

Small Business & Entrepreneur Awards Luncheon



George Donnelly

The Metro South Small Business Awards luncheon is scheduled for Wednesday, **May 16**, at **The Shaw's Center** from 12:00 - 1:30 pm. The Metro South Chamber of Commerce and Bank of America Small Business Services have joined forces to recognize small business achievements and their economic impact on the region. The speaker is George Donnelly. George Donnelly has been on the Boston media scene for over 20 years. He joined the Boston Business Journal as editor in November 2000 after working for two years as a senior editor at CFO magazine,

See Related
Article on
Pages 2

where he covered a range of corporate finance topics. He was editor-in-chief of the Tab newspaper group, which included 15 weekly newspapers in the Greater Boston area, from 1995-1998. He began his journalism career as a reporter for the Somerville Journal in 1985, and he was editor of the Somerville Journal from 1987 to 1991.

A native of Peekskill, NY, Donnelly came to Boston in 1981 after getting a degree in English Literature at the State University of New York at Binghamton.

As always, the Metro South Small Business Awards luncheon

Continued on page 2

Sponsored by:

Bank of America



Chamber Membership Drive May 1-3

Becoming a member of the Metro South Chamber of Commerce provides your business opportunities to accelerate its growth. When

Sponsors



you join the Chamber, you become a leader within the business community and a member of the region's most dynamic advocacy organization. Membership means potential new business prospects, new savings, access to valuable

resources and information, access to health and dental plans, a variety of marketing opportunities and more, for you and your business.

On May 1, 2, and 3, many community and business leaders, currently benefiting from membership in the Chamber, will contact businesses that could benefit from membership in the Metro South Chamber of Commerce. This year's drive will feature many exciting

See Related
Articles on
Pages 11 & 12

Continues on page 2

Join During the Membership Drive and Receive:

- Free chance to win a membership for one year! (2nd year) *value of \$295*
- 2 Free Listings in the Metro South Book for Business (2008) *value of \$100*
- Free Internet listing on the Chamber website with an active link to YOUR website *value of \$100*
- Free set of membership mailing labels (when paid by credit card) *value of \$150*
- Free membership directory: 2007 Book for Business *value of \$50*
- Free advertisement in the "Action Report" distributed to over 47,000 homes and businesses through The Enterprise newspaper *value of \$250*

"What is honored in a country will be cultivated there." -Plato

On Thursday, **June 14**, at the Holiday Inn, Brockton, the Metro South Chamber of Commerce will present the **ATHENA Award** to an exceptional individual who



has achieved excellence in his/her business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

By honoring exceptional leaders, others will be encouraged to excel.

Tickets are \$17 for members and \$24 for non-members. To register call 508-586-0500 ext 221.

See Nomination article on page 7

Members Value Chamber



James Blake

"The Chamber is all about opportunity. It provides a major employer like HarborOne Credit Union with the opportunity to be

involved in community betterment programs, to network with new and existing businesses, to access our local elected officials and advocate collectively for local businesses. The bottom line is the Chamber works effectively expanding economic opportunity in the region."

James Blake
President & CEO
HarborOne Credit Union

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.



Business 1st EXPO, page 2



Sheila Sullivan-Jardim, page 6



Rosa Gaskins, page 10

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Business 1st EXPO - Space Limited

More than 30 businesses will be featured at the Metro South Business 1st EXPO. The EXPO is being held at **The Shaw's Center** in Brockton on Wednesday, **May 16**, from **11:00am - 3:00pm**. In addition to connecting people to member businesses, the Metro South Business 1st EXPO will feature the 16th Annual Small

**METRO
SOUTH**

Biz 1st EXPO
Business First EXPO 2007

Business Awards luncheon and two business workshops. This event is being sponsored by Bank of America, Bay State Gas and Blue Cross Blue Shield.

For further information on purchasing an EXPO table or tickets to the Small Business Awards Luncheon, please call Kerrie Blake at 508.586.0500 ext 231.



Noel Barbosa of The Community Bank at Biz 1st Expo



Stephanie Mancini of Old Colony YMCA at Biz 1st Expo

"Maintain the Momentum" Membership Drive Wrap-up/BAH May 10, HarborOne Credit Union, 77 Oak Street, Brockton



The Metro South Chamber of Commerce will host a **Business After Hours** in conjunction with its annual Membership Drive Wrap-up on Thursday, **May 10, 5:30-7:30 pm**, at HarborOne Credit Union in Brockton.

Membership Continued from page 1

is a great networking opportunity. Business Workshops and over 30 businesses will be featured at the Business 1st EXPO.

Pre-registration is required and easy. Tickets for the luncheon are \$35 for members and \$45 for non-members. The workshops and admission to the Business 1st Expo are open to the public. To register or for further information call the Chamber at 508.586.0500 ext 221.

