

# Actionreport

April  
2010

www.metroouthchamber.com

Leading Businesses  
Leading Communities



## CHAMBER MISSION

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



Chris Mello and Carol Rudick,  
page 2



Halfway Cafe at the Taste of  
Metro South, page 6



An Alpine Christmas with  
the Chamber, Page 10

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## DeLeo to Give Gaming Details at Legislative Luncheon

Friday, April 9, 12:15 pm, East Campus Commons, Bridgewater State College

The 2010 Legislative Luncheon is scheduled for **Friday, April 9 at 12:15 pm**. The event will be held at the East Campus Commons at Bridgewater State College. The Featured Speaker will be **Speaker of the House Robert A. DeLeo**.

State Representative Robert A. DeLeo (D-Winthrop) has represented the 19th Suffolk District in the Massachusetts House of Representatives since 1991. Representative DeLeo holds a Bachelor of Arts degree from Northeastern University and a Juris Doctor from Suffolk University Law School.

Rep. DeLeo became Speaker of the Massachusetts House of Representatives in 2009. He vowed to target House rules, ethics, transportation and pension reform. Within 100 days of assuming the Speakership, the House passed sweeping reforms in each of those areas. His efforts have won him the praise of The Boston Globe, which reported "DeLeo showed political courage" in seeking fiscal solutions to the economic crisis. He has also been called, in the pages of The Globe, "an expert on the state budget."

Prior to becoming Speaker, Rep. DeLeo served as the chairman of the House Committee on Ways and Means. Before that, he chaired the House



Robert DeLeo

Committee on Bills in the Third Reading; served as the House chair for the Joint Committee on Local Affairs; and chaired the House Committee on Ethics.

DeLeo has remained committed to his constituents. He served as chairman and was a founding member of M.W.R.A. Legislative Caucus; Legislative Caucus on Air Transportation; and was a founding member of the Legislative Caucus on Older Citizens' Concerns. Prior to his tenure on Beacon Hill, Representative DeLeo served on the Town of Winthrop's Board of Selectmen during which time he served as Board Chairman for a total of nine years.

The Legislative Luncheon is a great networking opportunity so don't forget your business cards. To register or for further information call the Chamber at 508.586.0500 ext. 225 or by registering online at [metrosouthchamber.com/register.html](http://metrosouthchamber.com/register.html). The cost to attend is \$39 for members and \$49 for non-members.

Sponsored  
by:



More information on page 9

## Small Biz Luncheon to Feature Awards, EXPO and SBA

May 12, 2010, Shaw's Center, 1 Feinberg Way, Brockton



Jeanne A. Hult,  
SBA Regional Administrator



2010 Business Expo  
to feature over 30 table top booths

as a middle market lender for KeyBank, N.A. where she managed Key's International Banking Division for five years. In addition, she served as Deputy Director of the International Division at the Maine Department of Economic and Community Development, Vice President at Gendron Commercial Brokers and has also worked for the Chamber of Commerce of the Greater Portland Region and the US Chamber of Commerce.

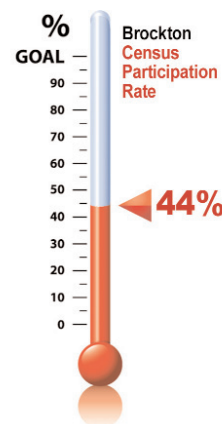
Hult has a B.A. from American University in International Studies, an MBA from Boston University, and recently completed the Advanced Leadership Development Program at Babson College.

At the Luncheon, the Small Business and Entrepreneur of the Year Awards will be presented. Tickets are \$35 for members and \$45 for non-members. Register by calling Kim at 508.586.0500 x 231 or online at [www.metroouthchamber.com/register.html](http://www.metroouthchamber.com/register.html). The Small Business Luncheon is presented in conjunction with the Business EXPO which will run from 10:00 am - 3:00 pm.

~ To nominate someone for a  
Business Award, see page 8  
~ To learn more about the  
Business EXPO, see page 8

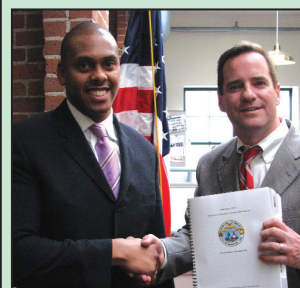
## 2010 Census MAIL IT IN!

United States  
Census  
2010



The State is currently at  
a 53% response rate

## Economic Taskforce Delivers Report to Mayor Balzotti



John Lloyd, president of On-Point Coaching, a professional consulting firm, chaired a task force of local business people and residents that met for ten weeks at the Chamber of Commerce. The task Force formulated recommendations concerning technology, transportation, planning and business investment. Chamber President, Christopher Cooney served on the task force and hosted the meetings.

## Business After Hours in April

April 29, 5:30 - 7:30 pm • Old Colony Elder Services



Please join us on Thursday, April 29 from 5:30 pm - 7:30 pm for a Chamber Business After Hours networking event at Old Colony Elder Services, 144 Main Street, Brockton.

Old Colony Elder Services enables elders to remain in their homes by providing a broad range of services including: informational and referral, home delivered meals, homemaker, personal care attendant, care man-

agement, adult day health, home health aide and family caregiver service. Old Colony Elder Services is your one-stop resource for aging information, advice and solutions. For more information, visit [www.oldcolonyelderservices.org](http://www.oldcolonyelderservices.org).

This event is \$5 for members and \$10 for non-members and includes refreshments. In addition, the Brockton Symphony Orchestra Quartet will be performing. Register by calling Kim at 508.586.0500 x 231, email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com) or register online at [metrosouthchamber.com/register.html](http://metrosouthchamber.com/register.html). As always, don't forget your business cards!

## Membership Drive at Stonehill College

May 5 & 6, 2010



Becoming a member of the Metro South Chamber of Commerce provides your business opportunities to accelerate its growth. When 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 5 and 6, 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 incentives for small businesses to join the Chamber, including free radio and print advertising, free admission to several Chamber events, amazing discounts and more.

If you are not currently a Chamber member, take this opportunity to listen to someone who is. 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 or donate a prize, call John at (508) 586-0500 ext. 229, or email [jnesti@metrosouthchamber.com](mailto:jnesti@metrosouthchamber.com).

## Member Orientation and Networking

Photos by Rich Morgan Photography, [www.richmorganphotography.com](http://www.richmorganphotography.com). To see all photos from the event, visit the photos tab of [metrosouthchamber.ning.com](http://metrosouthchamber.ning.com)



Joycelyn Benjamin, A&G Total Health



Larry Roache, Continuity Programs, Inc.



Joe Barbour, Liberty Print



Kathy Bray, Linwood Stove & Fireplace



Rob Sheldon, ABC Specialties



Deanne Burns and Barry Walters, Boston Limo and Shuttle Service, LLC



Chris Mello, Teen Challenge New England; Carol Rudick, The Print Pro



Ruth Littleton, Littleton Realty Group; Cara Holbrook, Prospekt Mortgage



Mike Ferrini, Camm's IT Services



Sandra Mendes of Family Rehab Clinic enjoys a food platter at Easton Country Club



Leigh Howlett, Easton Country Club



Mike Karas, Constellation New Energy



Bob Wychulis, Blue Lion Insurance Agency; Jack Yunits, Brockton Rox and August Strategies, LLC.



