



April
2012

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.



LoJack Ribbon Cutting, page 5



Vinny's Casa Grande at the Taste of Metro South, page 6



Paul Souza at STEM event, page 7

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Attorney General Coakley to Speak at Legislative Luncheon

Thursday, April 12, 12:00 pm, Bridgewater State University



The Metro South Chamber of Commerce's Annual Legislative Luncheon will be held on **Thursday, April 12 at 12:00 p.m. at Rondileau Campus Center Ballroom** on the campus of **Bridgewater State University**.



Attorney General Martha Coakley

The keynote speaker for the event is **Attorney General Martha Coakley**.

Re-elected to her second term as Attorney General in 2010, Martha Coakley has devoted her career to protecting children and public safety, standing up for consumers and taxpayers, and fighting for equality for all. Attorney General Coakley has charted a career as a distinguished prosecutor on the state and federal levels before serving as Middlesex District Attorney and now as the Commonwealth's first female Attorney General.

First elected as Attorney General in 2006, Coakley quickly confronted the challenge of addressing the

Small Biz Awards & EXPO

Wednesday, May 16 • Shaw's Center



Call for Award Nominations & Exhibitors

The 2012 Small Business and Entrepreneur of the Year Awards will be presented at a special Luncheon on **Wednesday, May 16, 2012, 12pm** at the **Shaw's Center**, Brockton.

The Small Business and Entrepreneur Awards are presented to businesses that have displayed employment/staying power, growth, innovation and social responsibility. We are now accepting nominations, see page 9 for more criteria.

Also at the Luncheon will be an informative keynote speaker. Past speakers have included Monster.com creator Jeff Taylor and Boston Globe Technology Columnist Scott Kirsner.

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economic crisis that gripped our country shortly thereafter. Her office became a national leader in holding Wall Street accountable by bringing first-of-their-kind actions against investment giants such as Morgan Stanley and Goldman Sachs.

During these difficult economic times, Coakley has also successfully worked to reduce costs for consumers and taxpayers and vigorously prosecuted cases of corruption and fraud. During the 2010 fiscal year alone, her office recovered more than \$660 million for taxpayers based on her office's budget of \$37 million. Her office has saved families and businesses hundreds of millions of dollars by challenging utility rate increases, and recovered over \$100 million in Medicaid fraud prosecutions - a record for the office.

The Legislative Luncheon is a great networking opportunity. To register or for further information call the Chamber at **508.586.0500 ext. 225** or by registering online at events.metroouthchamber.com. The cost to attend is \$39 for members and \$49 for future-members. This event is sponsored by BSU and Massasoit Community College. *See page 8 for confirmed legislators attending the luncheon.*

ATHENA Awards & EXPO

Thursday, June 14 • Shaw's Center



On **Thursday, June 14**, at the **Shaw's Center**, Brockton, the Metro South Chamber of Commerce and HarborOne Credit Union will present the 14th Annual **ATHENA Award** during a special breakfast 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.



Keynote Speaker:
Michele McPhee, Investigative
Reporter for WCVB Channel 5

Continued on page 9

Chamber Advocates for Rail Service



The Metro South Chamber of Commerce is advocating for continued commuter rail service along the Old Colony Rail Line serving Brockton and the Metro South Region. The advocacy comes on the heels of the MBTA announcing possible service cuts to communities including Brockton and Bridgewater. "Commuter rail service has transformed entire neighborhoods along the rail and especially in the City of Brockton," said Chamber President and CEO, Christopher Cooney. The MBTA is facing a projected budget deficit in 2013. The commuter rail transportation system is an essential asset that contributes greatly to the economic well-being of the region. Eliminating portions of the transit service will compound the negative effects currently being felt on the economy within region. The Chamber strongly urges the MBTA, MassDot and the Commonwealth to continue commuter rail operations funding and its current schedule, to support sustainable means of funding mass transit, and to encourage the use of transit tax credits as a means to reduce the deficit. "Commuter rail has permanently connected the Metro South region to Boston, the hub of New England. We would like to see this link strengthened through better, more reliable on-time service. Further, we would like to see an increased number of scheduled trains providing greater use and value to this region," said Chamber President and CEO, Christopher Cooney. "This proposal to cut rail service is a proposal to derail progress," he went on to say.

Business After Hours at Tutto Bene

April 18, 2012, 5:30 - 7:30 pm



Please join us on Wednesday, April 18 from 5:30 pm - 7:30 pm for a Chamber Business After Hours networking event at Tutto Bene located at 1050 Pearl Street, Brockton.