During the Drive on May 1, 2, and 3, community and business leaders, currently benefiting from Chamber membership, will contact area businesses with an invitation to join.

Drive volunteers will have the chance to win fabulous prizes from Chamber businesses which will be awarded at this event.

If you would like to attend the Business After Hours/Wrap-up on May 10 please contact the Chamber at 508.586.0500 ext.231.

Small Businesses Get Bigger with the Chamber



"Each year we make contact with many prominent people in the region through our committee participation and attendance at Chamber functions. Over the years we have found that the more we participate in Chamber activities, the greater the return is on our investment."

John Costa, Chief Financial Officer
B.C. Tent & Awning, Inc.



GOVERNMENT Affairs

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.

The next Government Affairs meeting will be held on **May 11 at 12:00 p.m.** The speaker, Paul O'Brien, is Co-Chair of the "Early Education for All" Campaign. Paul O'Brien has more than 40 years of experience in the telecommunications industry. After working for the General Electric Company and serving in the US Air Force, he joined and rose through the ranks of New York Telephone Company.



Paul O'Brien

In 1994, Mr. O'Brien formed The O'Brien Group, Inc., a telecommunications investment and consulting firm. He graduated from Manhattan College and holds an MBA from New York University. Mr. O'Brien is co-chair of the Early Education for All Campaign and serves as Chair of the Strategies for Children Board of Directors.

If you would like to attend please R.S.V.P. by calling Kerrie Blake at 508.586.0500 ext. 231.

Small Business Luncheon Continued from page 1

incentives for small businesses to join the Chamber, including free radio and print advertising, free admission to several Chamber events, amazing discounts and more.

Chamber membership is affordable no matter how small your business - 70% of our members have 10 or fewer employees - and it provides

your business with tremendous opportunity.

To discuss how the Chamber can help you build a stronger business, or if you are a current member and wish to become a drive volunteer, call Eddie Terrenzi at 508.586.0500 ext. 225.



We make it our business to help your business in more ways than one.

No matter the size or growth stage of your business, Webster offers a full range of business banking, investment services, insurance solutions and employee benefits for businesses, business owners and their employees. Our products and services are delivered by cross-functional teams of local professionals with an intimate understanding of your industry.

This combination of products, people and specialized knowledge provides an unbeatable package of services to businesses.

See how the Webster business banking team can find a way for you and your business. **Contact Robert Twomey at (508) 235-1301 • rtwomey@websterbank.com or Ana Dyer at (508) 235-1744 adyer@websterbank.com and see how they can find a way for you.**

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CHAMBER OF COMMERCE

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

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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.

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

MAY Calendar

1-3	Membership Drive	7:30 am
10	Executive Committee	3:00 pm
10	Business After Hours <i>HarborOne Credit Union, Brockton</i>	5:30 pm
11	Government Affairs	12:00 pm
16	Business First Expo <i>The Shaw's Center, One Feinberg Way, Brockton</i>	11:00 am - 3:00 pm
16	Small Business Awards Luncheon <i>The Shaw's Center, One Feinberg Way, Brockton</i>	12:00 - 1:15 pm
28	Chamber Closed - Memorial Day	
30	Board Meeting	12:00 pm

Coming up June

1	Visit by Massachusetts Secretary of Economic Development and Housing Daniel O'Connell	9:30 am
6	Ambassador Meeting	8:00 am
14	ATHENA Award Breakfast <i>Holiday Inn, 195 Westgate Drive, Brockton</i>	7:30 am
22	Government Affairs	12:00 pm

Save the date

July		
4	Chamber Closed - Independence Day	
9	Member Varification Begins	
18	Business Familiarization Tour	TBA
25	Foundation Board Meeting	12:00 pm
26	Mini Golf Tournament	TBA

GOODNews

Celebrate the great things going on!

SMALL BUSINESS SPACE

Available at Chamber

Call 508-586-0500 x221

Costa Reelected Chairman

John J. Costa, Jr. President of B.C. Tent & Awning Company, Inc., the area's premier supplier of custom tents and awnings for outdoor occasions of all kinds, has been re-elected Chairman of the Board of the American Rental Association of Massachusetts (ARAM), an organization that represents the collective voices of rental vendors.



John J. Costa

Costa is also active in the Metro South Chamber of Commerce, the South Shore Chamber of Commerce, and the Randolph Elks.

New Business Opens

J. Williams Hair & Nail Salon is now open at 1041 Pearl Street, Brockton under the ownership of Bill Purcell. A graduate of Blaine Hair School in 1980 he has studied with the best creative educators in the hair style industry. His standards of professionalism include the key elements of respect, integrity, courtesy, and compassion. Call 508-580-2200.