265 Purchase St.  
S. Easton, MA  
508-238-2500

The New Member Orientation and Business After Hours was held at Easton Country Club.

Easton Country Club offers function space for corporate outings, business breakfasts, award ceremonies, parties, reunions, weddings, bar/bat mitzvahs and more, with 2 function rooms offering spectacular views or charming cozy settings. The 18-hole golf course offers a mixture of fairways and large greens for all golfers of all skill levels. For more information, visit [www.eastoncountryclub.com](http://www.eastoncountryclub.com).

## Fun is Back at the Brockton Rox

Opening Game: Friday, May 28, 2010

The Brockton ROX will begin their ninth season at Campanelli Stadium in Brockton on Friday, May 28, kicking off the Can-Am League slate with a three-game home series against the Worcester Tornadoes. The game will begin at 7:05 pm, and will conclude with fireworks.

The six-team Can-Am circuit will play a 94-game slate concluding on September 6. Many popular events from previous seasons will return, including Kids Eat Free Mondays, Thirsty Thursdays, Friday Night Fireworks and Sunday Family Fun

**ROX**  
ROCKS

Days. Chris Carminucci will return for his second season as field manager.

Season tickets, mini-plans, flex packs, picnics, luxury seats and group outings are available by calling 508-559-7000. For more information, visit [brocktonrox.com](http://brocktonrox.com).





**BOARD OF DIRECTORS****OFFICERS**

Chair of the Board  
**Scott Sanborn**  
*Sovereign Bank*

President and CEO  
**Christopher Cooney**  
*Metro South Chamber of Commerce*

Chair-Elect  
**Peter Neville**  
*Concord Foods*

Treasurer  
**Gary R. Oman**  
*Gary R. Oman, P.C.*

Vice Chair Community Affairs  
**Sue Joss**  
*Brockton Neighborhood Health Center*

Vice Chair Economic Development  
**Daniel Trout**  
*The Community Bank*

Vice Chair Government Affairs  
**Christine Karavites**  
*Proteas Customized Consulting*

Vice Chair Membership Development  
**William Morse**  
*Mutual Bank*

Immediate Past Chair  
**Reinald G. Ledoux, Jr.**  
*Brockton Area Transit Authority*

**CHAMBER STAFF**

**Christopher Cooney**  
President and CEO x 223

**Lisa Keene**  
Business Development x 225

**Kathleen Lynch**  
Connecting Activities x 227

**John Nesti**  
Member Services x 229

**DIRECTORS**

**Jane Callahan** - *HR Alternatives*

**Pasquale Ciaramella** -  
*Old Colony Planning Council*

**Richard Colon** - *Verizon Communications*

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

**John Costa** - *Opportunity Knox*

**Loretta DeGrazia** - *East Coast Petroleum*

**Francis Dillon** - *Stonehill College*

**Jeffrey Dukess** - *Frenette & Dukess, PC*

**Sheila Gonzalez** - *Bank of America*

**Fred Mason** - *National Grid*

**Dana Mohler-Faria** -  
*Bridgewater State College*

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

**Andrea Papadopoulos** - *Arista Associates, Inc.*

**Bill Scanlon** - *Community Newspapers  
(The Enterprise)*

**Andrew Schwartz**  
*Law Office of Andrew H. Schwartz, LLC*

**Larry Siskind** -  
*Siskind and Siskind Attorneys at Law*

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

**Charles Wall** - *Massasoit Community College*

**Patricia Williams** - *HarborOne Credit Union*

**508-586-0500 Front Desk x 221**

**Kimberly Prosper**  
Program Director x 231

**Kerry Sullivan**  
Finance x 230

**Alison van Dam**  
Director of Communications x 222

**Networking at Events**

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

**APRIL Calendar**

<b>1</b>	<b>Winning Government Contracts Workshop</b>	8:30 am
<b>6</b>	<b>LinkedIn and Facebook Workshop</b> <i>Irish Cultural Centre, 200 New Boston Drive, Canton</i>	8:00 am
<b>7</b>	<b>Ambassador Meeting</b>	8:00 am
<b>9</b>	<b>Legislative Luncheon featuring Speaker DeLeo</b> <i>East Campus Commons, Bridgewater State College</i>	12:15 pm
<b>11</b>	<b>China Trip Information Session at Garden Show</b> <i>Shaw's Center, 1 Lexington Way, Brockton</i>	1:00 pm
<b>19</b>	<b>Patriots Day - Chamber Closed</b>	
<b>27</b>	<b>iComplyNow Workshop</b>	8:30 am
<b>29</b>	<b>Sandler Sales Training Seminar</b>	8:30 am
<b>29</b>	<b>Business After Hours at Old Colony Elder Services</b> <i>144 Main Street, Brockton</i>	5:30 pm

**Coming Up  
May**

<b>4</b>	<b>Blogs and Tweets</b> <i>Irish Cultural Centre, 200 New Boston Drive, Canton</i>	8:00 am
<b>5&amp;6</b>	<b>Membership Drive</b> <i>Stonehill College, Easton</i>	8:30 am
<b>11</b>	<b>Executive Committee</b>	3:00 pm
<b>12</b>	<b>Small Business Awards and Expo</b> <i>Shaw's Center, 1 Feinberg Way, Brockton</i> Business Expo Awards & Luncheon	10:00 am 12:00 pm
<b>14</b>	<b>Government Affairs</b>	12:00 pm
<b>19</b>	<b>Business After Hours at HarborOne Credit Union</b> <i>770 Oak Street, Brockton</i>	5:30 pm
<b>26</b>	<b>Board Meeting</b>	12:00 pm
<b>26</b>	<b>Alpine Holiday Information Session</b> <i>West Bridgewater Library, 80 Howard Street</i>	5:30 pm
<b>31</b>	<b>Memorial Day - Chamber Closed</b>	

**Save the Date  
June**

<b>2</b>	<b>Ambassador Committee</b>	8:00 am
<b>11</b>	<b>Board Retreat</b> <i>Stonehill College, Easton</i>	8:00 am
<b>17</b>	<b>ATHENA Awards and EXPO</b> <i>The Shaw's Center, Brockton</i>	TBA

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



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The Chamber wishes to assure our members of our intention to provide physically challenged participants equal access to all programs. If you or your employees have special needs in this area, please let us know by calling the Chamber at 508-586-0500 at least 48 hours in advance.

## GOODNews

### Celebrate the great things going on!

#### Edinburgh Honored by Patients

For the second year in a row, Good Samaritan Medical Center Physician David Edinburgh, MD, of Sharon, who specializes in obstetrics and gynecology, has been honored with a "Patients' Choice" award for 2009. The Patients' Choice award is tabulated by MDx Medical, Inc, based in New Jersey. Every month, more than 40,000 patients across the United States provide online feedback about their experiences with their doctors. They rate various components such as bedside manner, doctor-patient face time, degree of follow-up, courtesy of office staff and overall opinions.

