

# Actionreport

September 2004

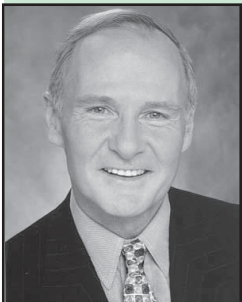
Always about OPPORTUNITY

**CHAMBER MISSION**

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



Shaun Fitzgerald  
Fitzgerald Appraisals, pg. 8



Tom Reilly  
Massachusetts  
Attorney General, pg. 8



Scott Sanborn  
Sovereign Bank, pg. 6

**CONTENTS**

Calendar of Events 3  
Good News 4  
New Investors 7  
Member Profile 8

## Good Morning Metro South!

September 22 at the Radisson Hotel



Robert L. Culver  
MassDevelopment

The Metro South Chamber of Commerce is presenting the first **Good Morning Metro South** of the season on **Wednesday, September 22 from 7:30-9:00** at the **Radisson Hotel and Conference Center, formally known as the Holiday Inn Metro South Hotel**, located at 195 Westgate Drive, Brockton.

The breakfast promises to be fast-paced, informational and educational.

**Robert L. Culver, President and CEO of MassDevelopment is a featured speaker.**

Before joining the MassDevelopment team, Bob served as Vice President for Administration and Finance at Yale University. His responsibilities included oversight of the University's financial services, capital planning, construction and facilities management, student financial and administrative services, and an internal audit. Prior to his tenure at Yale, Bob served as Executive Vice President and Chief Financial Officer for Cabot Corporation, and as Senior Vice President and Treasurer of Northeastern University in Boston, where he partnered with city officials and

neighborhood activists to build affordable housing for local families.

Bob received a B.A. from the State University of New York, Buffalo, a masters degree from the London School of Economics and Political Science, and an M.P.A. from the Kennedy School of Government at Harvard University. He also completed an intensive non-degree program in Chinese Language and history at the University of Cambridge.

In addition **Kirk Davis President and CEO of Enterprise NewsMedia LLC** will be a featured speaker.



Kirk Davis, President and CEO  
Enterprise NewsMedia

Mr. Davis is the former president and publisher of the Community Newspaper Company and was recently named CEO and President of the Enterprise and Publisher to the Patriot Ledger. When he was president and publisher of the CNC, Davis was responsible

for 113 daily and weekly newspapers, speciality publications and the news media group.

As always, the GMMS breakfast program is a great networking opportunity. Guests are encouraged to stay for informal networking immediately following the program. Pre-register by calling 508.586.0500 ext. 221. The cost is \$16 for members and \$23 for non-members.

## Thomas Edison Memorial unveiled

Story by: Lisa Gosselin, Enterprise Special Correspondent



Mayor Jack T. Yunits addresses Chamber at unveiling of new Edison Memorial in Downtown Brockton

Over fifty people gathered in back of City Hall Thursday morning on July 29, 2004 for the official unveiling and formal dedication of the **Thomas A. Edison Memorial**.

The memorial structure sits across from 60 School Street, the home of the Metro South Chamber of Commerce and the Old Colony Planning Council, and is flanked by two evergreens and small garden in front of the statue.

Commissioned three years ago, by the Chamber the eight-foot tall granite block and bronze relief plaque, created by **Janos Stone** of Boston, commemorates the contributions Edison made to the Brockton community.

"Brockton and it's people are proud to have encouraged Edison," said **Christopher Cooney**, president and chief executive officer of the Metro South Chamber of Commerce.



James Blake, HarborOne Credit Union, Christopher Cooney Chamber President and CEO, Janos Stone Artist, and Mayor Jack Yunits

Join the Chamber of Commerce NOW!

Call 508-586-0500 x229

## Opportunities for Customers & Contacts

The Chamber provides many opportunities to expand your business contacts.

For a complete list of all Chamber committees, please visit [www.metroouthchamber.com](http://www.metroouthchamber.com) or call 508-586-0500 x221.

### Ambassador Team/Membership

The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, and member-to-member support, increasing awareness and promoting active participation in Chamber programs and services. Presently, there are over twenty business professionals on the Ambassador Team.

### Government Affairs Committee

Government affects your life every day. Legislative actions at municipal offices, on Beacon Hill, and in Washington D.C. affect your organization's continued ability to prosper. With widespread concern over the status of the national economy, now more than ever is the time to speak out and be heard on taxes, regulations, and other issues that affect your bottom line. The Government Affairs Committee meets every month to discuss issues of concern to Metro South businesses.

### Human Resource Management Council

The Human Resource Management Council (HRMC) supports and provides continuing education and consulting to professionals in the ever-changing world of human resources. Regardless of the size of your business, human resource issues directly affect you, and the resources of the Council can be your link to vital information.

