we don't have any outside investors, venture capital, any partners," he said.

Tip for success: "I'm comfortable enough to take others' advice and not think I know it all."



Robert Hogan

Robert Hogan started his limousine business with one Lincoln Town Car.

Seventeen years later, he has a fleet of 11 vehicles, including a 1950 Lincoln once owned by President Harry S Truman and a

1941 Oldsmobile.

"That was just owned by me," said Hogan.

The antique cars round out a fleet that features 10-passenger traditional limousines and vans that are used for airport runs, evenings out, concerts and weddings.

In a business that has had its ups and downs through the years, Hogan now employs seven and has a service area that he describes as "everywhere and anywhere."

He turned to the limousine business during the recession of the early 1990s.

"I worked for an electronics company and was one of 5,000 let go," Hogan explained. "I had nowhere else to go."

When the original partnership split, he did it alone, reinvesting to build the business he has today.

Tip for success: "Surround yourself with people who are capable, a little more experienced. Ask an awful lot of questions. Knowledge is really power."



Joseph Stadelmann

The Stadelmann family is wired to business.

Joe Stadelmann, 42, is the steward of the business started by his grandfather, also Joseph Stadelmann, in 1922 and carried on by his

father, William Stadelmann. The family line continues.

"My dad is still with us as chief salesman, my brother David is also in a sales position," Joe Stadelmann said.

"My sister Tara is our marketing person and my other sister, Kristin, is the owner of Central Electrical Specialty Corp. of Brockton. That is our supply house."

Another brother, William Stadelmann Jr., operates an electric service business out of Middleboro.

Joseph Stadelmann Electric Contractors Inc. employs 36 in a business that services commercial and industrial electric needs throughout eastern Massachusetts and southern New Hampshire.

And, keeping to its roots, the company continues to serve domestic electrical customers in Brockton.

Tip for success: "We are very service-oriented," said Stadelmann. "We always come, we get there right away."



Joe Goldsberry

Joe Goldsberry's video business has taken him many places, including to a funeral.

"It was a very good experience in a Baptist church - uplifting and inspirational," said Goldsberry, owner of Whitman-based Media Concepts Video Production.

The video allowed a family member in Nigeria to share in the service, according to Goldsberry whose work more typically takes him to weddings and commercial jobs.

He started Media Concepts in 1993 after spending 16 years with the state Department of Education's video services department.

"It's been great," he said of the business he operates with occasional help from his wife, Denise.

While he self-financed the business, Goldsberry took advantage of the advice offered through the Small Business Administration's SEED program in Taunton.

"The way I describe myself is what you're getting when you hire me is experience and quality," said Goldsberry, 51.

The business is enjoying a new audience linked to the Internet.

Tip for success: "Do your best. It's not all about making money. You have to be good at what you're doing."

Membership Drive Volunteers Receive Awards



Maria Sameiro, Brockton Area Transit Authority

Congratulations to our top recruiters Maria Sameiro, Courtney Tilton, Dan Trout, Bob Wisgirda, Jim Silverman, Joe Kameese, and Peggy Watts. A special thanks to the Bermuda Department of Tourism for being our grand prize sponsor, and Boston Duck Tours, Foxwoods Resort Casino, and Atlantic Beach Casino and Resort for being top prize sponsors. The Chamber

would also like to thank our additional sponsors: Gowell's Candy, the Easton Country Club, the North Abington Bank, the Carousel Family Fun Center, Stoneforge Grill, Mohegan Sun, Good Days, SparkFish Wood Fire Grill, Sharkansky & Company, LLP, CPA's, Holmes-McDuffy Florists, Inc., the Boston Business Journal, Taunton Greyhound Raynham Park, Bay State Gas, The Community Bank, Gary R. Oman C.P., Baystate Physical

Therapy, the Greater Westerly-Pawcatuck Chamber of Commerce, Health Service Administrators, WXBR, The Enterprise, Stonehill College, and the Small Business Administrators.



Courtney Tilton, The Community Bank.



Margi Sandman, New England Sinai Hospital



Joe Kameese, Jack Conway & Company, Inc.




Peggy Watts, HarborOne Credit Union




Rick Colon, Verizon Communications


Thank You to Our Top Prize Sponsor:

THE WONDER OF IT ALL™



Enjoy all of the excitement of Foxwoods Resort Casino. Thrill to our six action-packed casinos with 380 of the hottest tables, over 7,000 slots, and the only Poker Room and High Stakes Bingo in New England. Enjoy casual to fine dining, shop name-brand merchandise or experience headliner entertainment. It's one wonder after another, and it's all waiting for you at Foxwoods.