#### HarborOne Receives Wegner Award

The National Credit Union Foundation in Washington, D.C. recently presented its highest annual honor, the Herb Wegner Award, to HarborOne Credit Union as "Outstanding Organization". HarborOne received the Wegner Award for its many accomplishments at its visionary MultiCultural Banking Center in downtown Brockton. The Center opened in 2007 to provide education and other resources to help those most adversely affected by the activities of subprime mortgage brokers and other financial predators, specifically low and moderate-income residents, minorities and immigrants. Since then several thousand people have availed themselves of its services, and the Center has received praise from all over the country.

#### United Way Funds Local Non-Profits

Volunteers recently convened at the United Way of Greater Plymouth County to review 38 applications for United Way funding from 21 local non profit health and human service providers. The process includes review, discussion and scoring of narrative proposals as well as site visits to local non profit organizations. Applications were to address the three general focus areas of the United Way Worldwide of education, income and health and the locally defined community needs of: Afterschool/Child Care/Early Childhood Development, Life Skills/Job Training, Housing/Homelessness, Basics Needs (Emergency Services), Affordable Healthcare/Health Insurance/Prescription Coverage and Domestic/Youth/Community Violence.

#### Organ Concert Benefits Haiti

Four local organists recently combined their talent at the First Evangelical Lutheran Church in an organ recital to benefit Haitian relief efforts in wake of the earthquake there in February. More than 125 people attended the recital and donations to the relief effort were approximately \$1,000.00. Organists included: Natsumi Malloy, Church of Our Saviour, Brookline, Richard Hill, Unity Church, North easton, Philip Jones, Christ Congregational, Brockton and Hope Mehaffey, First

Lutheran, Brockton. For more information please contact Jim Benson, Parish Administrator of First Evangelical Lutheran Church at 508-586-9021 or via e-mail at [jbenson@firstevlutheran.org](mailto:jbenson@firstevlutheran.org)

#### Bank of Canton Donates

Stephen P. Costello, President and CEO of Bank of Canton, is pleased to announce the Bank's recent donation of \$5,000 to the St. Boniface Haiti Foundation in Randolph. This contribution will be used to help support ongoing relief efforts for the catastrophic earthquake which devastated Haiti on January 12, 2010. The earthquake caused major damage to the country's infrastructure, caused the loss of more than 200,000 lives, and has left an estimated one million residents homeless.

#### Good Samaritan Medical Center Awarded

Blue Cross and Blue Shield of Massachusetts has designated Good Samaritan Medical Center as a Blue Distinction Center for Knee and Hip Replacement. Blue Distinction Centers for Knee and Hip Replacement are part of the Blue Cross and Blue Shield Association's expansion of its Blue Distinction® designation. Good Samaritan Medical Center offers comprehensive knee and hip replacement services, including total joint replacement of the arthritic knees, hips, shoulders and other joints. With its affiliation with Orthopedic Care Specialists, Good Samaritan Medical Center also offers patients an expertise in hand, wrist and upper extremity surgery, sports medicine and complex arthroscopic reconstruction and trauma and complex fractures. More information on selection criteria is available on [www.bcbs.com](http://www.bcbs.com).

#### Ledgebrook Provides Attractive Living

Ledgebrook in Brockton, a completely re-configured 14-lot community was the scene of a spring preview by 49 agents and managers of the Jack Conway sales organization. Ledgebrook is just off Prospect Street on the west side of the city and it is the only gated community in the city. The entrance to the private enclave is through an electronically operated iron gate system. Ledgebrook was originally planned for the adult, over 55 market, but after an analysis of the family composition of the neighborhood, the age restrictions were changed to accommodate all age groups. Ron Silva of the Conway sales team told the group how the pricing of the full basement Ranch homes had been re-adjusted to a more competitive level -- \$289,900 to \$299,900. Janet Bradshaw of Conway Home Mortgage/Wells Fargo Home Mortgage has provided a low down payment home mortgage package for the buyers. For more information on Ledgebrook, call Ron Silva at 508-587-4477.

#### Boys & Girls Club Honors Koretz

The Boys & Girls Club of Brockton will

celebrate its twentieth birthday by honoring one of its board members and devoted supporters-Barry Koretz-at the organization's third annual signature event, "Black Tie and Tennis Shoes". Nearly 400 people are expected to turn out for Koretz, who grew up in a neighborhood adjacent to the current location of the Club, and whose architectural firm provided the design for the Club's renovation. The Club hopes to raise \$200,000 to fund vital services for Brockton's youth. This year, the event will be held on Thursday, May 20th, from 6:00 to 9:30 p.m. at The Shaw's Center. Tickets are \$150.00 each and are available only in advance by calling 508-584-5209 ext. 106. Tables of ten may also be reserved, and include an ad in the program book. Sneakers are the required footwear. Black Tie is optional. The event will feature a "Best Decorated Tennis Shoes" contest, and entertainment by Vincent Macrina's United Brass Quintet.

#### Community Bank Supports After School Program

The Community Bank is proud to support the Brockton Church & Community After School Program during the 2010-2011 school year. Students chosen to participate in the program from elementary schools in Brockton are paired up each week with volunteer tutors for individualized help with schoolwork. For more information on the program or to find out how to get involved, please contact Donna Costa at 508.586.3939.

#### Capeway Aluminum Receives ARC Loan

Capeway Aluminum & Vinyl, a Brockton-based residential remodeling company, is the 100th firm to benefit from the U.S. Small Business Administration's America's Recovery Capital Loan Program in Massachusetts since the program was introduced in June of 2009. SBA has backed 115 ARC loans totaling \$3.7 million in Massachusetts since the introduction of the program and nationally SBA has approved 6,600 ARC loans totaling \$214 million. The Community Bank, an active SBA participating lender, approved a \$35,000 ARC loan for its customer of nearly 15 years this February. Trout recommended SBA's ARC loan as a way for his customer to pay a major supplier who entered into a payment agreement with Capeway and thereby free up cash flow. Capeway's owner Steven Fishman was surprised at how easy the process was once Trout explained what was required to present a loan package to SBA.

#### Stepping Out for Old Colony Hospice

On Sunday, April 25th, more than 1,500 friends of old Colony Hospice will set out on either a 2-mile or a 4-mile loop at the Irish Cultural Centre campus in Canton to honor the memory of a loved one of a friend at the 12th Memorial Stepping Out for Old Colony Hospice Walk. We walk rain or shine. Whether you walk as an individual or as part of a team, you will embark on a journey to help raise funds

that will make a difference in the life of a hospice patient today. Check in as at 11:30 am and the walk begins at 12:30 pm. For more information or to register, visit [www.oldcolonyhospice.com](http://www.oldcolonyhospice.com).

#### Miko's Now Open for Lunch

Miko's Breakfast Café, located at 912 Crescent Street, Brockton is now open for lunch Monday-Friday, offering subs, chicken sandwiches, melt sandwiches, pasta, burgers, and more! Miko's is open 7 days a week with breakfast served from 6am-3pm and lunch served from 11am-3pm. Call in your order to go and pick it up at their convenient drive-thru! For more information, call 508-588-7038.

#### Burrito Wraps Serving Margaritas

Burrito Wraps, Mexican Grill, located at 688 Crescent Street, Brockton is now serving Margaritas with their meals! For a menu and more information, call 781-389-9152 or visit [www.burritowraps-brockton.com](http://www.burritowraps-brockton.com).