William J. Purcell

A Man of Many Talents

Bob Wisgirda of WXBR 1040 AM can be seen all over the City of Brockton. He won Ambassador of the Quarter from the Metro South Chamber of Commerce, served wine as a member of the Classical Staff of the Brockton Symphony Orchestra and is currently busy practicing his lines for the upcoming "Murder in the Library". Organized by the volunteers of the Brockton Library Foundation, this annual performance will be held on Saturday, May 19 at



Bob Wisgirda

8:00 p.m. Tickets can be purchase at all libraries for \$20.00 each and includes wine and other refreshments.

For more ticket info call Brenda at 508-580-7890 ext. 111.

Mayor Attends Opening Ceremony of Boys & Girls Club Week Celebration



State Representatives Geraldine Creedon and Christine Canavan join Brockton Mayor James Harrington in congratulating three finalists for the Boys & Girls Club of Brockton's "Youth of the Year" title. Frankie Saunders-Cain (center front) was the lucky winner, shown here with runners-up Sara Theodat and Calvin Reddix. Mark D'Onofrio, of South Coastal Bank (at far right), is the Boys & Girls Club of Brockton's board president. Mayor Harrington announced the Youth of the Year winner as part of a "pomp and circumstance" ceremony during National Boys & Girls Club Week, and issued a mayor proclamation for the event.

Bailey Joins Brockton Agency

Anna Bailey, CIC, LIA has recently joined Roger Keith & Sons Insurance Agency of Brockton as a Senior Commercial Lines Account Manager. A licensed insurance broker, she had been with the Insurance Connection Agency in Mansfield since 1996 and has been in the industry since 1990. She can be contacted at Roger Keith & Sons Ins. Agency, 1575 Main Street Brockton, 508-583-1106, abailey@rogerkeith.com.



Anna Bailey

NE Sinai Offers Support Group Series

New England Sinai Hospital "Caregiver Relaxation" offers a talk, on Thursday, May 10, from 4 - 5 pm at the Alzheimer's Center, directly across the street from the hospital at 143 York Street in Stoughton, is part of Sinai's Alzheimer's Caregiver Support Group Series of ongoing support and education programs and is free and open to the public. Attendees are welcome to stay from

5:00 to 5:30 pm to enjoy refreshments, socialize and take a break from caregiving.

Presenters Pat Wilkinson, Director of Social Work at Sinai and Robyn Cohen, LICSW, will suggest ways caregivers can incorporate relaxation exercises into their daily lives, offer tips and give advice to those dealing with very stressful caregiving situations, decrease what is termed "caregiver burden" and explain ways to help make caregiving for Alzheimer's, dementia, and other debilitating conditions easier.

To register, call the Alzheimer's Adult Day Health Center programs at 781-297-1375.

Keyworth Named "Top 10 Women In the Arts"

Boston Herald has named Fuller Craft Museum Executive Director Gretchen Keyworth among the Top

10 Women in the Arts. Keyworth, at the helm as Fuller Craft made its transformation into one of the nation's top venues for contemporary craft, was the only woman beyond the Boston focused arts scene to be named to the list.

Herald staff described the prestigious group "as the ones who are ensuring venues for creativity, inspiration, culture, learning and enjoyment." Keyworth's leadership in bringing Fuller Craft onto the national scene has been aided by the world-class artists she has been able to draw to the Museum.

8th Annual Cancer Walk Announced

Brockton Hospital announced Sunday, May 6th as the date of the eighth annual Champions Fighting Cancer Walk. The Walk, which has quickly become one of the largest charity events in the Metro South



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June 5-July 31, 2007

Tuesday evenings, 6:00-9:30 pm

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\$225.00



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Or go to www.massasoit.mass.edu, click on quick course search, then select the campus, semester, and non-credit, then type in *real estate* for a complete listing of upcoming classes. We run real estate courses year round on both campuses.

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

area, is expected to draw thousands of area walkers and will raise funds to benefit Brockton Hospital cancer programs and the Chrystine M. Sullivan Memorial Foundation.

Those individuals interested in walking, or organizing a group of walkers should call the Brockton Hospital Foundation Office at 508-941-7078 or visit www.brockton-hospital.org for a brochure, pledge sheet, and route map.

HarborOne Donates to Champions Walk

James W. Blake, (R) HarborOne Credit Union President presents a check for \$5000 to Norman B. Goodman, Brockton Hospital President in support of this year's Champions Fighting Cancer Walk. The photo is taken at Brockton Hospital's Women's Imaging Center, which will benefit from proceeds raised at this year's Cancer Walk.

Lt Governor Tim Murray and United Way Launch Statewide 211

With United Way planning and resources, Massachusetts has become only the 17th state to establish a statewide 211 call assistance system whereby you can access up



Old Colony United Way along with 13 other United Ways have funded this vital new service.

to date information about health and human services throughout Massachusetts simply by dialing 211. Lt. Governor Tim Murray placed the first official call from the Crown Plaza Hotel in Natick on April 3.