FOXWOODS
RESORT + CASINO
Mashantucket Pequot Tribal Nation
Call 1-800-FOXWOODS or visit foxwoods.com

Business Incubator Space Available

The Edison Business Incubator of the Metro South Chamber of Commerce Foundation provides below-market rental space for start-up and expanding micro-enterprises needing assistance. It was created in partnership with the Metro South Chamber of Commerce, the U.S. Small business Administration, and SCORE.

Companies seeking to enter the Edison Business Incubator must have a business plan. For more information and the Incubator Application contact Eddie Terrenzi at the Metro South Chamber at 508.586.0500 ext. 225 or eddie@metrosouthchamber.com.

Chamber Hosts SOMWBA Certification



At a recent State Office of Minority and Women Business Assistance (SOMWBA) meeting, a full house participated in the SOMWBA certification program.

Sponsored by:



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 HR field. Simply e-mail your questions to the HR hotline at hrhotline@metrosouthchamber.com or log onto www.metrosouthchamber.com.

For more information contact **Kerrie Blake** at 508.586.0500 ext. 231.

More Business Generated at Biz First Expo...

The Biz First EXPO featured over 30 local companies. This premier business venue showcased products and services to future customers. The day featured programs, events, speakers and awards.



Jose Sosa and Lucila Velasquez,
Bank of America



Rob Peters,
Rob Peters Entertainment



Brenda Wornum-Moore
Career Works



Joe Glorioso
Extra Space Storage



Marcia Martin and Mark Ofstein
Costco



Christine DiMestico and Reilly O'Neale
Sign Design



John Hayes
Boston Business Journal



Jennifer Rutherford
Carousel Family Fun Center



Laurene Brannon and Kareem Nelson
ACN Wireless

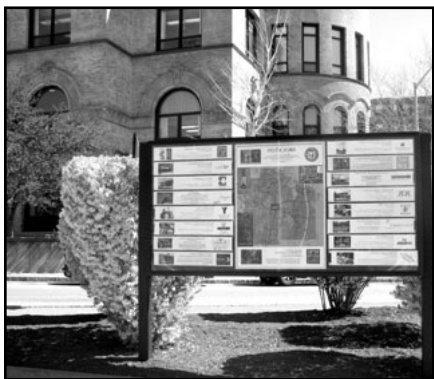


Lauren Gurley
Brockton ROX

Advertise Across the City


Brockton Information Boards

Want to advertise your business across the city? The Brockton Information Boards are an effective way to promote your company while fostering growth in Brockton. The Information Boards contain a detailed map of the city, including major routes, schools, points of interest, and sponsor information. This is a great opportunity to display your logo and company description for visitors and patrons. There are 6 board locations, including the BAT Terminal, the Fuller Craft Museum, and the Downtown Commuter Rail Station.



If you would like more information on advertising on the Brockton Information Boards, please call **Alison van Dam** at 508.586.0500 x222. The deadline for reserving space is June 15.

ACS Technology Showcase



William Adams, Jr.
Vice President, ACS

WACS Services presents the "ACS Technology Solutions Showcase"

Thursday, June 14th, 2pm - 6pm at the Shaw's Center/ Campanelli Stadium (Home of the Brockton Rox), Brockton.

Presentations by:

Microsoft: "First Server, Right Server" - Showcasing SBS 2003 and Server 2003

HP: "Set IT Free!" - Hardware solutions

X&O Regional Business After Hours



Lou Bergeron, RPB Systems & Services, Lewis S. Victor and Jiri Prokes, Law Offices of Victor, Raphael & Grimaldi, P.C.



Jim Foley, C.L. Noonan Container Service, Keri Cottingham, Barlo Sign Company, Donna Morse, Morse Housing



Charlie and Joanna Lang, Pleasant St. Piano, New members and winners of the Rox Ticket raffle



Christos Gregoriades of X&O Restaurant and Chris Cooney, MSCC President/CEO holding TV Diner Gold Plate Award



ACS
SAVE THE DATE

that are reliable and affordable. **Adtran:** Featuring Firewalls, Routers and Switches

EMC Insignia: Disaster Recovery Solutions for the Small/ Medium Business

AppRiver: Hosted Exchange and Spam

Filtering Solutions **Plus presentations from other ACS partners!!!**

For more information, please e-mail ACS-Info@ACS.com, call 508-238-6334 or visit www.ACS.com.

RENEWINGMembers Thank You !

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Acme Precision Machine Company, Inc.

ACS Services, Inc.

Anderson Insulation

Angels Healthcare Companies

Arista Associates, Inc.

B C Tent & Awning Company, Inc.