#### Brockton Symphony Orchestra

On Sunday, May 2, the Brockton Symphony will present its Spring concert at West Middle School at 3:00 pm. Admission is \$20, and \$15 for seniors and students. Featured works will be the Stravinsky-Firebird Suite, Rimsky-Korsakov-Capriccio Espagnol, Lalo-The cello concerto, featuring 12 year-old Leland Ko, and other works. Visit [brocktonsymphony.com](http://brocktonsymphony.com) for further information.

#### Brockton Area ARC - Win \$10,000!

On Friday, May 21, The Brockton Area Arc is giving you a chance to win \$10,000! Only 300 tickets will be sold! Once there're gone, there're gone. For \$100, you could win \$10,000 and you and a guest will enjoy music and entertainment by Boston legend, Jim Plunkett; dancing, yummy hors d'oeuvres, cash bar and a night out. There will be other raffle tickets for sale & a Silent Auction. The event will be held at The Shaw's Center in Brockton. Contact the Brockton Area Arc for details and tickets at 508-583-8030 or check out our website at [www.brocktonarearc.org](http://www.brocktonarearc.org) where you can download a form and mail it in.

#### Mainspring Workers are Now Available for Spring Cleaning



Carlos Agosto and Paul Key of Father Bill's & Mainspring and Christopher Cooney, President & CEO of the Metro South Chamber of Commerce



## Flooding Emergency Declared! Business Financing Available Chamber Campaigns for CENSUS Complete Count



Despite flooding at Seed Corp's Office at 80 Dean Street, Taunton, they remain open for business!

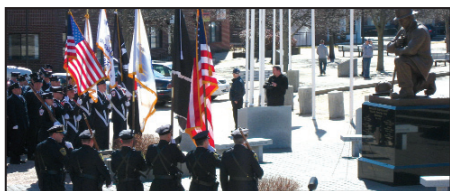
Small business loans available for working capital or flood repairs through SEED Corp. Apply now. Call 508-822-1020 for more information. SBA is also providing flood loans to homeowners, renters and businesses of all sizes. Disaster loans can cover losses not covered by insurance and helps individuals and businesses in their recovery from the disaster. Contact SBA at 800-659-2955. Applications can also be downloaded from [www.sba.gov/services/disasterassistance](http://www.sba.gov/services/disasterassistance). Homeowners and renters should register with FEMA by calling 1-800-621-FEMA.

### Brockton Hosts Governor's Workforce Investment Board



The Massachusetts Workforce Investment Board (MWIB) held its spring meeting at the Shaw's Center in Brockton. More than three dozen business and community leaders from throughout Massachusetts met to discuss workforce, education and jobs. The Metro South Chamber of Commerce and the Brockton Area Workforce Investment Board hosted the meeting. A brief presentation was made by students involved with the Brockton stay in school program. Students presented each of the board members with t-shirts they had designed and helped produce as part of a new screen printing job training program initiated in Brockton. Mayor Linda Balzotti was recently appointed to the board by Governor Deval Patrick. Chamber Board members, Patricia Williams of Harbor One, John Costa of Opportuniti Knox and Christopher Cooney, Chamber CEO have also been appointed by the Governor to serve on the MWIB.

### City Remembers Fallen Firefighters



Over 150 people, including fire fighters from the region, residents, and city officials gathered on the 69th Anniversary of the Strand Theatre Fire on March 10 at the Strand Memorial in Brockton City Hall Plaza. Thirteen heroic firefighters lost their lives in the tragic 1941 fire.

### Center for Marketing Conducts Research in Brockton

The University of Massachusetts at Dartmouth Center for Marketing Research (CMR) is conducting a city wide study of businesses to assess the business strengths, challenges and priorities of the community. Senior research students began their research

in January and are currently completing the survey portion of the study. The study is under the direction of Dr. Nora Barnes and will be delivered to the Mayor through Task Force Chairman, John Lloyd.



### George Carney Committed to Fixing Old State House

The Chamber recently received a call from Jack Yunits, consultant, and George Carney, owner of the Brockton Fair Grounds regarding the Old State House Exposition building at the Brockton fairgrounds. The building, long in disrepair under state ownership, is now owned as part of the fairgrounds property. The Chamber supports George Carney in his effort to restore this wonderful building that stands so prominently within the Brockton community. "It will be great to see this domed building returned to a beacon of Brockton pride instead of the beacon of despair it has become," said Chamber of Commerce President and CEO, Christopher Cooney. Pictured: The State House Building as part of the Brockton Fair in October 1906.



**Left:** Chamber Board Member, Pat Caramella of QCPC, Chamber President and CEO, Christopher Cooney, and Brockton resident, Janet Trask, remind residents to "Mail It In!" on a recent Saturday morning. Brockton has been designated as a priority by Census workers in 2010 to ensure a complete count. **Right:** Students at Brockton High School show off Census t-shirts donated by the Chamber in an effort to spread awareness.

### Tweets & Blogs Workshop

Tuesday, May 4, 2010, 8:00 am - 10:00 am

Irish Cultural Centre of New England, 200 New Boston Drive, Canton

Join us for this FREE workshop where you can learn strategies for creating business communities using Twitter and blogs. For registration/information, contact Tammi or Alison at the MSBDC at 508-673-9783 or register online at [www.msbd.org/semass](http://www.msbd.org/semass) and click on Event Calendar.

Sponsored by the MA Small Business Development Center, Metro South Chamber of Commerce, Neponset Valley Chamber of Commerce and the Irish Cultural Centre of New England and funded in part through a cooperative agreement with the U.S. Small Business Administration.

### B21 Supports Brockton Business Associations

Written by Mary Waldron, 21st Century Corporation

The Brockton 21st Century Corporation enjoys a great working relationship with each of the three business associations: Campello, Downtown and Montello. All associations have distinct characteristics in their own right, yet they all offer tremendous resources when a business is looking to move in to Brockton. The importance of these business groups are that they provide a local contact to businesses right in their own neighborhood. Their meetings are attended by City Councilors and a representative of Mayor Balzotti's office which further addresses the various needs at those meetings.

The Campello Business Association's Chairman is Ron Bethoney. Ron is the owner of Campello Antiques & New England Brass Refinishing. Their meetings are usually held on Tuesday during lunchtime at different locations within Campello. In the heart of Campello is the only historic district in Brockton with businesses thriving. They pride themselves in that they are the oldest business association in Brockton. Visit their website: <http://www.campellobusiness.com/>

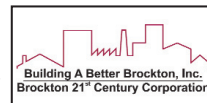
The Downtown Brockton Association's Chairman is Kevin Brower. Kevin is the Assistant Vice President Business Services Officer for HarborOne Credit Union. Their monthly meetings are held on the last Wednesday of each month usually at the Metro South Chamber of Commerce at 8:30 AM. Kevin is continuing to work with the Brockton 21st Century Corporation to culti-

vate the cultural economy as strong supporters of the Arts in the Window Program for Downtown. Visit their website: <http://www.brockton21.com/downtown/>

The Montello Business Association's Chairman is Scott Dwyer, owner of Dwyer's Glass. Their monthly meetings are held the first Wednesday of the month at 6 PM at St. Edith Stein Church, lower level located at 631 North Main Street. They offer an array of speakers relative to the needs of their membership. Their memberships are involved in many community projects such as the City's Annual Keep Brockton Beautiful Day and the Toys for Tots holiday fundraiser. Visit their website: <http://www.montellobusinessassociation.com/>

All of these organizations are strong supporters of the Façade Improvement Program and the Art in the Windows program that Brockton 21st Century Corporation created (funded by CDBG) as they see them as important elements in keeping businesses in Brockton. Culminating the years' activities, all three organizations will partner with the Brockton 21st Century Corporation and the Metro South Chamber of Commerce to plan the Greater Brockton Holiday Parade.