Conway & Company Aids Mainspring

Employees of Jack Conway & Co. Realtors have continued their

longstanding commitment to the MainSpring Coalition for the Homeless in Brockton by recently raising over \$2,700 for the shelter through the sale of a company sponsored "Conway Country" Cookbook, company produced documentary entitled "Conway Country the Dream The Destiny," and a raffle for a weekend cruise aboard a 50 foot schooner.

The cookbook is available for six dollars, with all proceeds to benefit MainSpring. To purchase the cookbook or the documentary DVD please contact Jack Conway & Co. Realtors at 781-871-0080.

Brockton ARC Hosts "Walk in the Park"

The Brockton Area Association for Retarded Citizens (BAARC) will hold their Fifteenth Annual "Walk in the Park for BAARC" on Sunday, May 20. Registration begins at 10:30 a.m. at the Oak Street entrance to D.W. Field Park in Brockton. The Walk begins at 11:00 a.m.

The Brockton Area Arc provides Advocacy, Information and Referral, and Employment Services. The money raised through this fundraising event will be used to subsidize the Family to Family Support Center, the Sunday Recreation Program, and the Arc-ED After School Program.

All registered Walkers will be provided with a light lunch.

For more information, call the Brockton Area Arc at 508-583-8030.

Sheridan Joins PMP Associates

PMP Associates, LLC is pleased to announce the addition of Laura Sheridan, Business Development. Laura will launch a new corporate business development department to accommodate business expansion.

She is an accomplished sales/business developer, speaker, seminar leader and motivational coach.

Rockland Trust Supports Building Project

Rockland Trust has donated \$30,000.00 to the Brockton Neighborhood Health Center (BNHC), a non-profit, multicultural community

health center. The BNHC began providing services in 1994 in a mobile medical van operating out of a church parking lot in Brockton, and has rapidly grown to a multi-site clinic, offering desperately needed services to low income and marginalized popula-



(L-R): Louis Brambilla, Development Director, BNHC, Steve Hutcheson, First Vice President, Rockland Trust, and Sue Joss, Executive Director, BNHC, in front of the new health center, currently being constructed.

tions in the greater Brockton area. Rockland Trust's donation will help build the organization's new \$16.3 million dollar community health center in downtown Brockton.

Blue Lion Insurance Open for Business

Bob Wychulis, CPCU, AAI, FLMI, has been in the insurance industry for over 25 years and is President of the Blue Lion Insurance Agency located at 839 Pleasant St., Brockton.

It is his belief that agents need to spend more time with customers, studying their needs, to provide the best insurance possible. Bob is also involved in the



Bob Wychulis

Brockton community, having served as Treasurer and President of the Brockton Historical Society, V.P. of the Boys & Girls Club, and founding Treasurer of the Brockton Library Foundation, and is a veteran of the United States Air Force.

For more info call 508-580-2542 or email- Bob.BLIA@comcast.net.

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Brockton Outpaces Many New England Cities

MassINC Gateway Cities Report

This profile provides key economic and demographic trends faced by Brockton relating to 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—a 4 percent increase—compared to Greater Boston's 6 percent. Job loss-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 13.0 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.

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.

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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Call 508.586.0500 x225

MEMBERProfile

Brockton Area Workforce Investment Board

Address, Phone, Website:
34 School St., Brockton, MA 02301
508-584-3234, www.BAWIB.org

Number of Employees: 5

Products or Services:
Workforce Development

What is your market/market area?

BAWIB serves area employers by helping to identify staffing needs, worker skill gaps, and employee training needs. Additionally, the Board serves adults and youths by providing job search assistance and training via the local one-stop career center system.

BAWIB serves Abington, Avon, Bridgewater, Brockton, East Bridgewater, Easton, Hanson, Stoughton, West Bridgewater, and Whitman.

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

The Brockton Area Workforce Investment Board is a nonprofit organization serving the Greater

Brockton area whose main objective is to build a workforce investment system that is responsive to customer needs, connects job seekers with employers, and increases our investment in youth. BAWIB seeks to attain the following goals: increase the employability skills of youth and job seekers, provide employers with qualified workers, increase earnings and retention rates of employees, and help employers compete in a global market.

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

As the new Executive Director of BAWIB, my goal is to solidify and create partnerships within workforce development, education, and economic development that will foster innovation and advancement for the communities we serve.



Sheila Sullivan-Jardim



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June 5-July 31, 2007

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Nominations for ATHENA Award Now Being Accepted

The Metro South Chamber of Commerce and Sovereign Bank are pleased to announce the 2007 ATHENA Awards Program. The program was created in 1982 and has expanded to over 350 cities in the United States, Russia, and Canada. It is presented in the form of a hand-cast bronze sculpture, symbolizing the strength, courage and wisdom of the recipient.



Loretta DeGrazia,
ATHENA Award Recipient

the following quotation from Plato: "What is honored in a country will be cultivated there." By honoring exceptional leaders, others will be encouraged to excel.