Pasta Bene is now Tutto Bene! They've changed the name, but everything else stays the same, same people, location and

great food. Offering the best in authentic Italian food and we still sell our fine pasta products under the Pasta Bene name in our retail shop. In addition to traditional Italian cuisine, Pasta Bene also offers contemporary Mediterranean fare. Open Tuesdays-Saturdays 10am-10pm. Also offering catering options and trivia every Wednesday night. For more information, visit www.benemeansgood.com

This event is \$5 for members and \$15 for future-members and includes complimentary hors d'oeuvres. Register by calling Kim at 508.586.0500 x 231, email kprosper@metrosouthchamber.com or register online at events.metroouthchamber.com. As always, don't forget your business cards!

FEEDback Forum with the Phantom Gourmet: Wednesday, April 18



4:00 pm, Tutto Bene (Prior to Business After Hours)

Restaurant industry representatives are invited to speak with Dave Andelman, President of the Restaurant and Business Alliance & CEO of Phantom Gourmet. Join us and share your questions and concerns for the Massachusetts Restaurant and Business Industry. RSVP to Kimberly Prosper, kprosper@metrosouthchamber.com, 508.586.0500 x 231. Visit www.restaurantandbusinessalliance.com.



Join the Chamber at Abington Bank Open House

Tuesday, May 22, 5:30 pm - 7:30 pm, Abington



Join the Metro South Chamber for an Open House networking event at Abington Bank, 6 Harrison Avenue in, Abington on Tuesday, May 22 from 5:30 pm - 7:30 pm.

Looking for great rates? Tired of the "big bank" impersonal service? Then it's time you tried the truly local alternative - Abington Bank. Abington Bank has been quietly meeting the financial needs of families and individuals since 1888.



They are proud of their record and proud to be local. Abington Bank is also involved in many fundraisers and giving back to the community. 24 ATM available. For more information about Abington Bank, call 781-878-0045 or visit theabingtonbank.com.

This is a casual event that presents a great way to make business contacts, so bring plenty of business cards! In addition, refreshments will be served. This event is free of charge, but reservations are required. To register, visit events.metroouthchamber.com, call Kim at 508.586.0500 x 231 or email kprosper@metrosouthchamber.com.

Community BioReady Seminar

The Massachusetts Biotechnology Council (MassBio) will present a Community BioReady Seminar with the purpose of providing background to municipal officials about the biotech industry and guidance on how to position a municipality as a destination for biotech laboratory and manufacturing facilities. The topics presented in the seminars includes a background on the biotech industry, its economic impact, facility requirements of biotech laboratory and manufacturing space, bio-safety, and municipal approvals practices that



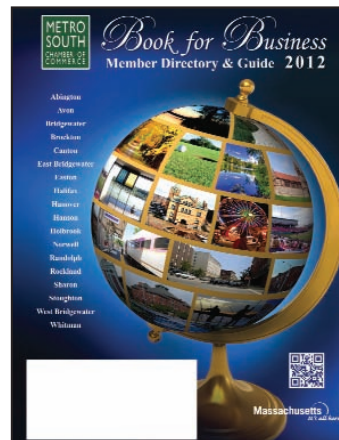
are conducive to supporting biotech opportunities.

The seminar will be held on **Friday, May 18th**, location and time TBD. Please contact Lisa Keene, 508-586-0500, ext. 225 or email lkeene@metrosouthchamber.com for more information.

Book for Business Arriving This Month

Look for the Chamber of Commerce 2012 Metro South Book for Business in April. The book features area dining, lodging, public golf courses, recreation, legislative leaders, community demographics, regional and economic data and a complete membership listing. The book also includes a full color map of the Metro South region and highlights hotels, golf courses, industrial parks, town halls and other points of interest.

Copies of the Book are being dis-



Metro South businesses.

For more information on the Book, contact Alison van Dam at 508.586.0500 x 222.

tributed through-out the region to banks, real estate offices, town hall offices, all Chamber members, area colleges, libraries, and sent to all relocating businesses and families interested in the Metro South area. 4,000 copies of the Directory will also be mailed out to additional

May is Membership Month, Join the Chamber Now!



May is membership month at the Chamber. The month-long campaign will end in a membership drive at the end of May. If you are a Chamber member who would like to participate in the drive in order to form a stronger business community and express to others what Chamber membership has meant to you, please contact Kathleen Lynch at 508.586.0500 x 229 or email klynch@metrosouthchamber.com. We are also accepting prize donations for drive participants. Visit metrosouthchamber.com to learn more about the Chamber.

Becoming a member of the Metro South Chamber provides your business opportunities to accelerate its growth. For more information, email klynch@metrosouthchamber.com.

Join the Chamber Today!

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.

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.

There are many exciting incentives for joining today, including free radio and print advertising, free admission to several Chamber events, amazing discounts and more. To discuss how the Chamber can help you build a stronger business, call **Kathleen** at (508) 586-0500 ext. 229, or email klynch@metrosouthchamber.com.

Did You Know? ...