The Brockton 21st Century Corporation congratulates the work of these business associations and for their successes and their volunteer efforts.





## "Taste" Featured Two Stages, 50 Restaurants, Big Top

The 2010 "A Taste of Metro South" entertained a crowd of over 750 people with food, music, and fun. The evening promoted many of the positive aspects of living in the Metro South Region. A portion of the proceeds benefit the Metro South Chamber of Commerce Foundation for Education. Photos by Rich Morgan Photography. Visit [www.richmorganphotography](http://www.richmorganphotography) to download all photos from the event.



A Taste of Metro South Cake  
Created by Costco



Rich and Lori Gowell,  
Gowell's Chocolates, Brockton



Gigi Johnson, Felicia Washington, Kristen Barnes,  
Christo's Restaurant, Brockton



Kim Johnson and Matt Frohne,  
Texas Roadhouse, Brockton



Steve Smith, Nikki David, Angela Osis, Darcy McDonald,  
Halfway Cafe, Holbrook



Jackie Snow and Karissa Hookstadt,  
the Brockton ROX



Lisa Lankiewicz and Stacey Kozlowski,  
Lambert's Rainbow Fruit & Deli, Brockton



Shane Holland, Chuck Blanchette, Christine Moreira,  
Bertucci's Brockton



Brockton Symphony Quartet



The Brockton High School Jazz Band



Hamid's Kickboxing Academy



The Baha Brothers



Rox mascot KO entertains children



Tony Muscolino, Bella's Pizzeria II, Halifax

### Thank You !

To all participating Taste restaurants,  
organizations, entertainment, and sponsors.

To see a list of all those who participated, including contact information for all restaurants, and to download coupons from participating restaurants, visit

[www.metroouthchamber.com/taste.html](http://www.metroouthchamber.com/taste.html)

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## **Join us in our fight against cancer. Celebrate a decade of success in our community.**

This is our 11th Annual Champions Fighting Cancer walk across Brockton. Join in as a walker, a volunteer or a donor. It's great fun, for a great cause. Celebrate the lives of cancer survivors and their families who walk with us. Honor the memory of those who have gone before.



### **SUNDAY, MAY 2**

*Rain or Shine!*

**Walk Registration at Brockton High School**

**8:00-10:00am**

**Mid-Point Festivities at the Old Colony YMCA Central Branch**

**Walk Finale Celebration at Signature Healthcare Brockton Hospital**

**Gala Celebration ☆ Cook out ☆ Fun ☆ Entertainment**

*For more information,*

**call the Signature Healthcare Foundation at 508.941.7079**

**or visit [www.signature-healthcare.org](http://www.signature-healthcare.org) and create your own fundraising webpage!**



## Do You Know A Business That Deserves Recognition?

### Small Biz Awards Feature SBA Regional Manager

Recognizing the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region.

*Nominating someone is easy...*

You may nominate your own business or any other business you deem worthy. Submit a summary of your reasons for the nomination, based on the criteria listed below. Call or fax the Chamber office for nomination forms. You may include any additional documentation that will help illustrate why the business is deserving of the award. Nominees do not need to be members of the Chamber. Nominees must be a for-profit business.

#### Criteria...

**Employment/Staying Power.** The Small Business of the Year nominee must have been in business for a minimum of three consecutive years under the current ownership, and have less than 50 full-time equivalent employees. The Entrepreneur of the Year nominee must have been in business less than three years, and have fewer than 10 full-time equivalent employees.

**Growth.** The nominee should demonstrate growth in employees, revenues, and profitability.

**Innovation.** The firm should demonstrate creativity and imagination in the development of its business or in its product or service.

**Social Responsibility.** Nominees should reflect internal and external social responsibility.

Nominations are due by April 16, 2010.

Call the Chamber office at 508-586-0500 ext 231 for more information.. Winners will be announced at the **Small Business Awards and Expo** on Wednesday, May 12. Speaking at this event will be **Jeanne A. Hult, New England Regional Administrator, Small Business Administration (SBA).**



Left: Chuck Moller, MCG Partners, 2009 Small Business of the Year Award  
Right: Michelle Cully, XPressman Trucking & Courier Inc, 2009 Entrepreneur of the Year



#### Prior Small Business of the Year Recipients

2008 Heights Crossing  
2007 Westgate Lanes  
2006 Cindy's Kitchen  
2005 Northeast Wholesale Nail & Fastener Supply Co.  
2004 Duplitron, Inc.  
2003 Modern Auto Body  
2002 United Furniture, Inc.  
2001 Robert Sharkansky & Company, CPA



#### Prior Entrepreneur of the Year Recipients

2008 Robert Monahan of UPPAbaby  
2007 Howard Wright of Wright Technology  
2006 Rob Peters of Rob Peters Entertainment  
2005 Jeffrey Chrzanoski of Spark Street Autobody  
2004 Charles Bernard of The DJ Experience  
2003 James Messinger of The Crazy Chefs Caterers  
2002 Jerome Offutt of Top Quality Staffing  
2001 Randy Yanoff of Eye of the Tiger Karate

### 12th Annual Athena Awards

Honoring the highest level of professional excellence, a devotion to the community, and the opening of doors of leadership opportunity for women

The Metro South Chamber of Commerce and Sovereign Bank are pleased to announce the 2010 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.

The Metro South Chamber of Commerce believes in the values underlying the ATHENA Foundation's philosophy of incorporating the talents and expertise of women into the leadership of our businesses, our communities, and our government. The spirit of the ATHENA Program is captured in 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 17, 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.

To nominate an individual, please contact Kim Prosper at 508.586.0500 ext 231. An ATHENA Award nomination form will be mailed upon request. **Nominations are due by Friday, May 24.**

#### Prior ATHENA Recipients

2008 Vanessa Tierney, Brockton Area Multi-Services  
2007 Susan Szachowicz, Brockton High Principal  
2006 Loretta Degrazia, East Coast Petroleum  
2005 Marianne Wroble Cox, WXB 1460am Radio  
2004 Shailah Stewart, Brockton Public Schools  
2003 Linda Faria Braun, The Adult Learning Center  
2002 Christine Karavites, Proteas Consulting  
2001 Barbara Duffy, My Turn, Inc.  
2000 Noelle Foye, Brockton Elementary School Nurse  
1999 Janice Cunningham, East Bridgewater Police



Contributing Sponsors:  
The Shaw's Center and  
the Brockton ROX

2009 ATHENA Award  
Recipient Sue Joss,  
Brockton  
Neighborhood  
Health Center



## Business EXPO - Reserve Your Booth Now!



Wednesday, May 12, 2010

10am - 12pm: Business Expo

12pm - 1:30pm: Small Business Luncheon

Featuring Jeanne A. Hult, New England Regional Administrator, SBA, and Small Business & Entrepreneur of the Year Awards

1:30pm - 3pm: Business Expo

Promote your company to prospective clients at the 2010 Business Expo presented in conjunction with the Small Business Awards Luncheon. More than 30 businesses will be featured in this table top Expo. Reserve your table by May 3rd and secure an early bird rate of \$259 for members and \$359 for non members. After May 3, the cost of a table will increase to \$299 for members and \$399 for non-members. Prices include 1 lunch ticket. Sponsorship opportunities are also available. For more information call, Kim Prosper at 508.586.0500 x 231.