On Thursday, June 14, the Metro South Chamber of Commerce will present the ATHENA Award to an exceptional individual who has achieved excellence in his/her business or profes-

sion, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

To nominate an individual, please contact Kerrie Blake at 508.586.0500 ext 231. An ATHENA Award nomination form will be mailed upon request. **Nominations are due by Friday, May 11.**

Have You Done Your "Homework"?

Article provided by: **SCORE**



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

Have you asked and answered these questions? How many cars drive by in an hour, a day, a week? Same for people walking by. What is the established mark-up on the product lines you carry? Is there competition near-by? What can you offer that they don't that will bring customers

from them to you? Will you be able to get good suppliers? Do you have enough capital to carry your family and your business for several months? What is the best kind of advertising and promotions for you? Is the rent in line and do you have satisfactory renewal options? Adequate Parking? Available help? What about the yellow pages? And much more.

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

Realtors Rave About the Chamber



"The Metro South Chamber is such an exciting enterprise! The quality programs, the innovative ideas and profound influence for good in the community make for a winning mix of attitudes and expressions."

Jack Conway, Chairman & Founder
Jack Conway & Co. Real Estate

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:

May	16	September	19
June	20	October	17
July	18	November	14
August	15	December	12

Time: 2:00 p.m. until 4:00 p.m.

RSVP: 508-513-3400

Location: Career Works
34 School St., Brockton

Still Time For Summer Interns

Interns Available Through Brockton High School

The **Summer of Work and Learning** will be held again this summer at **Brockton High School** for the fourteenth summer in a row. The Summer of Work and Learning is a well established, highly regarded summer program that gives high school students a unique opportunity to take a closer look at career options, while helping them develop skills essential for success in high performance workplaces. It is coordinated by Communities and



Schools for Career Success (CS²). Students are placed at work sites that closely match their interests.

Participating local organizations will offer supervision at numerous local worksites. Over the years, over 125 work sites have sponsored students. New organizations are invited to participate.

Interested organizations should contact **Shailah Stewart**, Brockton Public Schools, at 508.580.7445, or email her at stewart@ci.brockton.ma.us.

Interns Available Through BAWIB

Brockton Area Workforce Investment Board (BAWIB), the City of Brockton and the Mayor's Office are participating in the annual summer jobs program, YouthWorks. Collaborating with the Summer of Work & Learning, BAWIB will provide a valuable experience, a motivational career tool and financial compensation for our youth.

Participation in this program will provide the employer with an employee for up to 10 weeks over the course of the summer, whose wages will be partially subsidized by the YouthWorks program.

To learn about how to connect with youth in our city, the state has established a hotline for employers, 866.968.8461.

SMALL BUSINESS INCUBATOR SPACE Now Available at the Chamber

Call 508-586-0500 x221

Chamber Offers Small Business Space

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

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

Some offices are furnished and all feature exposed brick walls and high speed internet access. Contact

the Chamber at 508.586.0500 ext. 221 for more information.



Conference space available

Edison 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, the information requested in the application complete, and be able to demonstrate fiscal responsibility. If accepted by the Chamber, the applicant company will also provide:

- 1) Certificate of \$1,000,000 general liability insurance naming as additional insured the Metro South Chamber of Commerce
- 2) The first and last months' lease payment
- 3) Any additional financial or operational information requested by the Chamber.

Leases will be for a minimum period of one year, renewed annually.

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.

April "After Hours" Well Attended

Sinai New England Sinai Hospital

Over 100 business people enjoyed networking and the opportunity to experience New England Sinai Medical Center's exceptional hospitality and the Brenner Conference Center facility.



BOARD Profile

East Coast Petroleum



Loretta DeGrazia

Address: 1185 Turnpike Street, Stoughton MA

Phone: 781-297-7030

Website:

www.eastcoastpetroleum.com

Year Established: 1985 SOMWBA Certified Disadvantaged Business Enterprise (DBE)

Number of Employees: 27 full and part-time employees

Products or Services: Heating and fuel oil (full service), Air conditioning and refrigeration installation and repair (full service)

What is your market/market area? Residential and Commercial South Shore, North Shore, Boston

Please list awards or special recognition that your firm as received.

In 2006, Ms. DeGrazia was named recipient of the Athena Award from the Metro South Chamber of Commerce. In 2004, she won the Greater Boston Chamber of Commerce Small Business Award, was named a national finalist in the Stevie Awards for Women

Entrepreneurs, and a recipient of the Best Vendor Performance Award from the Affirmative Market Program of the Commonwealth of Massachusetts. In 2000, she was the subject of an article in Business Week magazine. Prior awards include: Blue Chip Enterprise Award from the US Chamber of Commerce, New England Business Woman of the Year by New England Business Women's Organization, and Woman of Distinction by Women Unlimited magazine.