## Need help starting your business? Searching for money to start your business?

### The Metro South Business Assistance Center can help!

The Metro South Business Assistance Center (BAC), a partnership of over twenty organizations, is a high-tech, one-stop business resource center that offers counseling, technical assistance, and financing to potential, existing and expanding businesses.

#### FREE services offered

- Business Related Software
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- Workshops & Seminars (fees may apply)



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## Business After Hours

### Radisson Hotel & Conference Center

September 30, 2004 at 5:30 pm

The Radisson Hotel & Conference Center, formally known as the Holiday Inn-Metro South will be hosting the season's first Business After Hours on September 30, 2004 at 5:30 pm.

Come and network with other members while listening to the jazz artist, Johnny Souza, who have performed at the Boston Harbor Hotel, Copley Marriott and Foxwoods. Enjoy delicious

appetizers and spirits prepared by The Grill Restaurant and hopefully be one of the several to win a door prize raffle. The raffle prizes include a weekend romance package with two nights in a one of a kind 2 room jacuzzi suite, bottle of champagne, chocolate covered strawberries and dinner for two at The Grill Restaurant.

The Business After Hours is a great opportunity to meet potential clients, customers, and other local business people. To register for this event please call the Chamber at 508.586.0500 ext. 221 or online at [www.metroouthchamber.com](http://www.metroouthchamber.com).

The newly renovated Radisson Hotel and Conference Center located at 195 Westgate Drive, Brockton.



## Do You Have an HR Question?

### Try the Human Resource Hotline



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

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

Simply e-mail your questions to the HR hotline at [hrhotline@metrosouthchamber.com](mailto:hrhotline@metrosouthchamber.com) or log onto [www.metroouthchamber.com](http://www.metroouthchamber.com). For more information contact Kerrie Blake at 508.586.0500 ext. 231.

  
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**Sarah DeBettencourt**  
 Communications Coordinator x 222

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**Roy Nascimento**  
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**ACTION Report**

(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.

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 to grow your business!

**SEPTEMBER Calendar**

- 9** **Member Orientation** 8:00 a.m.  
 Sponsored by: HSA
- 10** **Government Affairs Meeting** 7:45 a.m.
- 15** **Human Resource Management Council** 8:00 a.m.  
 Radisson Hotel and Conference Center, 195 Westgate Drive, Brockton
- 22** **Good Morning Metro South (GMMS)** 7:30 a.m.  
 Radisson Hotel and Conference Center, 195 Westgate Drive, Brockton
- 30** **Business After Hours** 5:30 p.m.  
 Radisson Hotel and Conference Center, 195 Westgate Drive, Brockton

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

*Coming up*

**October**

- 6** **Ambassadors Meeting** 8:00 a.m.
- 6** **Legislative Reception** 5:30 p.m.  
 Donahue Hall, Stonehill College
- 8** **Government Affairs Meeting** 7:45 a.m.
- 12** **Executive Committee** 4:00 p.m.
- 14** **Business After Hours** 5:30 p.m.  
 Saphire Manor Inn, 164 Massapaog Avenue, Sharon
- 21** **Good Morning Metro South (GMMS)** 7:30 a.m.  
 Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton
- 27** **Board Meeting** 12:00 p.m.

*Save the date*

**November**

- 3** **Ambassadors Meeting** 8:00 a.m.
- 12** **Government Affairs Meeting** 7:45 p.m.
- 17** **91<sup>st</sup> Annual Meeting & Business-to-Business Expo**  
 Massasoit Conference Center, Route 27, Brockton 10:30 a.m. - 3:30 p.m.

Photo and print production by **Mark Mahoney, The Enterprise**



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

**Metro South Chamber of Commerce**  
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 tel: 508 586-0500/fax: 508 587-1340  
 info@metrosouthchamber.com  
 www.metroouthchamber.com

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# GOODNews

Great things going on in area businesses

**Jeffrey Smith, CFP**, Senior Vice President of New Business and Manager for **Rockland Trust Company's Investment Group**, announced the appointment of **David B. Smith, CFA**, Vice President and Senior Portfolio Manager for the **Investment Management Group**. Smith will be responsible for overseeing the investment team and managing client accounts.

Smith has an extensive background in the investment management industry. Most recently, Smith was a Managing Partner and Senior Portfolio Manager at Mellon Growth Advisors, a subsidiary of Mellon Financial Corporation. Prior to Mellon his professional experience included a variety of investment related roles at State Street Global

Advisors.