- Consumers are 44% more likely to think favorably of a chamber member business
- Consumers are 51% more likely to be highly aware of a business that is a chamber member and 57% more likely to think positively of its local reputation
- Consumers are 64% more likely to buy good and services from a chamber member
- Businesses are 37% more likely to think favorably of a chamber member business, 51% more likely to be highly aware of it, 58% more likely to think positively of its local reputation and 59% more likely to buy goods and services from it
- 82% of people believe that the local chamber of commerce helps create jobs and promotes local economic development

The results are clear: Positive perception increases among consumers and business owners when a business is identified as a member of the local chamber of commerce.

National Study courtesy of the Schapiro Group

BOARD OF DIRECTORS	DIRECTORS
OFFICERS	Jane Callahan - HR Alternatives
Chair of the Board Peter Neville Concord Foods	Richard Colon -Verizon Communications
President and CEO Christopher Cooney Metro South Chamber of Commerce	Loretta DeGrazia - East Coast Petroleum
Chair-Elect William Morse Mutual Bank	Peter Dello Russo - Bridgewater Savings Bank
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Vice Chair Community Affairs Andrea Papadopoulos Arista Associates, Inc.	Kim Hollon - Signature Healthcare
Vice Chair Economic Development Steve Hall Prism Energy Services	Robert Kenworthy - Bank of America
Vice Chair Government Affairs Susan Joss Brockton Neighborhood Health Center	Jeffrey Liebman - Good Samaritan Medical Services
Vice Chair Membership Development Patricia Williams HarborOne Credit Union	Marc Lucas - Attorney at Law
Immediate Past Chair Scott Sanborn TD Bank	Dr. Dana Mohler Faria - Bridgewater State University
CHAMBER STAFF	Jim Murphy LSP - TRACEY Environmental
Christopher Cooney, CCE President and CEO x 223	Gerald Nadeau - Rockland Trust Company
Lisa Keene Business Development x 225	Jonathan "Jay" Pike - Sharkansky LLP
Kathleen Lynch Membership Director/ Connecting Activities Interim x 229	Bill Scanlon -Community Newspapers (The Enterprise)
	Andrew Schwartz Law Office of Andrew H. Schwartz, LLC
	Larry Siskind - Siskind and Siskind Attorneys at Law
	Art Sullivan -Consultant
	Peter Vlaco - Brophy & Philips Company, Inc.
	Dr. Charles Wall - Massasoit Community College
	508-586-0500 Front Desk x 221



ACCREDITED
CHAMBER OF COMMERCE

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

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The Metro South Chamber of Commerce is solely responsible for the editorial content of this publication.

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

Networking at Events

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

APRIL Calendar		
4	Ambassador Meeting	8:00 am
10	Enterprise Career Day The Shaw's Center, 1 Feinberg Way, Brockton	9:00 am
12	Legislative Luncheon Rondileau Campus Center, Bridgewater State University	12:00 pm
16	Patriot's Day - Chamber Closed	
18	Business After Hours at Tutto Bene 1050 Pearl Street, Brockton (FEEDback Forum at 4:00 pm)	5:30 pm
20	Employment Law Update	8:00 am
26	SCORE E-Commerce Workshop - Internet Marketing	8:30 am
28	China Trip Info Session Brockton Public Library, 304 Main Street, Brockton	2:00 pm
Coming Up		
May		
1	SCORE E-Commerce Workshop - Social Media	8:30 am
2	Ambassador Meeting	8:00 am
3	Principles of Lean Manufacturing	7:30 am
15	Executive Board Meeting 34 School Street, Brockton	3:00 pm
16	Small Business Awards & EXPO The Shaw's Center, 1 Feinberg Way, Brockton EXPO Luncheon & Awards	10:30 am 12:00 pm
18	BioReady Seminar	TBD
22	Open House at Abington Bank 6 Harrison Avenue, Abington	5:30 pm
24	Investigating Concerns in a Fragile Market	9:00 am
28	Memorial Day - Chamber Closed	
30	Board Meeting	12:00 pm
31	Quickbooks Workshop	8:30 am
Save the Date		
June		
6	Ambassador Meeting	8:00 am
6	Business After Hours - Bernardi of Brockton 300 Manley Street, Brockton	5:30 pm
8	Government Affairs	12:00 pm
12	Financial Statements for Small Businesses	8:30 am
14	ATHENA Awards Program & EXPO Shaw's Center, 1 Feinberg Way, Brockton	9:00 am
15	SDO Pre-Certification Workshop	10:00 am
27	Business After Hours/Ribbon Cutting Holiday Inn Express, 195 Westgate Drive, Brockton	5:30 pm
29	SDO Connecting Your Business to the Commonwealth	10:00 am

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

Celebrate the great things going on!