## City Council President Speaks to Chamber



Brockton City Council President Christopher MacMillan recently addressed Chamber members at a Government Affairs Meeting, answering questions and concerns about Brockton issues. For the next legislative event, see page 1.

Pictured: Christine Karavites, Vice Chair of Government Affairs, Ward 7 City Councilor and City Council President Christopher MacMillan, and Pat Ciaramella, Old Colony Planning Council

## Open Enrollment-Health Insurance Begins April 1

This is an excellent opportunity for Chamber of Commerce members to review their benefit options, to make changes to their health coverage plans, and to enroll any eligible employee who may have previously waived coverage. This open enrollment is also an opportunity to learn about the various products Health Services Administrators offers to members, such as health savings accounts (HSA) health plans; a new Health Reimbursement Account (HRA) arrangement, and a Flexible Spending Account (FSA) which provides a pre-tax benefit to both employers and employees.

Health Services Administrators offers access to Harvard Pilgrim, Tufts and Delta Dental Insurance. For more information, or to answer any questions you may have, please call **Health Services Administrators** at the following toll free number: 1.877.777.4414.



## Free Microsoft Training Vouchers from CareerWorks

CareerWorks is providing vouchers to area residents for free on-line computer training and certification exams through Elevate America, a new public-private partnership between Microsoft Corp. and the commonwealth that Gov. Deval Patrick announced earlier this month.

The training and exams are currently available only in English. The following coursework is available through CareerWorks: 13,000 vouchers for E-Learning courses in Windows Vista or Microsoft Office 2003 or 2007 software (Word, Powerpoint, Outlook), 5,000 IT Professional and Developer level E-

Learning courses, 3,000 Microsoft Office 2003 Certification Exams and 5,000 Microsoft Office 2007 Certification Exams.

The vouchers will be issued on a first-come, first-served basis starting March 31, 2010. Vouchers must be activated and exams must be completed by June 29, 2010. To request a voucher, visit [www.careerworks.org](http://www.careerworks.org) and click on the Elevate America Information. CareerWorks is a One-Stop Career Center located at 34 School Street, Brockton. Call 508-513-3400 for more information.



## Reynolds, Smith and Hills, to Celebrate Opening

Wednesday, April 21  
3:30 pm - 7:00 pm  
1324 Belmont Street, Suite 101



New Chamber member, Reynolds, Smith and Hills, Inc. (RS&H), invites Linda Balzotti and all chamber members to come celebrate the opening of their Brockton office on April 21 from 3.30 - 7.00pm. RS&H is a leading architectural, engineering, planning, and energy services firm with extensive experience supporting the national defense infrastructure. Our new office location is at: 1324 Belmont Street, Suite 101, and we will be serving light refreshments and drinks. For more information or to RSVP, please email: Lisa.Thoele@rsandh.com.

## Schedule Your Ribbon Cutting Today



John Sylvia of Bridgewater Trophy stands with the new Metro South Chamber ribbon cutting scissors



Ribbon Cuttings are a fantastic way to promote your grand opening, expansion, relocation, or to celebrate an anniversary. The Chamber will provide the ribbon, large scissors, photos and publicity in publications, including a posting on the website, information in the eUpdate and Action Report, and an invitation to the Mayor, the Board and Ambassadors. After the event, there will be a recap and photos will be added to our social networking site. In addition, mailing labels will be available at a discounted rate. The cost for a ribbon cutting ceremony is \$199.00. For more information, or to schedule your ribbon cutting today, contact John Nesti at 508.586.0500 x 229 or email jnesti@metrosouthchamber.com.

## Legislators Attending Legislative Luncheon

April 9, 2010 at 12:15 pm, Bridgewater State College



State Representative  
Geraldine Creedon



State Representative  
Christine Canavan



State Representative  
Louis Kafka



State Representative  
Thomas Calter



State Representative  
David Flynn



Senator  
Thomas Kennedy



Brockton Mayor  
Linda Balzotti



Plymouth County DA  
Timothy Cruz



State Representative  
Michael Brady



State Representative  
Robert Nyman

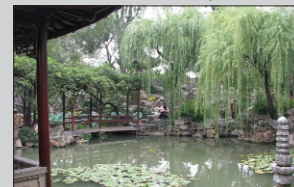
## Visit the World Expo with the Chamber



The Great Wall of China, Beijing



Boat Ride on the Grand Canal, Suzhou



Yu Garden, Shanghai



The Bund in Shanghai, Home of the 2010 World Expo

### Chamber Leads 2nd Annual Trip to China, October 11-19, 2010

Join the Metro South Chamber of Commerce for the trip of a lifetime to Shanghai, Beijing, Suzhou, and Hangzhou China for 7 days and 9 nights. Featured attractions include the 2010 World Expo, Great Wall of China, Tiananmen Square, Temple of Heaven, Forbidden City, Green Tea Plantation, Yu Garden, Summer Palace, optional trip to the Terracotta Soldiers and more. \$1,999 per person includes round-trip airfare, transportation to airport, 4 and 5 star accommodations, three meals each day, deluxe bus tours, fluent English-speaking tour guides, entrance fees to attractions and more.

*This trip is open to all residents.* Last year more than 57 people participated in this trip of a lifetime.

### Informational Meeting

Sunday, April 11, 1:00 pm - 2:15 pm

The Shaw's Center

(at the Brockton Garden Show)

1 Lexington Way, Brockton

For a full itinerary, visa information, accommodation and travel information or to pay the \$200 deposit (by April 30), call Lisa Keene at 508.586.0500 x 225 or visit:

[www.metroouthchamber.com/china.html](http://www.metroouthchamber.com/china.html)

## April is Dig Safe Month



Nearly one-fourth of the United States relies on clean, convenient and safe natural gas for its energy needs through an infrastructure of more than 2.2 million miles of pipelines and mains. Bay State Gas works closely with industry, government agencies and emergency services to ensure the highest levels of service, security and safety.

At the beginning of this spring construction season, Bay State Gas reminds all contractors and homeowners that prior to the start of any excavation project on public or private property, you must call Dig Safe to have the location of all underground utility pipes and cables marked. Projects include, planting trees and shrubs, landscaping, rebuilding walls and driveways, installing swimming pools, building additions to homes, and installing sewer lines, septic systems and drains.

In Massachusetts, the Dig Safe Law requires that Dig Safe be notified at 1 - 888 - DIG - SAFE, or 811, at least 3

business days (72-hours) before starting an excavation project. There are substantial fines for violation of the Dig Safe Law.

Dig Safe is a "one-call center" that will notify all natural gas, electric, telephone and cable companies with underground pipes and cables in the area of the project. The utilities will then visit the site and mark the location of their facilities. Dig Safe is a free service, funded entirely by its member utility companies.