**The Children's Museum in Easton** is sprucing up for the busy year ahead as it closes its doors temporarily for its annual Fall Spruce-up from August 29 - September 13. To kick off the fall season, the Museum will bring back the ever popular **Scarecrow Stomp on Sunday, September, 19 from 11 a.m. - 4 p.m.** Families are invited to join in for a "down-home" day of scarecrow making, cider pressing, taffy pulling, and old-fashioned games and crafts. Bring your own clothes, a sack for a head and the Museum will supply the stuffing for a scarecrow of your own to take home. Admission to the Scarecrow Stomp is \$2 per person for members and \$7 per person for non-members with the maximum of \$30.

Admission includes all scarecrow Stomp activities and Admission to the museum interactive exhibits. Snacks and beverages will be available for purchase. Rain date will be Sunday, September, 26. For more information call 508.230.3789.

**Dr. Andrew Smyth of New England Spinal Care & TASC, Inc.** invites all softball teams, players, willing volunteers, cancer survivors, and companies to "Take a Swing at Cancer". Come one, come all to the **11th Annual Betty Smyth Memorial Softball Tournament** held the weekend after Labor Day in Burlington, MA. The tournament creates a friendly, fun atmosphere in the form of one day coed softball tournaments. The focus is to have a great time and let others benefit from it. For further information visit [www.takeaswing.org](http://www.takeaswing.org).

**Jack Conway of Conway and Company**, recently received the **Distinguished Service Award** at

**Bridgewater State College's** recent commencement exercises. The public-service award was presented by college President **Dr. Dana Mohler-Faria** before 5,000 at the college commencement. The Distinguished Service Award honors a person whose "significant acts of public service have created opportunities for citizens of Southeastern Massachusetts to improve the quality of their lives," according to Dr. Molher-Faria.

**James Blake, President of HarborOne Credit Union** announced the appointment of **Joseph F. Casey** as **Senior Vice-President and Chief Financial Officer**.

Mr. Casey has had extensive banking and accounting experience and was most recently Senior Vice President and Chief Financial Officer for Compass Bank for Savings and Vice President of Seacoast Financial Services of New Bedford. His

"Good News" continued on pg 5

## GOVERNMENT Affairs



Next Meeting: September 10 at 7:45 a.m.

Guest Speaker: Charles Hickey, Executive Editor, The Enterprise  
Topic: Upcoming Election Analysis

The Government Affairs meetings are held monthly at the Chamber Headquarters and provide an opportunity for member businesses to discuss issues important to them with their elected officials. Join other Chamber members for this opportunity to interact with legislators and hear first hand

what is in store for the business community on Beacon Hill.

If you would like to attend or if you would like further information about the Chamber's Government Affairs Committee, please contact Roy Nascimento at the Chamber at 508. 586.0500 ext. 225 or via e-mail, [roy@metrosouthchamber.com](mailto:roy@metrosouthchamber.com).

## Green Monster in Brockton



WB Mason was the first company to place an advertisement on the Green Monster at Fenway Park. It now has brought its own version of the Green Monster to its building in Brockton. The building that houses WB Masons Headquarters at 59 Centre Street now features a



The "monster" was spotted at 59 Centre Street

60-foot by 60-foot mural of the Green Monster. Students from the Rhode Island School of Design in Providence created the mural.

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"Good News" continued from pg 4

additional experience includes Andover Bancorp, Inc. and Wolf and Company. Mr Casey is a CPA and BS graduate from Bentley College. He is also a graduate of the Program for Management Development, Harvard Business School and School of Bank Investments, American Bankers Association. He is a member of the Massachusetts Society of CPA's and also a member of Financial Executives International.

The **Massachusetts Workforce Training Fund** has set the next application deadline. The Massachusetts Workforce Training Fund helps companies, large and small, to train their employees by **providing grant money to Massachusetts businesses**. Since 1999, over 1,500 Massachusetts employers of all sizes, in every sector, have received grants to train over 120,000 workers. The next grant application **deadline is November 15. For information call 1.800.252.1591.**

The **International Trade Assistance Center**, located at 139 Main Street in Fall River, assists companies seeking assistance in developing export markets. ITAC has provided one-on-one counseling and assistance to 112 companies in the region. ITAC is a private, state-funded, non-profit organization that offers free services. If your company would like to expand to foreign markets but lacks the resources to do market research, ITAC can help. **For information call 508.324.4422.**

The management of **HarborOne Credit Union**, the new name for **Brockton Credit Union** announced that it was honored to have received the **prestigious "Five Star" rating** for the **42nd consecutive quarter** from **Bauer financial Reports**, a nationally recognized bank-research firm. "Five Stars" represents the highest rating awarded by Bauer, and it indicates that the credit union is one of the top performers in the financial services industry with high tangible federal regulatory capital. Bauer also recognizes HarborOne Credit Union for its profitability, sound investments and low level of delinquent loans and repossessed assets. According to Bauer, very few of the nation's credit unions receive its five star rating for more than twenty consecutive periods.