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

East Coast Petroleum prides itself on being a good neighbor and corporate citizen. It recognizes special obligations to further certain social causes, such as affirmative action and diversity, to help make the world a better place to live and work.

How long have you been a Chamber Board Member?

Several Chambers, 15 years

What is your Chamber involvement? Active board member

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

Oil clerk, Supervisor of sales

What is your educational background?

Associate Degree-Newburg College, Bachelor's Degree with honors-Curry College, State Certification-Hazardous Materials Handling

Sponsored by:

Do You Have a HR Question?

Try the Human Resource Hotline

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

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

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



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RENEWING Members Thank You !

A B General Contractors, Inc.
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 De Brockton, Inc.
 Avo Cedar Fences
 Back Bay Bagel
 Bayside Financial Insurance Agency
 Beacon Residential Management
 Beaver Woodworking Supplies, Inc.
 Brockton Fair
 Brockton Housing Authority
 Brockton Plastics, Inc.
 Brockton Redevelopment Authority
 Brockton Rox
 Cheryl Hodge-Spencer, DMD
 Creative Cuts
 Crystal Cleaners, Inc.
 Curves
 Economic Development Finance
 Corporation
 Everett's Auto Parts
 Florio Construction
 Free Evangelical Fellowship
 Gary R. Oman, P.C.
 Hackwell-Boone Insurance Agency, Inc.
 Hennessey & MacInnis, Inc.

Irving's Home Center
 Judith A. & Richard Clark
 Lakeland Realty Inc./ReMax
 Advanced Realtors
 Meserve Travel & Cruise Center
 Modell's Sporting Goods
 Motorcars International, Inc.
 Niccoli Brothers Oil
 Old Colony Elderly Services, Inc.
 Old Town Real Estate LLC
 Peroni Financial Group, LLC
 Prime Rental & Leasing
 R D C Realty Trust
 Ramco Foods, Inc.
 Safeguard
 Sorgi and Minichiello, LLP
 Southeastern Regional School District
 Supreme House of Pizza
 The Woodlands at Abington Station
 Thibault Plumbing Corporation
 Trojan Recycling, Inc. and
 Transfer Station



To Join the Chamber
 Call 508.586.0500
 Eddie Terrenzi x 225

Email Address Update Request

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

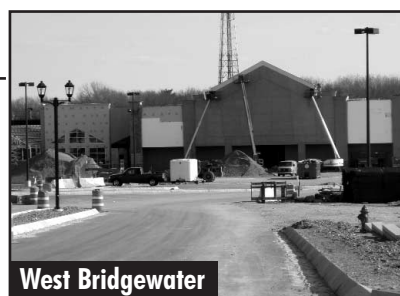
If you are not receiving the frequent emails from the Chamber office, please send a brief email to info@metrosouthchamber.com.

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

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

Lowes Under Construction

Lowes, headquartered in Mooresville, N.C., has invested \$18.5 million in the West Bridgewater site located at the corner of Rt. 106 and Manley St. The company, which did \$43.2 billion in sales nationwide in 2005, will create 175 jobs in the new location.



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Shelley Tierney
 OWNER

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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, member-to-member support, increasing awareness and promoting active participation in Chamber programs and services.



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

Presently, there are over twenty business professionals on the Ambassador Team.

To become an Ambassador, contact Eddie at 508.586.0500 x225.

Thank you for Your Continued Support

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

Bermuda Department of Tourism (Grand Prize), Boston Duck Tours (Top Prize), Foxwoods Resort Casino (Top Prize), Gowell's Candy, Easton Country Club, North Abington Bank, Carousel Family Fun Center, Stoneforge Grill, Mohegan Sun, Good Days, SparkFish Wood Fire Grill, Sharkansky & Company, LLP, CPA's, Holmes-McDuffy Florists, Inc., Brockton Neighborhood Health Center, Kelly Carney-Kelly, Bay State Physical Therapy, Gary R. Oman, P. C., The Community Bank, WBXR, The Enterprise, and Boston Business Journal.

Health Care Reform Breakfast Draws Crowd



Dan Trout-The Community Bank, State Representative Martha M. Walz, and Eric Dahlberg of The Massachusetts Connector

The topic of the newly mandated health care coverage law which impacts every business in Massachusetts was addressed at this event. To receive more information or a video of the program contact Eddie Terrenzi at 508.586.0500 x225.



Christopher Cooney-Metro South Chamber of Commerce, Pat Ciaramella-Old Colony Planning Council, Diana Shearstone-Taunton Chamber of Commerce, State Representative Martha M. Walz, Eric Dahlberg-The Massachusetts Connector, and Dan Trout-The Community Bank

Advanced Business Concepts, Inc.

1234 South Street • Bridgewater, MA 02324
 P: 508-740-3621 F: 508-697-5466
support@advancedbusinessconcept.com
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- Call us to see how we can help your business and about our aggressive pricing!!!