If you expect a gas leak, move to a safe area, do not smoke or operate electrical switches or appliances, and call 911 and Bay State Gas at 1-800-525-8200 immediately with the exact location. Gas leaks are recognized by a distinctive odor similar to rotten eggs, a white cloud, bubbles in standing water, blowing dust, dead vegetation or an unusual hissing sound.

For more information, visit [www.digsafe.com](http://www.digsafe.com) or [www.baystategas.com](http://www.baystategas.com).



## WELCOME *New Members*

### *Making an Investment in Our Community*

#### **Ailano School of Cosmetology, Inc.**

Ms. Kera Iolli Arnone  
541 West Street  
Brockton, MA 02301  
(508) 583-5433  
www.ailano.com  
*Beauty Salons/Supplies*

#### **Alliance Enterprises, Inc.**

Mr. Jeffrey Fletcher  
125 Church Street, Suite 90-341  
Pembroke, MA 02359  
(781) 837-0730  
*Plumbing & Heating*

#### **CJ Pest Solution**

Mr. Craig Spence  
21 Spring Street  
West Bridgewater, MA 02379  
(617) 285-1000  
*Pest Control*

#### **Commonwealth Realty Services**

Mr. Craig Valdez  
673 North Main Street  
Brockton, MA 02301  
(508) 580-1111  
*Real Estate/Residential*

#### **Gaucher Associates**

Mr. Robert Anzalone  
50 Oliver Street, Suite 212  
North Easton, MA 02356  
(781) 341-9477  
www.gaucherassociates.com  
*Consultants*

#### **George's Bakery Products, Inc.**

Mr. George Silvestro  
25 Hall Street  
Medford, MA 02155  
(781) 395-7873  
www.georgesbakeryproducts.com  
*Bakeries*

#### **Josephines Famous Food**

Ms. Barbara Bruce  
148 Alger Street  
Brockton, MA 02302  
(781) 351-1546  
www.josephinesfood.com  
*Wholesale*

#### **Koso America**

Mr. Mark Gallagher  
4 Manley Street  
West Bridgewater, MA 02379  
(508) 584-1199  
www.kosoamerica.com  
*Manufacturers*

#### **Pires Hardware**

Mr. Tony Pires  
14 Center Street  
North Easton, MA 02356  
(508) 238-7344  
*Hardware Stores*

#### **Reynolds, Smith & Hills, Inc.**

Mr. John Gerrish  
1324 Belmont Street, Suite 101  
Brockton, MA 02301  
(508) 583-2091  
www.rsandh.com  
*Engineering/Consulting*

#### **South Shore Rehab & Skilled Care Center**

Mr. Robert Grady  
115 North Ave.  
Rockland, MA 02370  
(781) 878-3308  
www.sheehanhealthgroup.com  
*Nursing Homes/Rehabilitation Centers*

*To Join the Chamber:  
Call John,  
508.586.0500 x 229*

## Join the Chamber for an Alpine Christmas



### Visit the Christmas Markets in Germany

**November 30 - December 7, 2010**

**\$2,199 per person**

Visit Innsbruck, Golden Roof, Munich, Oberammergau, Salzburg and the Christmas Markets for 8 days with the Metro South Chamber of Commerce and Collette Vacations.

See the Alpine Alps, Maria Theresienstrasse, the Hofburg, Marienplatz, the Glockenspie, Olympic Park, the Neuschwanstein Castle, Wies Church, Mirabell

Gardens, Getreidegasse (Mozart's birthplace) and more.

Price includes round trip air from Logan Airport, hotel transfers, air taxes and fees/surcharges, and 6 breakfasts and 4 dinners.

For more information or to reserve your space, contact Lisa Keene at 508.586.0500 x 225, or visit www.metroouthchamber.com.

### INFORMATIONAL SESSION:

**Wednesday, May 26, 2010, 5:30 pm - 6:30 pm**  
**West Bridgewater Library, 80 Howard Street**

## Member-Led Sales Training



**Thursday, April 29, 8:30 am - 10:00 am**  
**Metro SouthChamber, 60 School Street, Brockton**

Join Bill Scher and Peter Oliver of Sandler Training for a series of **Member-Led sales training seminars** designed to help you grow your business.

**April 29:** "Upset about long sales cycles? Tired of unpaid consulting? Strategies on how to move your opportunities forward."

Bill and Peter's training clients include Fortune 500 companies, as well as

Massachusetts based businesses involved in financial, professional services, technology, manufacturing, construction, staffing, human resources, business consulting and more.

The workshop will be held from 8:30 am - 10 am at the Chamber. To register, contact Lisa Keene at 508.586.0500 x 225, or email lkeene@metroouthchamber.com.

## RENEWING *Members* Thank You !

AccuRounds  
Alan Siegel Financial Services  
Albert Merola-General Contracting  
Anderson Insulation, Inc.  
B.N. Yanow Company  
Back Bay Bagel  
Baynes Electric Supply Co., Inc.  
Bayside Financial Insurance Agency  
Beacon Residential Management  
Bridgewater Credit Union  
Brockton Housing Authority  
Brophy & Phillips Co., Inc.  
Central Glass Company, Inc.  
Changing Directions Counseling  
Christo's, Inc.  
Christy Place LLC  
Citizens Bank of Massachusetts  
Costco Wholesale #303  
Douglas A. King Builders, Inc.  
Easton Smiles  
ECO Recycling Systems, Inc.  
Fastteks  
Father Bills and MainSpring  
First Evangelical Lutheran Church

Gouthro Plumbing & Heating  
Harrington Insurance Agency, Inc.  
Holiday Inn Boston-Brockton  
Irving's Home Center  
Lambert's  
Masoneilan Dresser  
Morse Insurance Agency, Inc.  
Niccoli Brothers Oil  
North Easton Savings Bank  
North Main Street Veterinary Clinic, Inc.  
Packard Paper Corporation  
Pilling Engineering Group Inc.  
Randstad USA  
Rich Morgan Photography  
Roger P. Wedge, CPA  
Shaw Glass Company, Inc.  
Stonehill Sports Camp  
Televisuals  
The Enterprise  
Torrey & Associates  
Trojan Recycling, Inc. and Transfer Station  
Westfield Child Center  
Wheatstone Engineering & Consulting, Inc.  
William E. Beyer Design

## U.S. Small Business Programs Offered

Attend a **FREE SBA** workshop designed to highlight the various SBA programs and services that are available to prospective or current entrepreneurs who need assistance in starting or expanding their business. General information will be provided on the following:

### Small Business Counseling (SCORE)

**Small Business / Development Centers • Business Information Center SBA 7(a)**

**• Loan Guaranty Program • 8(a) Business Development HUB/Zones • Small Disadvantaged Business Assistance • Government Contracting Opportunities**

The workshop will be held at **CareerWorks**, 34 School Street, Brockton from **2 - 4 pm** on the third Wednesday of each month. The next workshops will be held on **April 21, 2010 and May 19, 2010**. Contact CareerWorks at 508.513.3400 for further workshop information.



Advertise in the  
*Actionreport*

Call Bonnie at  
508-638-5582



## iComplyNow 201 CMR 17.00 Workshop

Tuesday, April 27, 8:30 am - 11:00 am  
Metro SouthChamber, 60 School Street, Brockton



On March 1, 2010 Code of Massachusetts Regulation became law. This strict data security law requires every person (business) who owns or license personal information about a resident of the Commonwealth to implement and to document an information security program that is compliant with the regulations.