**Dr. David Ostroth** of Raynham has been named **Vice President for Student Affairs at Bridgewater State College**. Dr. Ostroth will oversee the out-of-class life for students and coordinate the policies, programs and services that support students as they earn their degree. In addition, to supervising twelve departments in the division, the Vice President works closely with the other divisions in the college to establish and continuously improve the campus environment for students.

On **Monday, September 13, Health Care of Southeastern Mass, Inc.** is hosting its **Inaugural Golf Tournament, Playing Fore**

**Families**, at the **Waverly Oaks Golf Club** in Plymouth.

The day promises to deliver for golfers-a championship golf course, lots of food, auction and raffle items, and golfing for a great cause. Please come join us! **Register by contacting Bev Wright at bwright@hcsm.org.**

"**Massasoit Motivations**", the workforce training series offered through **Massasoit Community College** announces "**Business Killers: Six mistakes that can kill your business and your future**". **Paul Corrigan** and **Matt Clayson** of the **Commonwealth Financial Group** come together to offer business owners a unique and exciting experience. The discussion will address six mistakes such as; "**I know what my business is worth**," "**My business is my retirement**," and "**I'm too busy running this company**".

This training breakfast will be held in the Louison Board Room on the Massasoit Community

College Brockton Campus on **Wednesday, September 29.** Registration and continental breakfast begin at 7:45 am and the program runs from 8:30-9:30 am. **Massasoit's Professional Center** is coordinating the event and can be contacted at 508.588.9100 ext. 2013.

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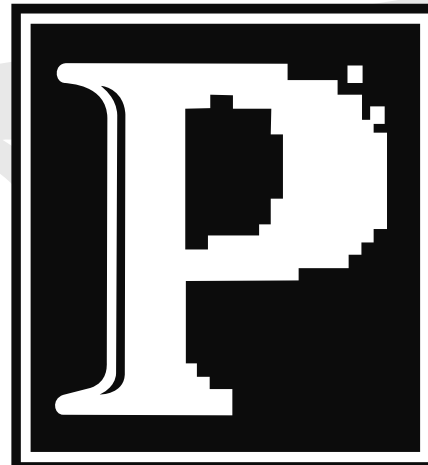
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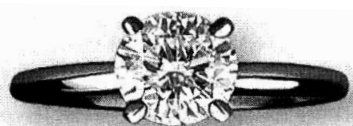
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## Baseball Benefits Kids

### A Special Initiative of the Mayor's Task Force on After-School Programs

Campanelli Stadium was filled with not your average crowd or players on August 19, 2004. The Mayor's Celebrity Softball Challenge took place to raise money for the After-School Programs in Brockton. The Mayor's Task Force on After-School Programs designs, evalu-



John Kelly from the Raymond Community School and Nick Lee from East Junior High grab a breather after the game on Thursday night.

ates, supports, and sustains excellent after-school programs that provide a variety of educational and enrichment opportunities for youth in safe environments. The Task Force is made up of school personnel and community representatives committed to making "every child a champion" through after-school opportunities.

The teams were coached by Brockton Rox Manager Ed Nottle and Mayor John T. Yunits. The Red Team Coached by Yunits, bested the Blue Team, 3-2 in a three-inning game under the lights. Maureen Murray of the Brockton 21st Century Learning Center estimated the charity game raised about \$5,000 for the after-school programs.

## MEMBEROrientation

September 9, 2004 - 8:00 a.m.-9:00 a.m.

Join us for a Member Orientation held at the Chamber's Office on Tuesday, September 9, 2004. The Member Orientation gives new members, prospective members, and new employees of existing member companies an opportunity to network and explore the many programs and services available to Metro South Chamber members. Whether you're a new member, new to your company, or a long-time member who wants to know "what's new at the Chamber", you'll be welcome at this session.

The orientation will begin promptly at 8:00 a.m. Coffee and refreshments will be provided. Please bring plenty of business cards for networking and some promotional materials on your company to share.

The Member Orientation is free, but pre-registration is required. Please call 508.586.0500 ext. 221 to register or email [info@metrosouthchamber.com](mailto:info@metrosouthchamber.com).

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## BOARDMEMBERProfile

Sovereign Bank



Scott Sanborn, Sovereign Bank, Vice Chair Membership

**Address:** 75 State Street, Boston, MA 02109

**Website:**  
[www.sovereignbank.com](http://www.sovereignbank.com)

**Year Established:**  
Current entity in 1987. Entered New England in 2000

**Number of Employees:**  
2,500 plus in New England

**Products or Services:**  
Full Service Retail and Commercial Bank

**What is unique or special about your firm and the products and services you offer?** Sovereign combines the breadth of products and services of a large bank with the local presence and decision making of smaller banks.