50% Discount on Business and Technology Assessments (Up to a \$750.00 Value) and 20% off all other services (does not include products).
 Offer ends 6/31/2007

Alison van Dam Joins Chamber Staff



Alison van Dam

The Chamber is pleased to announce the addition of Alison van Dam to its staff as the new Communications Coordinator.

Alison will be responsible for producing the Chamber's 2008 Edition of the Metro South Book for Business, monthly Action Report newsletters, press releases, and event marketing. In addition, she will design all Chamber advertisements and sponsor spaces that appear on the Brockton information boards.

Prior to joining the staff of the Chamber, Alison was the Corporate

Coordinator/ Advertising Specialist for the Holiday Inn function facilities in Dedham, MA. She graduated top of her class at Brockton High School and graduated Magna Cum Laude from UMass Amherst, with a B.F.A. concentrating in Computer Animation and Graphic Design and a minor in Music Performance. Alison is also currently freelance designing and teaching piano and clarinet out of her house in North Easton.

Feel free to contact Alison at 508.586.0500 ext. 222 or via e-mail at avandam@metrosouthchamber.com for information on any of the Chamber's publications.

Governor Meets with Chamber Leadership

Governor Deval Patrick met with the Chamber leadership and Mayor Harrington on Wednesday morning, April 25th, to discuss issues relative to making Brockton a model of economic renewal for the state and New

England. Brockton continues to be recognized for its exceptional performance in many areas

of urban development. Schools, transit related housing, renewable energy, health care, and economic development programs have all drawn accolades.



Governor Deval Patrick addresses over 500 luncheon attendees.



Full house of 500 greets Governor Patrick.



Christine Karavites-Proteas Consulting, Mayor James Harrington, Governor Deval Patrick, Ray Ladoux-BAT and Chamber Chair, Steve Hall-National Grid and Past Chair and Christopher Cooney-Metro South Chamber of Commerce. Also Barbara Voss-MOBD (pictured above)

Most recently, Brockton was praised by Boston Globe Magazine as one of the "Hottest Five" cities for young families. The Governor returned to Brockton the very next day to meet with over five hundred Chamber members to continue the dialogue. "We have provided the Governor with a view of Brockton's future. I think he understands



Governor Deval Patrick responds to audience questions posed by Christine Karavites of Proteas Customized Consulting.

of Massachusetts," said Christopher Cooney, Chamber President and CEO.

the importance of empowering gateway cities such as Brockton. I trust he will be a partner in fulfilling the promise Brockton represents to the future

Chamber To Welcome O'Connell

The Metro South Chamber of Commerce will host Massachusetts Secretary of Economic Development and Housing Daniel O'Connell on June 1st. The chamber will provide the Secretary an overview of the many projects currently underway in Brockton. The tour and luncheon will include visits to transit related housing developments, renewable energy projects and manufacturers who have benefited from the State's Tax Incremental Financing program (TIF).



Wal-Mart Supports Small Businesses

Rosa Gaskins, Director of Community Relations of Wal-Mart, Oak Street, Brockton presents Christopher Cooney, President and CEO of the Metro South Chamber of Commerce, with a check in the amount of \$1000 to support the Metro South Small Business Assistance Center and the Edison Business Incubator in Brockton. The center and the incubator are both located at the Chamber of Commerce on School Street in Brockton.



"A Guide for Brockton Entrepreneurs"

Navigating Through Regulations & Licensing

The Pioneer Institute for Public Policy Research, Boston has published "Navigating through Regulations and Licensing Requirements: A Guide for Entrepreneurs in Brockton in Twenty Occupations".

It is designed to guide Brockton's aspiring entrepreneurs through the municipal, state and federal regulations surrounding opening a



PIONEER INSTITUTE
PUBLIC POLICY RESEARCH

Brockton small business.

In addition to entrepreneurs, this publication can be of use to both public and private business assistance practitioners, as well as small business development and regulatory policy research organizations.

This guide provides step-by-step instructions for starting twenty different types of businesses in Brockton. For each occupation, there is a general checklist, followed by detailed explanations on how to meet local, state, and federal requirements. In addition to licenses and permits, this guide considers business plans, zoning, all levels of taxes, and insurance.

To access this publication go to www.brockton21.com or www.metroouthchamber.com or email Eddie Terrenzi at eddie@metrosouthchamber.com.