Joe Burns, a 40 year information technology veteran and author of The Essential Guide for 201 CMR 17.00 Compliance, will present a practical and cost effective approach for developing your business' specific Written Information Security Program (WISP).

The Jumpstart Workshop will demystify the complexities of the law and provide you with the answers to your questions to quickly and efficiently create your business' WISP. You will learn how to:

- Locate and protect personal information.
- Factor company size into the compliance equation.
- Perform an assessment of your current information security program and identify areas needed for improvement.
- Implement and document the complex technical provisions of Section 17.04 of the

regulations.

- Create your WISP.
- Use your WISP to train employees....and much, much more.



Mr. Burns will parse the regulation into its eighteen (18) sections and provide you with "reasonable actions for compliance". iComplyNow employed the well respected and industry accepted business development process of People, Process & Technology to create The Essential Guide for 201 CMR 17.00 Compliance. This business systems development process is being successfully used today by many of your colleagues who are actively developing their WISP.

Each attendee will leave the workshop with a business guide for Protecting Personal Information, links to expert sites and a coupon worth \$250 toward the purchase of The Essential Guide for 201 CMR 17.00 Compliance. Sign up today for this informative discussion and learn how to "smartly" comply with 201 CMR 17.00.

To register, visit [icomplynow.com](http://icomplynow.com), [metrosouthchamber.com/events.html](http://metrosouthchamber.com/events.html), or call 888-445-4843. Enter coupon code MO4202010. The cost is \$25 for members and \$35 for non-members.

## Connecting Activities SPOTLIGHT

The Metro South Connecting Activities Partnership spotlights youth involved in structured internships with local employers. To learn more about this and other competitive workforce programs, contact Kathleen Lynch at the Chamber by calling (508) 586-0500 ext. 227 or via e-mail [kllynch@metrosouthchamber.com](mailto:kllynch@metrosouthchamber.com).



Intern, Anika Francois, a student at Stoughton High School is involved in her second internship this year doing PR/Marketing at Brockton Community Access.

"Anika Francois is our current intern from Stoughton High School. Anika came to us looking to find something that was similar to what she wants to do after high school. She said she wants to be in the music business and being an intern here at BCA is a step in the right direction. Anika is learning about computers for video editing, Chroma Key for changing backgrounds behind people, and how to record different audio elements. Anika has taken to it like a fish to water. When she comes into the studio, she starts off with "What I found online is..." and then she will explain what research she has done on her own. This is a trait of a true visionary and leader. I know that she is going to go far and do BIG things. Watch for her name in the future. Anika Francois a rising star."

- Carl Pride, Brockton Community Access



Intern Omar Jamal, a student at Stoughton High School, works on a veterans history project edit using Final Cut Pro at his internship at Brockton Community Access.

"Omar Jamal is our current intern from Stoughton High School who has raised the bar in showcasing their personality through their work and help make Brockton Community Access a prestigious organization. Omar has successfully learned how to prep for Brockton High School sports events and other on location productions. BCA owns a mobile studio truck which we use for all these on location events; Omar has assisted in setting up for specific events including BHS football, basketball, and soccer games. Erecting mobile studio cameras from tripod to viewfinder and then shooting is something Omar can handle with ease. In the office Omar has jumped in and directed live to tape programs for television producers who needed an extra hand, as well as done

graphics, and audio from time to time for other producers. We only have him for a few more months and we'll be sad to see him go, he has been a great asset to our BCA team!"

- Aaron Thibeault, Brockton Community Access

## SCORE Small Business Workshop

Money Management for Small Business  
Wednesday, April 21 9:30 am - 12:30 pm (registration at 9:00 am)  
Weymouth Public Library, 46 Broad Street, Weymouth

You provide great products and services for your customers, but feel you're not capitalizing on the full financial potential of your business. This workshop can put on the path to better financial results. Get practical advice you can use right away to improve cash flow, increase profits and get your business on a more secure financial footing.

SCORE's business consultants counseled over 350,000 businesses last year.

Workshop topics include improving profit; managing cash flow including inventory management, vendor management, and receivables management; analyzing financial results; and managing when cash is tight.

This workshop is free for Chamber Members and is \$25 for non-members. Register by calling Lisa Keene at 508.586.0500 x 225 or email [lkeene@metrosouthchamber.com](mailto:lkeene@metrosouthchamber.com).

## 13th Annual Career Day at Shaw's Center

The Enterprise Newspaper In Education (NIE) program is proud to announce its 13th Annual Career Day sponsored by The Enterprise, Brockton Area Workforce Investment Board, Rotary Club of Brockton, Brockton Public Schools and the Metro South Chamber of Commerce. This event will be held on **Wednesday, April 28th at The Shaw's Center in Brockton** from 8:15-11:45.

This initiative is designed as an opportunity to build stronger connections

between schools and the community. By connecting schools with area businesses, students can see the meaning and relevance of what they are learning in school, invigorating the school culture and the classroom, while they begin to consider their potential careers.

Businesses and/or High Schools wishing information on participation can contact Cheryl Showstack, Educational Outreach Manager at 508-427-4010.

## 6th Annual "Keep Brockton Beautiful" Day

Mayor Linda Balzotti in conjunction with the Community Development Corporation (CDC) is seeking volunteers to help "Keep Brockton Beautiful" on Saturday, April 24 from 9am-12pm, rain or shine. For the past 5 years, the City of Brockton and its residents have come together to make sure that our City puts its best foot forward in the Spring. The City and the CDC want you to help take back our neighborhoods. Lets all help "Keep the Scene Clean"! This event has proven to be a great way to meet new people and at the same time, show off your Brockton pride. The city will be providing all of the necessary tools, but if you have your own, feel free to bring them along. Stick around for food and fun! Following the event, there will be a barbeque. Call Fredson Gomes for more information at 508-588-4049 x 118.

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## BUSINESS EVENTS

**April 9**

### Legislative Luncheon

12:15 pm - 1:45 pm

Bridgewater State College

East Campus Commons

Join other Chamber members for this opportunity to interact with legislators and meet Speaker of the House Robert DeLeo.

Tickets: \$39 members, \$49 non-members

To register, call 508-586-0500 ext. 225

**April 11**

### China Trip Info Session

1:00 pm - 2:15 pm

The Shaw's Center

1 Feinberg Way, Brockton

Learn about the Chamber sponsored trip to China and the World EXPO 2010. Taking place during the Brockton Garden Club Show.

Free to Attend

Please RSVP at 508.586.0500 ext. 225

**April 29**

### Business After Hours

5:30 pm - 7:30 pm

Old Colony Elder Services

144 Main Street, Brockton

Enjoy networking opportunities and refreshments. Don't forget your business cards!

\$5 for members, \$10 for non-members

Please RSVP at 508.586.0500 ext. 231

### IT'S EASY TO REGISTER!

508-586-0500 x 231 ☎

508-587-1340 📠

E-mail: info@metrosouthchamber.com

Online: www.metroouthchamber.com

Send reservation and payment to:



**Metro South Chamber of Commerce**  
Sixty School Street  
Brockton, MA 02301-4087