**What is your market area?**  
Eastern and Central Massachusetts

**What markets do you serve?**  
Privately held small businesses and middle market companies with revenues \$1MM to \$10MM spanning all industries and professional services firms

**What is your main business objective concerning your customers and the business community?**  
Provide financial services that help businesses and communities grow and prosper through a collaborative relationship model

**How long have you been a Chamber Board member?** 7 years

**What is your Chamber involvement?** Vice Chair Membership; Chair of the Ambassador Team for 6 years; Annual Membership Drive Chair for last 3 years

**What are some job positions that you have held?** Market Manager; Team Leader, Boston/South; Relationship Manager, Metro South

**What is your educational Background?** Received a BA from Wesleyan University and a MBA from the FW Olin Graduate School of Business at Babson College

**How long have you been at your present job?**  
Market Manager for Eastern Massachusetts for the past 4 years

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*May we be of Source?*

# Chamber Home to Entrepreneurship Training Program

The Center for Women and Enterprise is conducting a twenty week program designed to prepare business plans for over thirty entrepreneurs from throughout the region. New business ranging from fashion design to outdoor barbeque grills are among the many new businesses planned. If you would like to learn more about developing a business plan for your future business contact Roy at 508.586.0500 ext. 225.



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

## H.R.M.C. Calender!

*Human Resource Management Council*

The first Human Resource Management Council Meeting of the season being held at the Radisson Hotel & Conference Center, September 15, 2004 at 8:00 am.

The featured speaker will be Daniel S. Fields, Assistant Attorney General with the Office of Attorney General Tom Reilly. Mr. Field serves as Chief of the Labor and Business Practices Division. The division is comprised of more than 40 attorneys, investigators and staff who enforce Massachusetts' labor laws, including Public Bidding, Overtime, Minimum Wage, Payment of Wage, Prevailing Wage, Public Workplace Safety and Child Labor Laws. The Fair Labor Division also prosecutes cases involving business embezzlement pension, tax and insurance fraud and related crimes.

The HRMC meeting is \$16 for members and \$26 for non-members. Please contact Kerrie at 508.586.0500 ext. 231 with any further questions or to register.

## Blues Fest Rocks Downtown Brockton September 18

*Story Provided by Gayle Kelley*

On Saturday, September 18, City Hall Plaza in Downtown Brockton will be transformed into a Connect the Arts Village and a Rockin Blues Festival with headliners James Montgomery, Shirley Lewis, Lois Greco, Young Neil and the Vipers, The fab Ripcords and other special guests.

Over 100 Artsits, 8 Blues Bands, Food Court, Street Entertainment and Celebs will celebrate Brockton's becoming a first rate Creative City.

Concert and event will run from 1-10 pm. Rain date will be September 19, 2004. Tickets are \$20 for adults, \$10 for seniors and students, and kids under twelve are free.

Come and learn about the New Brockton voted number two by Money Magazine as the Hot Spot to live, work and play! Event Line: 508.580.7111.

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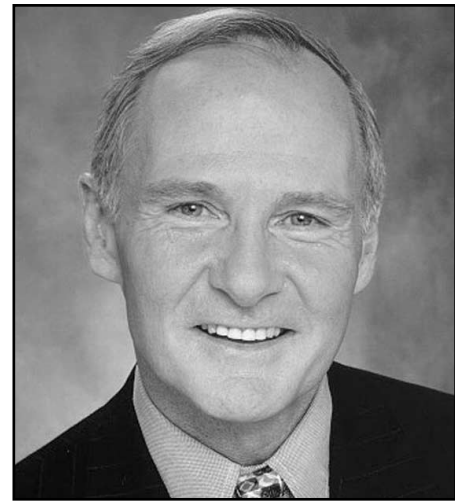
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# 91st Annual Meeting and Business-to-Business Expo

Wednesday, November 17, 2004 from 10:30 a.m.-3:30 p.m.



Tom Reilly, Attorney General

The **Annual Meeting and Business-to-Business Expo** is soon approaching. Mark your calendars for this special event! Join other business people and community leaders and attend the annual meeting to celebrate businesses working together for the future of the Metro South Region.

At the Expo explore the products and services of value to your business and profitable business contacts with over four hundred attendees. Be sure to schedule time either before or after the

annual meeting to participate in the Business-to-Business Expo.

This year's keynote speaker is **Tom Reilly, Attorney General of Massachusetts**. Since taking office in January 1999 as the state's 43rd attorney general, Tom Reilly has worked diligently to promote public safety and security and to protect the state's consumer. He has fought on behalf of the public interest in the areas of energy, education and school safety, health care, high-tech, environment protection, civil rights, and issues affecting women and state's seniors.

Attorney General Reilly quickly committed the resources of his office to the protection and safety of Massachusetts citizens in the wake of September 11, he has been a consistent voice for the need for reform in the state's health care system and he has created tougher laws that will protect children from the danger of guns.