HarborOne Donates \$111,440 to United Way

This year, HarborOne employees pledged \$55,720 to the United Way of Greater Plymouth County, and the Board of Directors of HarborOne voted to match that amount for a total of \$111,440. HarborOne CEO, James Blake, praised his staff and Board for being so generous. "During these challenging economic times, many of our neighbors are having painful difficulties. So it is important to support local agencies such as the United Way of Greater Plymouth County."

June Goguen Named SBA's Award Winner

June Goguen, vice president of Bridgewater Savings Bank, has been named the U.S. Small Business Administration's 2012 Massachusetts Women in Business Champion award winner. The Women in Business Advocate award is presented annually to an individual who has fulfilled a commitment to the advancement of women's business ownership. Ms. Goguen will be honored at an SBA awards celebration along with the other Massachusetts Small Business Week 2012 winners at an event at Fenway Park on June 6, 2012.

Mechanics Cooperative "Saves a Life"

In an effort to support the Southcoast Blood Bank, the region's only local blood donor program, Mechanics Cooperative Bank Rua-Dumont-Audet Insurance, have created a little friendly competition. These two community business leaders have encouraged others to "give a pint and save a life" through the Southcoast Health Van. This year's was extremely close with Mechanics Cooperative Bank retaining the title by a slim margin of 66 pints compared to RDA's 59 pints. The 125 pints donated represents an amazing two-day total that the Southcoast Health Van is not used to seeing, with 30 usually being on the very high end of the scale.

Landerholm Presented BHS Alumni Award

Carl W. Landerholm will be presented the 2012 Distinguished Alumni Award by the Brockton High School Alumni Association. The award is presented annually to a BHS graduate whose outstanding service has given back to the Brockton community and beyond. Carl will receive the award at the Brockton High School Spring Concert. The Concert will be held at the BHS Auditorium on Tuesday April 10, 2012 at 7:30 PM. Tickets can be purchased at the BHS Administration Building from 8 AM to 2 PM on weekdays and on the evening of the concert at the door. Landerholm will be honored at a preconcert reception in the Azure Café at Brockton High School. The reception will begin at 5:30 pm and conclude at 7 PM. All alumni and community members are welcome to attend.

Join the Green Team

Do you love to garden? Love children? Have some time to volunteer? Become part of the Children's Museum in Easton's Green Team and help contribute to children's love and appreciation of all things growing and green! Green Team Volunteers will receive a complimentary tee shirt and, for a minimum commitment of hours, a free Museum membership for your family or as a gift to a friend or relative. For more information call the Museum at 508-230-3789 or email stevenh@childrensmuseumineaston.org

Crescent Credit Union Receives Training Grant

Crescent Credit Union has been awarded a Training Grant from the Massachusetts Workforce Training Fund in the amount of \$67,676.00. The proposed training plan is of a comprehensive nature, and addresses training needs within the credit union, such as Commercial Sales Leadership, and training in Quality & Efficiency Processes. Employees from every level will participate in the training, which will take place over the course of two years. This project is funded by a Workforce Training Fund grant through the Commonwealth of Massachusetts, Executive Office of Labor and Workforce Development. The grant program is administered by the Commonwealth Corporation.

Siskind Named Chair of HarborOne Board

Lawrence (Larry) Siskind has been named Chairman of the Board at HarborOne. Mr. Siskind is a life-long resident of Brockton and has been a well-respected attorney for the past 45 years. He conducts his law practice with his son Neal at Siskind & Siskind, LLC in Brockton. Mr. Siskind has been an active member in the Plymouth County and Massachusetts Bar Associations and received their prestigious Community Service Award in 2007. He has always been active in the City's civic affairs and presently serves as a Trustee of the Brockton Historical Society where he was Chairman for 10 years; a founding director of the Boys & Girls Club of Brockton; a director of the Brockton Area Private Industry Council and a director of the Metro South Chamber of Commerce. In 2009, the Brockton High School Alumni Association presented him with its distinguished alumni award.

Costco Wholesale InkJet Refill Program

Costco Wholesale is offering an inkjet cartridge refill service, \$7.99-\$9.99 on select HP, Canon, Lexmark and Dell cartridges. Save up to 70% when compared to new cartridges. See the full list of supported cartridges at www.costcoinkrefill.com. Costco is located at 120 Stockwell Drive, Avon. For more information, contact Nicole True at

781-706-3477.