Auto Body Shop
Auto Repair Shop
Barber Shop
Beauty Salon
Catering
Child Care
Cleaning Service
Dry Cleaner
Flower Shop
Home Improvement
Interior Decorator
Landscaper
Laundromat
Livery
Retail Store
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Boston, MA 02110
(617) 574-1150
Real Estate/Property Management

Blue Lion Insurance
Mr. Bob Wychulis
839R Pleasant Street
Brockton, MA 02305-2127
(508) 580-2542
Insurance

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Mr. Brian Gibb
108 Black Brook Road
South Easton, MA 02375
(508) 238-4188
Financial Services

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Mr. Jim Foley
415 West Street
West Bridgewater, MA 02379
(508) 509-8999
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Mr. John A. DuVal
25 Frederick Douglass Avenue
Brockton, MA 02301
(617) 378-8448
Furniture

Attorney Robert R. Pellegrini, Jr.
Att. Robert R. Pellegrini, Jr.
152 Main Street
Bridgewater, MA 02324
(508) 807-1131
Attorney

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

METRO SOUTH CHAMBER OF COMMERCE To Join the Chamber
Call 508.586.0500
Eddie Terrenzi x225

metrosouthchamber.com Jobs Forum

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

To publish a job opening for your business or organization, please visit metrosouthchamber.com and click on

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

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

Communications Companies Champion Chamber



"The Metro South Chamber of Commerce has always been an important element in the fabric of the community. The Chamber does a great job bringing businesses and our elected officials together to find solutions to challenging issues. Comcast values its membership in the Chamber. We know that we can achieve more by working together with other businesses than working alone. Only by working together will we truly succeed in creating a quality community-one in which the business climate is strong, prospects for the future are promising, the schools are great, the arts are cherished and the streets are safe!"

Lou Russo
Comcast

You're Invited to...

Better Your Business and Community

Special Offer through May 3rd

Dear Business Owner:

On behalf of the Metro South Chamber of Commerce and its membership, I extend to you a cordial invitation to become a member of the region's leading economic development and business advocacy organization. We serve Brockton and seventeen surrounding communities and have a membership of over 1000 businesses.

When you join the Chamber, you access services worth thousands of dollars to your business each year. You'll expand your network of business contacts, increase your management skills and become more involved in the important Economic and Governmental issues that affect our business community and your business.

Upon joining, you will receive a complete membership package including the Chamber's Annual Book for Business, several chamber publications and a member decal for you to display prominently. In addition, your business will be listed in the Chamber's Action Report newsletter (38,000 pieces) and website at, www.metroouthchamber.com.

If you have any questions, feel free to contact Eddie at the Chamber, 508.586.0500 ext. 225, and he will be happy to assist you. Once again, thank you for your time and consideration.

Sincerely,

Dan Trout
The Community Bank
Drive Chair

Christopher Cooney
CEO/President

Eddie Terrenzi
Membership Services
Public Relations

Chamber Staff

Kerry Sullivan, Controller - x230

Kerry is responsible for all of the Chamber's financial reporting. She works cooperatively with the management team to produce forecasts, projections and budgets.

Christopher Cooney, President/CEO - x223

Chris provides effective leadership for the organization and its members in carrying out the Chamber's mission, directing internal operations and developing external relationships beneficial to business and community advancement.

Kerrie Blake, Programs Director - x231

Kerrie is responsible for all Chamber programs and events. This includes the monthly Good Morning Metro South breakfast, the Human Resource Management Council Series, the Taste of Metro South, and the Chamber's Annual Meeting and Business Expo.

Eddie Terrenzi, Membership and Public Relations - x225

Eddie is responsible for development of the Chamber's membership program as well as coordination of public relations activities. He also coordinates and develops the Chambers marketing material and weekly e-update.

Alison van Dam, Communications Coordinator - x222 (see photo and article on p.10)

Alison is responsible for producing the Chamber's Metro South Book for Business and the monthly Action Report newsletter. She also coordinates and maintains the Chamber Information Boards and website.



"Maintain the Metro South Momentum"

Chamber Membership Drive **May 1, 2, 3**

"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

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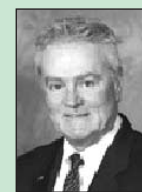
Chamber Membership is Key to Your Business Success

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

Join by May 11 and mention this ad, to save \$25, receive a FREE membership directory, a FREE set of mailing labels, and FREE admission to our next three (3) programs! Also, you will be entered into our drawing to win a free year of membership!

WE MEAN BUSINESS!

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"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*

May 10

Business After Hours

5:30 - 7:30 pm

HarborOne Credit Union

77 Oak Street, Brockton

This is a great way to make business contacts in a casual setting.

Tickets:

\$5. members

\$10. non-members

Please RSVP at 508.586.0500 ext. 221

May 11

Government Affairs Meeting

12:00 pm

Metro South Chamber of Commerce

60 School Street, Brockton

Join other Chamber members for this opportunity to interact with legislators and learn more about activity on Beacon Hill.

Please RSVP at 508.586.0500 ext. 231

May 16

Business Luncheon & EXPO

11:00 am - 3:00 pm

The Shaw's Center

One Feinberg Way, Brockton

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

Tickets:

\$35. members

\$45. non-members

Call 508.586.0500 ext. 231 for further information.

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: _____

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