**Contact the Chamber at 508.586.0500 ext. 221 to register for this event.**

See related article on page 9

## MEMBERProfile

### Fitzgerald Appraisals

**Address:** P.O. Box 7577  
Brockton, MA 02303

**Website:** fitzgeraldappraisals.com



Shaun Fitzgerald, Principal of Fitzgerald Appraisal

**Year Established:**  
1996

**Number of Employees:**  
7

**Products or Services:**  
Real Estate Appraisal

**What is unique or special about your firm and the products and services you offer?** We provide excellent training on research and technology. We provide superior results in less time.

**What is your market area?** The market area is Southeastern, MA, including the counties of Bristol, Plymouth, Norfolk and Barnstable.

**What markets do you serve?** We service Lenders, Lawyers, Accountants, and Municipalities.

**What is your main business objective concerning your customers and the business community?** Our main business objective is to establish a reputation for an unbiased estimation of value.

**Please list awards, honors, or special recognition you have received.** We have been a regular contributor to the New England Real Estate Journal, have been surveyed for 10 years by Remodeling Magazine, have served as elected Treasurer of the Massachusetts Board of Real Estate Appraisers, and represented the Massachusetts Association of Relators as its only member of the appraisals committee for the National Association of Realtors.

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

## NEW Investors

Welcome!

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Brockton, MA 02301

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Bridgewater, MA 02324  
Phone: 508.697.3711

To Join the  
Chamber Contact:  
Frank Gillooly at  
508.586.0500 ext. 229

# Chamber Adopts Pro-Business Positions on Public Policy

The Metro South Chamber of Commerce Board of Directors recently voted unanimously to adopt policy positions on a variety of issues directly affecting business interests. Issues ranging from Tax Reform to Health Care were discussed, debated and recommended for action by the Chamber's Legislative Affairs Committee prior to the Board's vote in August. Each month the Chamber will publish policy positions pertaining to current business concerns. This month the focus is **Business Mandates/Regulation**.

## **Business Mandates/Regulations**

The Chamber will generally not support legislative mandates or regulatory requirements on businesses that are 1) a significant financial burden to business, 2) established without input from the business community, 3) requiring business to perform duties that are traditionally governmental responsibilities, 4) unfavorable to free-market competition, or 5) which constitutes a "taking" of private property without just compensation under the U.S. Constitution.

### **The Chamber encourages the Legislature to:**

- Continue to support the ongoing restructuring of the regulatory system in the Commonwealth. Streamlining existing regulations and eliminating duplicative outdated or unnecessary rules are positive steps toward a more competitive business climate in Massachusetts.
- Adopt a measure which would eliminate reimbursement to small businesses of expenses incurred by them when successfully defending actions brought by regulatory agencies.
- Adopt legislation which would require a cost-benefit analysis for new rules and regulations enacted by state agencies. The legislation should outline affected parties, effective dates, the immediate and long-term financial impacts of the regulation on all parties, the fiscal effect on the public and private sectors for each of the first five years, and the benefits of the regulation; an automatic expiration of the regulations every five years unless a new cost-benefit analysis is completed; improved notice requirements; and legislative review.

# Minority and Women Owned Businesses Provided Services at Chamber

The State Office of Minority and Women Business Assistance (SOMWBA) recently conducted a certification program for women and minority business owner at the Metro South Chamber of Commerce building in Brockton. The certification program provides participants with additional opportunities to do business with state and federal agencies. SOMWBA certifies companies for both state and federal Disadvantages Business Enterprise (DBE) certification programs. The next SOMWBA certification at the Metro South Chamber of Commerce is scheduled for the morning of December 21, 2004.

For more information on SOMWBA, please visit their website at [www.somwba.state.ma.us](http://www.somwba.state.ma.us).



Derek Lumpkins, Certification Specialist, SOMWBA, Richard Leite, First Nations Systems, and M. Magdalena Lelek, Andelman and Lelek Engineering discuss SOMWBA Certification

# Report of the Nominating Committee

The Chamber Board of Directors, composed of a broad cross-section of Chamber members, is responsible for policy direction for the organization. For continuity, board terms are staggered over three years. The Chamber's Nominating Committee has prepared the following slate of candidates to fill terms expiring this year on the Board of Directors. Nominating to serve a three year term in the class of 2007 are Pat Ciaramella; Old Colony Planning Council, Paul LaBreche; The Enterprise, Reinald Ledoux; Brockton Area Transit Authority, Stephen McDuffy; Holmes-McDuffy Florist, Inc., Gerry Nadeau; Rockland Trust.

Nominated to serve a two year term in the class of 2006 are Rick Colon; Verizon, and Peter Holden; Caritas Hospital.