B.N. Yanow Company

Bath Fitter

Bay State Cooling

Bemis Drug Inc.

Bettridge Auto Parts, Inc.

Bradford Trailer Corporation

Bridgewater Cosmetic and Family Dentistry

Bridgewater State College

Brockton Area Workforce Investment Board

Brockton Day Nursery

C. M. Petti Market & Deli

Carousel Family Fun Center

Casey Heating & Air

ChriMark Financial Services

Collins Crane & Rigging Service, Inc.

Concord Square Development Co., Inc.

Corcoran Management Company

Cost Management Solutions

Costco Wholesale #303

Cotter Associates

Cramer Levine & Company, Architects, PC.

Creedon & Creedon

CWB Contractors, Inc.

Dirt X Cleaning

Edward J.Thibeault, C.P.A., P.C.

EMH Recovery

G.T. Reilly & Company

Good Days Restaurant, Inc.

Grant Stanton Produce Company, Inc.

Hancock Survey Associates, Inc.

Hilliard's House of Candy, Inc.

Ira Smith Truck Rental & Repair

Joe Angelo's Cafe & Deli
- John DeCosta Jr., Inc. Lock & Security

Joseph Stadelmann Electrical Contractors, Inc.

Law Office of Andrew H. Schwartz, LLC

Law Offices Of Patricia Bloom-McDonald

Metro South Athletic Club

Michael A. Taicher, PC

Micro Wire Products, Inc.

Modern Auto Body

Montello Heel Manufacturing, Inc.

My Turn, Inc.

Needel Welch & Stone, PC

New England Baling Wire, Inc.

Nordgren-Fandrich Insurance Agency, Inc.

North Easton Savings Bank

On Deck Sports - Promounds, Inc.

Pheonix Cleaning Services, Inc.

Pillsbury Florist

Prudential Linn Real Estate

Ramco Foods, Inc.

ReCom Heating & Air Conditioning, Inc.

Regional Insurance Agency, Inc.

Robert Berks, Attorney at Law

Rogers & Gray Insurance

Scott Johnson Landclearing

Sharkansky & Company, LLP, CPA's

Stonebridge Cafe

The Hire Authority, Inc.

TransPro Courier

Turner Brothers, LLC

Vermont Pure Springs

Viking Sheet Metal, Inc.

W. L. Churchill Insurance Agency, Inc.

Wainwright & Wainwright

Walkover Commons Apartments

West Bridgewater Associates LP

William M. Callahan Real Estate

Wright Technology Group

WS Anderson Electrical, Inc.

Join the Team!

The next **Ambassador Team meeting** will meet on **June 6** from 8:00 - 9:00 am at the Metro South Chamber of Commerce.

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



Ambassadors met recently to discuss current issues and new ways to support Chamber member businesses.

business professionals on the Ambassador Team.

To become an Ambassador, contact Eddie at **508.586.0500 x225**.

Ready, Set, Grow! Workshops

This workshop will help you gain a better understanding of 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 programs and services:

- Service Corps of Retired Executives (SCORE)
- Small Business Development Centers (MSBDC)
- Business Resource Centers
- SBA Guaranty Loan Programs: 7(a), Micro Loans, Express & 504's
- Government Contracting Opportunities: 8(a) business Development, HUBZones (Historically Underutilized Business Zones), Small Disadvantaged Business, and Surety Bonding
- Disaster Assistance



SBA's cooperation does not constitute or imply endorsement of any opinions, products, and/or services. All SBA programs are extended to the public on a non-discriminatory basis.

Handicapped Accessible.

Workshop Dates: Wednesday:		
June	20	October 17
July	18	November 14
August	15	December 12
September	19	

Time: 2:00 p.m. until 4:00 p.m.
RSVP: 508-513-3400
Location: Career Works
34 School St., Brockton

Kerrie Blake Appointed Chamber CEO



Kerrie Blake

Kerrie Blake of the Metro South Chamber of Commerce has been selected as president and CEO of the Taunton Area Chamber of Commerce. Kerrie served the Metro South Chamber of Commerce for over five years coordinating communications, programs and overall chamber operations. "Kerrie Blake is

an excellent choice for this position. She has given so much to this chamber and brings a great number of leadership skills with her to Taunton. We thank her for her exceptional service to the Metro South Chamber and wish her well in her new role", said Chris Cooney, president and CEO of the Metro South Chamber of Commerce. Kerrie is the third Metro South Chamber of Commerce employee within the past three years to be selected as a Chamber CEO within Massachusetts. John Dudley is now the East Boston Chamber of Commerce president and CEO and Roy Nascimento is the president and CEO of the New Bedford Area Chamber of Commerce.