UMass Club Spring Fling Open House

The UMass Club will be hosting a Spring Fling Open House on Wednesday, April 11th from 5:30-7:30 PM. Enjoy an evening of springtime fun with a stunning view of Boston Harbor, complimentary hors d'oeuvres and beverages, and an opportunity to mingle with Club Members! RSVPs are requested by email to contactus@umass-club.com or call 617.287.3030. www.umass-club.com Address: 225 Franklin Street, 33rd Floor, Boston, MA 02110

Annual Peter Mareb Memorial Lecture

Thursday, April 12: 21st Annual Peter Mareb Memorial Lecture at Stonehill College will offer patients a look at their doctors' notes in a program called "The Open Notes Project." The keynote speaker will be Tom Delbanco, M.D., Professor of General Medicine and Primary Care at Harvard Medical School and Beth Israel Deaconess Medical Center. A reception at Stonehill's Joseph W. Martin Jr. Institute for Law & Society on Route 123 will be held at 6pm with the lecture following at 7:15 and a question and answer period to follow. RSVP to Donna at dbenoit@stonehill.edu or call 508-565-1131.

Mobfellas show at St. Joseph Manor

Saturday, April 14: Mobfellas show, presented by Mystern Cafe, sponsored by St. Joseph Manor. Just us for a night of food, cocktails and laughter at the Massasoit Conference Center in Brockton. Cocktails at 6pm, dinner and show at 6:30 pm. \$65 per person or \$600 per table of ten. Tickets available at St. Joseph Manor, 215 Thatcher Street, Brockton, or by calling 508-584-5834. You may also email mdunton@sjmbrockton.org.

Grow Associates Philharmonic Fundraiser

Sunday, April 22: Grow-Associates, Inc., is featuring the Southeastern Philharmonic Orchestra, in a fund-raising concert at the Chapman Middle School Auditorium, located at 1051 Commercial Street, Weymouth, MA. The concert will begin at 2:30 PM, and tickets may be purchased at the door for \$10 each, or in advance for \$9 each - just call Grow's office at 508-408-4210. Please call that same phone number for further information, including how you can place an ad in the concert program book, or be listed as a patron/donor.

SHUP Annual Fundraising Gala

Saturday, April 28: South Shore Haitians United for Progress (SHUP) Annual Fundraising Dinner Gala. 8pm at the Latana, 43 Scanlon Drive, Randolph. Your donations and sponsorship will allow us to continue providing Job Readiness, ESOL, and Computer Training, among other services. We will be joined by the Group Taboo

Combo for entertainment Dr. Paul Farmer from Partners in Health will be Master of Ceremony and Dr. Mercier will be our guest of honor. We promise to offer a memorable evening by spoiling you with great food and performances from various talents within our Haitian community. Visit www.sshup.org or call 508-944-1970.

School on Wheels Road Race & Fun Walk

Saturday, April 28: Register now to walk or run in Outrunning Homelessness, the second annual fundraising Road Race & Fun Walk for School on Wheels of Massachusetts. 9am at Borderland State Park in Easton (registration starts at 8am). Proceeds will provide one-on-one after-school tutoring, new backpacks and school supplies, and educational advocacy and academic support for children and teens impacted by homelessness. For more information, visit sowma.org or email Cheryl@sowma.org.

Give Your Old Bike A New Life

In celebration of Earth Day, donate your bike to Stairway to Recovery, a peer driven community based enter located in Brockton that assists individuals and families who have been negatively impacted by alcohol or drug addiction. Kids' bikes will be donated to the Boys and Girls Club which provides fun after school programs for youth age 6-10 in a safe environment. Donations accepted will be street and mountain bikes in working condition, bike tools, bike accessories, older bikes in fair condition to be recycled, and financial donations (made payable to Massasoit Community College Foundation. Bring your bike to Massasoit Community College in Brockton by April 25 (email jcafelle@massasoit.mass.edu) or Old Colony Planning Council, 70 School Street, Brockton (email kmotwatt@ocpcrcp.org).

MY TURN's Hero Awards Banquet

On Thursday, May 18, please join Governor Michael Dukakis and Kitty Dukakis as well as former mayor Jack Yunits and Lees Yunits as honorary chairs at this year's MY TURN's Annual HERO Awards Banquet "Global Village, held at the Massasoit Conference Center in Brockton. At the event, the HERO award will be presented to Barry Koretz, principal owner of BKA associates and the outgoing president of HarborOne Credit Union's Board of Directors. Also honored will be Dr. David Mudd, Past President of Caritas Hospital Physicians and Willetts Silkworth, VP of Crescent Credit Union and MY TURN board member. The MC will be Pam Cross, WCVB-TV's news anchor. For tickets and info, call 508-580-2659 x 205 visit www.myturn.org.

Kathleen Lynch Named Membership Director



Kathleen Lynch has been named the new Membership Director at the Metro South Chamber of Commerce, providing membership services to business members throughout the Metro South Region.

Kathleen will be responsible for the development and implementation of the Chamber's membership recruitment plan and will assist new members with strengthening their business through increased marketing and networking within the business community.