The new members of the class 2005, a one year term, are Mark Cregan; Stonehill College, Andrea Papadopoulos; Arista Associates, Inc.

In accordance with the Chamber bylaws, additional names of Chamber members can be nominated by petition bearing the signatures of at least 30 member firm in good standing. Such petitions must be filed by September 12, 2004.

If a legal petition is presented with additional candidates, the names of all candidates will be mailed to all active members. If no petition is filed, the nominations shall be closed and the nomination slated will be elected by the Board at their October Meeting.

New Board members will take office at the Chamber's Annual Meeting on November 17, 2004. All Board of Directors' meetings are open to any Chamber member who wishes to attend.

# Business-to-Business Expo

**November 17, 2004**

**Massasoit Conference Center, Route 27, Brockton**

As part of the 90th Annual Meeting, the metro South Chamber of Commerce will host a business-to-business expo on Wednesday, November 17, from 10:30 am - 3:30 pm, at the Massasoit Conference Center in Brockton. The Business-to-Business Expo is a great opportunity to reach over three hundred business people throughout the Metro South region. Designed to be a personal table top expo, presenters will be provided with meaningful opportunities to promote their company to prospect after prospect. It is the right place, the right time, and the right audience.

The cost of a booth is \$299. Call before October 15 and receive the discounted price of \$249. In previous years, the Chamber's response to this opportunity has been very strong. Since space is limited, registrations are on a first come, first served basis. To reserve your booth space, call Kerrie Blake, Program Director, at 508.586.0500 ext. 231.



Fleet Bank and SignDesign participate as exhibitors at the 2003 Annual Meeting and Business-to-Business Expo

See Related Article on page 8.



## "Jobs First" Day at CareerWorks

On Thursday, September 23, 2004, Career Works, the Brockton Area One-Stop Career Center, located at 34 School Street, in Brockton will Participate in the 2<sup>nd</sup> Annual "Jobs First" Day that was initiated by Governor Mitt Romney in 2003.

The "Jobs First" Day initiative was created by Governor Romney to showcase the importance of the Career Center System, which connects workers and employers.

CareerWorks will be marketing this occasion by hosting a Job Fair and a Community Resources Expo from 10:00 a.m.-2:00 p.m. In addition, to these special events, CareerWorks offers unemployed individuals a wide range of search and assistance throughout the year. Job seekers can post their resume on-line, receive career assessment and training information, unemployment insurance information, and use the internet in their job search and more.

Employers can take advantage of customized services that include being able to post a job vacancy online, recruiting and screening qualified workers, and access to labor market information. "Jobs First" Day is open to the public.

As a One-Stop Career Center, CareerWorks in collaboration with the Brockton Area Workforce Investment Board offers a place for employers and people seeking employment to connect in a customer-friendly, customer driven environment. CareerWorks applies creative and innovative approaches to meet the growing and changing needs of our members. For questions or event information, please call CareerWorks at 508.513.3400.

## Legislative Reception

October 6<sup>th</sup> at Stonehill College

The Metro South Chamber of Commerce cordially invites members of the business community, candidates for public office, and state, federal and local elected officials to gather on Wednesday, October 6, 2004 for the 15th Annual Legislative and Candidates Reception. The reception will be held at Donahue Hall, on the campus of Stonehill College in North Easton, MA from 5:30-7:30 p.m. The reception is sponsored by New England Sinai Hospital and Rehabilitation Center and Stonehill College.

The reception is a casual event at which business leaders, elected officials, and candidates for public office can renew face-to-face contacts and discuss issues of importance to them and the business community while enjoying a complimentary bar and hors d'oeuvres.

Legislative actions at municipal offices, on Beacon Hill and in Washington are having far greater impact on Metro South area businesses than ever before. As a result, there is a greater need for our business community to speak out and be heard on regulations affecting commerce and industry.

As a member of the Metro South Chamber, your organization has a vested interest in helping foster stronger relationships with local officials. The Legislative Reception is an excellent and cost-effective way for you, your key staff, and colleagues to initiate or renew face-to-face contacts at the state, federal and local level. We encourage your firm to participate and support the unified voice of the Metro South Chamber of Commerce. Together, we can ensure that government understands and supports the needs and concerns of the business community in our region.

Register by calling 508.586.0500 ext. 221. This event is \$5 for members and \$10 for non-members. Pre-registration is necessary.



Mark Linde of Community Cable Access, Father Mark Cregan President of Stonehill College, James Blake of HarborOne, and State Representative David Flynn

Legislative Reception Sponsored by:



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Brockton Christian School	Proprint Management
Cameron's on the Green	Ram's Roti Restaurant
CareerWorks	Random Access, Inc.
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## Transworld Systems Offers Chamber Program

Transworld Systems a national collection service with over 130 offices throughout the country is offering a program specifically designed for Metro South Chamber of Commerce members. Their clientele consists of over 100 of the Fortune 500 companies and over 40,000 small and large businesses across the country.