EITC Returns up 23% in Brockton

The 2007 EITC Campaign promoted through Mayor James Harrington and the Metro South Chamber of Commerce at the Brockton Public Library produced very successful results this filing season through the free electronic tax service.

More than 1,160 federal and state returns were filed electronically. This represents a 21% increase over last year. The most dramatic increase was the jump in total Federal Refunds processed in

Brockton, which increased 46% over last year, \$870,000 compared with \$596,000 in 06! The Earned Income portion of that amount jumped 36% year over year. The number of families benefiting from the EIC credit increased 23% from last year. The average Federal refund increased 19% from \$1091 to \$1294.

When state figures are added into these totals, the refunds issued a total \$1,064,000 and the EIC total is \$394,000. The state figure is 15% of the federal figure.



NEW Investors

Making an Investment in our Community!

Agape Child Care & Family Life Cntr.
Ms. Tracey Wilson
20 Oak Street Ext.
Brockton, MA 02301
(508) 894-6794
Child Care

August Strategies, LLC
Mr. Jack Yunits
1145 West Chestnut Street
Brockton, MA 02301
(508) 427-6366
Business Consulting Services

Barlo Sign Company
Ms. Keri Cottingham
158 Greeley Street
Hudson, NH 03051
(603) 882-2638
Signs

Bay State Design and Construction, Inc
Mr. Steve Jenkins
PO Box 515
Hanover, MA 02339
(781) 829-0888
Construction Management

BayState Ford
Mr. James Silverman
1776 Washington Street
Stoughton, MA 02072
(781) 344-3500
Auto Sales & Service

Blue Lion Insurance
Mr. Bob Wychulis
839R Pleasant Street
Brockton, MA 02305
(508) 580-2542
Insurance

Bridgewater Credit Union
Mr. John Thomas
75 Main Street
Bridgewater, MA 02324
(508) 279-2415
Banks/Financial

Burke & Associates
Mr. Timothy J. Burke
400 Washington Street, Suite 303
Braintree, MA 02184
(781) 380-0770
Attorneys

Computer Telephone Inc.
Mr. Ray Young
60 Alhambra Road, Suite 2
Warwick, RI 02886
(401) 632-8531
Telecommunications

Edward J.Thibeault, C.P.A., P.C
Mr. Edward J Thibeault
PO Box 4130
Brockton, MA 02303
(508) 584-5607
Accountants

Electro-Vac
Mr. Jonathan O'Keefe
453 E. Center Street
West Bridgewater, MA 02379
(508) 586-7111
Janitorial Services

Express Personnel Services
Mr. Leonard Casey
45 Pond Street, Suite 205
Norwell, MA 02061-1627
(781) 871-5556
Employment

F.H. Peterson
Mr. Stanley Urban
143 South Street
Stoughton, MA 02072
(781) 341-4930
Manufacturers

Florio Construction
Mr. Ronald Florio
365 North Elm Street
West Bridgewater, MA 02379
(508) 584-8178
Contractors General

Free Evangelical Fellowship
Pastor Bernie Powell
PO Box 321
Easton, MA 02334
(508) 238-1226
Religion

Hogan Limousine Service
Mr. Bob Hogan
209 Oak Street
Halifax, MA 02339
(781) 293-4099
Limousine Services

Holbrook Cooperative Bank
Mr. Ed Remondi
95 North Franklin Street
Holbrook, MA 02343
(781) 767-1888
Community Bank

Interactive Palette, Inc.
Mr. Kevin McNally
455 West Center Street, Suite 2A
West Bridgewater, MA 02379
(508) 559-0968
Web Development/Design

J. H. Slattery Insurance Agency, Inc.
Mr. James J. Slattery
513 Washington Street
Abington, MA 02351
(781) 878-5700
Insurance

Lakeland Realty Inc./ReMax Advanced Realtors
Ms. Marie Paulsen
674 West Center Street
West Bridgewater, MA 02379
(508) 587-3629
Real Estate/Appraisers

Massachusetts Association of Regional Transit Authorities
Ms. Jeanette Orsino
130 Bowdoin Street,Suite 1801
Boston, MA 02108
(617) 248-0351
Transportation

Master Bath
Mr. Rick Serino
185 Main Street, Suite 8
Avon, MA 02322
(617) 571-5762
Contractors/Specialty

Morse Insurance Agency, Inc
Mr. Dan Morse
285 Washington Street
North Easton, MA 02356
(508) 238-0056
Insurance

Muscle, Inc.
Ms. Sue Lane
471 Prospect Street, 2nd Floor
Brockton, MA 02301
(508) 580-1544
Health and Fitness