Kathleen began her career at the Chamber as an intern through Bridgewater State University. More recently, she served as Connecting Activities Coordinator, connecting youth to employers by providing meaningful worksite experience, building academic, technical and workplace skills.

Kathleen Lynch can be contacted at klynch@metrosouthchamber.com, or by calling 508.586.0500 x 229.

"Brockton Knocks Down Diabetes" This June



The incidence of both Type I and Type II diabetes in Brockton is higher than the statewide average with childhood obesity becoming a major concern in the Brockton Schools and adult onset diabetes being a problem in ethnic communities. Brockton will be "Knocking Down Diabetes" with an intensive city-wide two week campaign running from June 9-June 23. Activities will include a Tradeshow and Fair, free admission to the YMCA and health clubs, healthy recipe submission, and free workshops and presentations, culminating with a "Walk, Just For Walking" at June 23 at HarborOne Credit Union. More than 30 organizations will be participating in the campaign. For more information, contact Leo MacNeil at 508-895-1314.

Chamber Affiliation News & Events

To become an affiliate organization of the Chamber, contact Christopher Cooney at 508.586.0500 x 223 or email chris@metrosouthchamber.com.



The Bridgewater Business Association (BBA) will host the 2012 Meet & Greet on Tuesday, April 10 from 5:30 pm - 8:00 pm at the Bridge Center, 470 Pine Street, Bridgewater. This event is open to all businesses and will include complimentary food and cocktails, prizes, guest speakers and topics relative to the business climate. Visit www.bridgewaterbiz.biz for more information and featured speakers.

The Stoughton Chamber of Commerce will host its monthly meeting on Monday, May 7, 11:30 am - 1:00 pm at Alta at Indian Woods. The topic will be Retirement Plans for Business Owners. The presentation will be presented by Mark Cohen of Ameriprise Financial. Bill Considine, Ameriprise regional retirement plan expert for greater NE will be the guest speaker. For more information, visit stoughtonma.com



The Norwell Chamber of Commerce presents "Meet Your Local Business Owners" on Tuesday, April 10, 5:30 pm - 7:30 pm at Rockland Trust, 2036 Washington Street in Hanover. This is a free networking event with expo format. For more information, contact Roberta Sousa, 781-878-7440, roberta.sousa@rocklandtrust.com.

The East Bridgewater Business Association (EBBA) will hold their 20th Annual Meeting on Tuesday, April 17, 6pm-9pm at T.J. Smith's Victorian House, located at 13 Cross Street in East Bridgewater. Tickets are \$30 and must be purchased in advance by calling Joe at 508-378-7436.



The Avon Industrial Park Association (AIPA) was recently formed to serve as an advocate for the Avon Industrial Park and member businesses and to help the Avon community. Issues of concern include the possibility of sewerage in the town and park beautification. For more information, call Bob Costa at 508-586-0900.



Discover what over 250 travelers in the region have seen and explored in the Chamber's 4th Annual Trip to China

Free Info Session: Saturday, April 28, 2012
2:00 pm at the Brockton Public Library, 304 Main St., Brockton

Beijing

Visit Tiananmen Square, Temple of Heaven, Forbidden City, the Summer Palace, Kunming Lake, Longevity Hill, Great Wall and 13 Ming Tombs.

Suzhou

Sightseeing includes the Lingering Garden, Tiger Hill and Hanshan Temple and National Embroidery Institute

Hangzhou

Take a cruise on the West Lake, visit to Lingyin Temple with 64.3 ft-high Buddha, and visit the Economic Development Zone

Shanghai

Sightseeing includes the Yu Garden, the Bund, Business visit to the Pudong Economic Development Zone, and Shanghai Carpet Mill.

* Prices includes roundtrip airfare, transportation to and from JFK, most meals, 4 and 5 star accommodations, deluxe bus tours, fluent English-speaking tour guides and entrance to attractions. \$300 deposit due May 1. For more information and full itinerary, contact Alison van Dam at 508.586.0500 x 222 or email avandam@metrosouthchamber.com

LoJack Corporation Moves Headquarters to Canton



LoJack Corporation President & CEO Randy Ortiz cuts the ribbon marking the grand opening of LoJack Corporation's global headquarters located at 40 Pequot Way in Canton, MA in March. Elected officials, including state representative William Galvin, employees, community members, and Chamber representatives were on hand to welcome the company. The new facility is home to approximately 200 employees. LoJack Corporation is the worldwide leader in finding and recovering a wide range of stolen assets from cars and construction equipment to people with cognitive conditions. For more information, visit www.lojack.com.