The Metro South Chamber of Commerce is pleased to offer its members the opportunity to take advantage of a new concept in recovering slow pay, delinquent accounts, and bad checks. Transworld Systems has a proven record of collecting accounts for a flat fee of less than \$10 per account, with an average recovery rate of 56%.

This group rate, offers substantial savings to members. If you have any questions or are interested in receiving a confidential analysis, please call Stephen D. Potischman at 781.344.7261. Personal appointments are scheduled by him---there is no obligation.

## News Flash - Chamber eUpdate can earn you cash!

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

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

Sign-up is easy. Simply visit [www.metroouthchamber.com](http://www.metroouthchamber.com) and subscribe.

## Sponsor An Event-Market Your Business!

Good news! The Metro South Chamber of Commerce is unveiling several new sponsorship opportunities available to members. The new opportunities are unique and provide a wonderful opportunity to promote your organization to the Metro South business community.

### Human Resource Management Council - *Individual Meeting Sponsorship*

The Metro South Chamber of Commerce holds regular meetings of the Human Resource Management Council including a half day seminar in the Spring. The Chamber's Human Resource Management Council is dedicated to providing human resource managers and small business owners the opportunity to network with their peers while sharpening their HR skills with dynamic speakers and topics. Sponsorship of the Chamber's Human Resource Management Council is an exceptional way to personally present your organization and services to the business community.

### Government Affairs Meetings - *Exclusive Annual Sponsorship*

The Metro South Chamber of Commerce works on behalf of members to advance responsible public policy that ensures that the business community has the resources, infrastructure, and opportunities to keep our region's economy strong and growing. The Government Affairs division hosts intimate meetings (12-25 attendees) on a monthly basis with thoughtful dialogue on contemporary issues. Members receive regular legislative updates at the meetings. Past speakers have included legislative leaders, as well as experts on state and federal issues. Sponsorship of the Chamber's monthly Government Affairs meetings is a unique way to reach key business leaders and decision-makers about your firm's products and services.

### Member Orientation - *Individual Meeting Sponsorship*

The Metro South Chamber of Commerce holds regular orientation meetings for new members, existing members, new employees of existing members, and prospective members. The meetings provide members with introduction to the Chamber as well an opportunity to network and showcase their business with a 30-second commercials. Sponsorship of a Chamber Member Orientation meeting is a unique and low cost way to reach new members about your firm's products and services.

**For more information on any of these sponsorship opportunities,  
please contact Roy Nascimento at 508.586.0500 ext. 225  
or email [roy@metrosouthchamber.com](mailto:roy@metrosouthchamber.com).**

# An Opportunity Not To Be Missed!

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### Good Morning Metro South (GMMS)

Includes 8 breakfast programs and "A Taste of Metro South"

Number of Tickets	Regular Payments	Season Tickets	Savings
4 Seats	\$572	\$500	\$72
Individual	\$143	\$125	\$18

### Human Resource Management Council (HRMC)

Includes 4 breakfast programs and one half-day seminar

Number of Tickets	Regular Payments	Season Tickets	Savings
Individual	\$133	\$114	\$19

Company Name: \_\_\_\_\_

Name: \_\_\_\_\_ Preferred Name (for nametag) \_\_\_\_\_

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Number of GMMS Seats (unlimited) \_\_\_\_\_ x \$125.00 = \_\_\_\_\_ (total amount)

## BUSINESS EVENTS *Planner*

### September 22

#### Good Morning Metro South

7:30 a.m.

Radisson Hotel- Metro South

195 Westgate Drive, Brockton

7:30 a.m. Check-In and Networking

7:45 a.m. Buffet Breakfast followed by program

9:00 a.m. Meeting Adjourns

9:00-9:30 a.m. Informal Networking

Please RSVP by September 21 at 508.586.0500 ext. 221  
\$16 for members & \$23 for non-members

### September 30

#### Business After Hours

5:30 - 7:30 p.m.

Radisson Hotel- Metro South

195 Westgate Drive, Brockton

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

Please RSVP by September 29 at 508.586.0500 ext. 221  
\$5 for members & \$10 for non-members

### October 6

#### Legislative Reception

5:30 - 7:30 p.m.

Donahue Hall, Stonehill College

North Easton, MA

The reception is a casual event at which business leaders, elected officials, and candidates for public office can renew face-to-face contacts and discuss issues of importance to them and the business community while enjoying a complimentary bar and hors d'oeuvres.

Pre-registration is necessary. Please call 508.586.0500

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Names of Persons Attending

Event

Company \_\_\_\_\_

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