Owens Corning Basement Finishing Systems of Boston
Mr. Paul DeGuglielmo
60 Shawmut Road
Canton, MA 02021
(781) 821-0060
Contractors Specialty

PC Service Group
Mr. Peter Canavan
221 Oak Street , Box 40
Brockton, MA 02301
(508) 559 -2297
Electrical/Telecommunications Contractors

Pleasant Street Piano Co.
Ms. Joanna Lang
161 Pleasant Street
Stoughton, MA 02072
(781) 341-3186
Music

R.F. D'Agostino Insurance Agency
Mr. Mark D'Agostino
478 Torrey Street
Brockton, MA 02301
(800) 698-0414
Insurance

Randolph Savings Bank
Ms. Dani Roppolo
10 Cabot Place
Stoughton, MA 02072
(781) 963-2100
Banks/Financial

Richardson & Collins Realty
Ms. Lynne Hylron
183 Whiting Street, Suite 17
Hingham, MA 02333
(781) 749-2300
Real Estate/Appraisers

RPB Systems & Servives
Mr. Gregg Raffa
175 R Washington Street
Norwell, MA 02061
(781) 871-8282
Office Equipment/Supplies

Silver City Cleaning
Ms. Heidi
25 Cross Street
West Bridgewater, MA 02379
(800) 442-1911
Cleaning/Janitorial - Residential & Commercial

Smiles and Miles Travel
Ms. Ellen Paderson
76 Blackbrook Road
South Easton, MA 02375
(508) 238-4088
Travel Agencies

Sonitrol Corporation
Mr. Joseph C. Tranfaglia, II
27 Yoke Road
Bridgewater, MA 02324
(508) 649-2019
Security

TRK Vending Company
Ms. Roberta Ryan
PO Box 528
Walpole, MA 02081
(508) 668-5533
Vending

United Landscape of New England
Ms. Cheryl Mann
PO Box 324
South Weymouth, MA 02190
(781) 340-5296
Landscapers/Designers

Voice Solutions
Mr. Angelo Giotis
317 Wood Street
Fall River, MA 02721
(508) 612-9000
Telecommunications

WKIB
Ms. Alison Sawhill
55 Morrissey Blvd.
Boston, MA 02125
(617) 822-6676
Media

Wynn & Wynn, P.C.
Ms. Janice E. Robbins
90 New State Highway
Raynham, MA 02767
(508) 823-4567
Attorneys



Leading Businesses • Leading Communities

Join the Chamber of Commerce

Call 508.586.0500 x225

“Maintain the Metro South Momentum”

Leading Businesses • Leading Communities

“The chief business of America is business.”
- Calvin Coolidge

President Calvin Coolidge, who also served as Governor of Massachusetts, espoused the importance of a strong business community. He recognized the strength businesses contribute to a democracy. This is why, today, the U. S. Government (IRS) recognizes Chamber of Commerce membership dues as a necessary business expense. Membership in the Chamber of Commerce is a tax deductible investment in your business and community.

To join the Chamber, call Eddie:
508-586-0500 x225.

METRO SOUTH CHAMBER OF COMMERCE

Why Are So Many Successful Businesses Chamber Members?

Business Development Services
*Edison Business Incubator
Business Assistance Center*
Professional Development
Educational Seminars and Workshops
Energy Savings Program
Constellation New Energy
Qualified Leads
Metro South Leads Group



Group Medical Insurance Rates
Blue Cross Blue Shield, Delta Dental, Harvard/Pilgrim, Tufts, United Health Care
Cost Effective Advertising
Monthly Newsletter and Annual Book for Business
Legislative Activities
Monthly meetings with legislators
Rapid Referrals
Hundreds of referrals made daily

Chamber Membership is Key to Your Business Success

WE MEAN BUSINESS!

Education • Consultation • Research • Advocacy

Call Eddie at the Chamber, 508-586-0500 Ext. 225



“The Metro South Chamber of Commerce is a major force promoting and serving Brockton’s business community. I always encourage area businesses to become active in the Chamber. The Chamber is a great advocate for the city and we’re fortunate to have such a committed organization working to enhance the future of Brockton.”

James Harrington
Mayor
City of Brockton

BUSINESS EVENTS *Planner*

June 6

Ambassador Meeting

8:00 am- 9:00am

Metro South Chamber of Commerce
60 School Street, Brockton

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

Please RSVP at 508.586.0500 ext. 225

June 14

Athena Award

7:30 am- 9:00 am

Holiday Inn, Boston-Brockton
195 Westgate Drive, Brockton

This 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. 231

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!