Catholic Charities Celebrates Grand Opening



South Region Bishop John A. Dooher holds the ribbon for Catholic Charities president Deborah Rambo during the March 1 grand opening and ribbon cutting ceremony of Catholic Charities South's new location at 169 Court Street in Brockton. Photo courtesy of Monika I. Bach, Catholic Charities. For more information, call 508-587-0815 or visit www.ccab.org

"Taste" Featured 55 Restaurants, Electra 225 Funk Band, Big Top

The 20th Annual "A Taste of Metro South" entertained a crowd of over 700 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 Amilcar Monteiro. Visit www.flickr.com/photos/metrosouthchamber/, or visit www.metroouthchamber.com/taste.html to see all photos from the event.



Taste of Metro South Cake, Costco Wholesale, Avon



Brockton High School Fine Arts Cafe



Brazil Grill



Olde Hitching Post Restaurant & Tavern



Christo's Restaurant



Donna's Love Bites



Edible Arrangements



Fishtail Kitchen Indian Cuisine



Cafe Francesca



Freda's Fine Food & Spirits



The Shaw's Center



Smith's Restaurant



Stoneforge Grille



Vinny's Casa Grande



Brockton High School Jazz Band



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To see a list of all those who participated, including contact information for all restaurants, organizations and entertainment acts, visit www.metroouthchamber.com/taste.html

Brockton Area Connecting Activities Partnership (CAP) Holds STEM Career Event at BSU



Photo by Robert W. Matheson Jr.
Dr. Arthur Goldstein, Dean, College of Science and Math delivers a dynamic keynote speech



In response to Lieutenant Governor Tim Murray's "WOW Initiative" to promote STEM (Science, Technology, Engineering and Mathematics) education across Massachusetts, the Metro South Connecting Activities Partnership, a collaboration of the Brockton Area Workforce Investment Board and the Metro South Chamber of Commerce, held the 1st Annual STEM Career Exploration Event at Bridgewater State University on March 7th, 2012. The goal of this event, which was sponsored by the Office of

Regional Outreach at Bridgewater State University, was to expose youth to a variety of STEM careers in a fast paced, "speed networking" style setting.

In ten minute segments, eighty-five local high school students from the Metro South region shifted from table to table to discuss career options with professionals from various STEM fields, such as video game development, forensics, engineering and health services. Several volunteer BSU students also spoke with youth about college life and coursework. "The goal was to motivate youth to start thinking about the future. We wanted to expose them to the broad range of career opportunities available in STEM," said Kathleen Lynch, the coordinator of this event.

"What was magic about the STEM Career Exploration event was that it opened a window of awareness that could lead many students toward careers in STEM," said Wini Dillon, a science teacher at Stoughton High School.

Dr. Arthur Goldstein, Dean, BSU's College of Science and Mathematics, delivered a dynamic keynote which focused on STEM research needed across the globe, such as earthquake prediction, sustainable energy, disease research, and space exploration. He told the students that in order to succeed they must pursue a path that interests them. "Follow your passion and I'm confident you will do marvelous things," he said.

The event concluded with a tour of the new The Marshall Conant Science Building which houses Bridgewater State University's programs in biology, chemistry and physics.

Special thanks to Sarah Trudel, The National Marine Life Center, Shawn Diotte, Concord Foods, Beverly Allen, Brockton Neighborhood Health Care, Paul Souza, Plymouth County Sheriff's Department, Diane Ferrera, Accuounds, Kayla MacGregor, Accuounds, David Price Bridgewater State University, College of Business, Reed Brockman, Boston Society of Civil Engineers, Matthew Desmond, Maersk Line Limited, Nigel Jacobs Office of Mayor Menino, Joseph Matta, Bridgewater State University, Colin Gregory, Bridgewater State University, Jennifer Green, Ocean and Coastal Consultants, Timothy Gerritsen Irrational Games



Photo by Robert W. Matheson Jr.
Forensic Analyst Paul Souza of the Plymouth County Sheriff's Department shows students how to analyze thumb prints



Photo by Robert W. Matheson Jr.
Matthew Desmond (right), Marine 1st engineer for Maersk Line Limited discusses mechanical engineering with students Steven Borst and Mathew O'Connor from Stoughton High School



Photo by Robert W. Matheson Jr.
Bridgewater State University physics major Colin Gregory provides students with information about majoring in Science



Photo by Robert W. Matheson Jr.
Nigel Jacobs, Emerging Technology Advisor for the Office of Mayor Menino, talks with Matt O'Connor of Stoughton High School



Photo by Robert W. Matheson Jr.
Sarah Trudel, marine science instructor at the National Marine Life Center, walks students through animal rescue and rehabilitation

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Business EXPO - Reserve Your Booth Now!

Wednesday, May 16, 2012
The Shaw's Center, Brockton
10am - 12pm: Business Expo
12pm - 1:30pm: Small Business Luncheon
1:30pm - 3pm: Business Expo






Promote your company to prospective clients at the 2012 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 April 30 and secure an early bird rate of \$259 for members and \$359 for non members. After April 30, the cost of a table will increase to \$299 for members and \$399 for non-members. **Prices include one lunch ticket.**

Sponsorship opportunities are also available. For more information call, Kim Prosper at 508.586.0500 x 231 or email kprosper@metrosouthchamber.com.

Small Biz Awards & EXPO (continued from page 1)

Tickets are \$35 for members and \$45 for future-members.  Register by calling Kim at 508.586.0500 x 231 or online at events.metroouthchamber.com. The Small Business Luncheon is presented in conjunction with the Business EXPO which will run from 10:00 am - 3:00 pm.

Legislators Attending Legislative Luncheon

April 12, 2012 at 12:00 pm, Bridgewater State College

 State Representative Geraldine Creedon	 State Representative Angelo D'Emilia	 State Representative Louis Kafka	 State Representative Thomas Calter	 State Representative Geoffrey Diehl
 Senator Thomas Kennedy	 John Buckley, Registrar of Deeds	 District Attorney Timothy Cruz	 State Representative William Galvin	 Plymouth County Clerk of Courts Robert Creedon

Annual "Keep Brockton Beautiful" Day

Saturday, April 21, 2012



John Nesti, Comcast Business Class, takes part in Keep Brockton Beautiful Day

Keep Brockton Beautiful Day will be held on Saturday, April 21 from 9:00 am - 12:00 pm, rain or shine. Volunteers are needed to participate. Form your own teams or register as an individual. Registration will take place from 7:30 am - 8:30 am at Heights Crossing, 35 Christy's Place, Brockton. A cook-out and raffles will follow the clean-up at 12 noon at Heights Crossing. For more information, call the **Mayor's Office** at 508-580-7123 or visit www.ci.brockton.ma.us.

Calling All Businesses; Career Day

Tuesday, April 10, 2012, 8:00 am - 11:45 am

The Brockton Area CAP (Connecting Activities Partnership) is proud to announce its 15th Annual Connecting Activities Career Day sponsored by the Brockton Area Workforce Investment Board, Rotary Club of Brockton, and the Metro South Chamber of Commerce. This event will be held on Tuesday, April 10th at The Shaw's Center in Brockton from 8:00 a.m. - 11:45 a.m. 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 or high schools who would like to get involved may contact Krystel Love, Director of Youth Services at 508-584-3234, or email kllove@bawib.org.

New Health Plans Offer Savings for Businesses

Two new health care programs offering low-cost health insurance options for small businesses in Massachusetts are being launched as results of innovative collaborations and cooperatives:



Steward Health Care and Fallon Community Health Plan have launched Steward Community Care on April 1, a new limited network product offering comprehensive coverage with premium savings of at least 20% made possible through a collaboration between a health plan and a health care system. The product offers plan designs with no deductible as well as options with deductibles for increased savings on monthly premiums. Steward Community Care is available through FCHP to all small businesses in the product's coverage area. It can be offered alongside any one of FCHP's other network options. Steward Community Care includes a network of ten community hospitals and 2,200 primary care physicians and specialists, as well as Brigham and Women's Hospital and Massachusetts General Hospital. For more information, visit www.steward.org.



The Massachusetts Association of Chamber of Commerce Executives (MACCE) has been certified as a small business health insurance Group Purchasing Cooperative. The Cooperative lowers health insurance costs for small businesses through a combination of its buying power and the programs to make its members healthier and to promote the use of lower cost settings of care. Under a law signed by Governor Deval Patrick, as many as six certified group purchasing cooperatives can take on up to 85,000 small group members. For more information, contact Christopher Cooney at 508.586.0500 x 223.

Cheer Pack Moves to West Bridgewater, Adds Jobs

Rod Jané of New England Expansion Strategies (NEES) recently helped Cheer Pack North America receive unanimous West Bridgewater Town Meeting approval of a Tax Increment Financing (TIF) Agreement for its manufacturing relocation and expansion project. Cheer Pack is relocating from Plymouth, MA to a new manufacturing and headquarters facility at One United Drive in West Bridgewater to accommodate a major expansion. The company manufactures innovative packaging for the food and beverage industry. The project will result in the retention of 35 full-time jobs and the creation of 77 new full-time jobs. Cheer Pack will invest approximately \$23 million and lease 187,500



square feet of the 315,000 industrial building that formerly housed the United Liquors headquarters and distribution center. The building has been approximately 83% vacant for the last nine years and is coming out of foreclosure. The project is eligible for the Abandoned Building Tax Deduction. In addition to managing the tax incentives for the project, NEES has also coordinated all local permitting activities and has helped Cheer Pack obtain three permits, a Special Permit (for change in use to manufacturing in a Water Resource Protection District), a Site Plan Review, and Building Permit. All three permits were obtained in 48 days. The process was assisted by the Metro South Regional Economic Development Organization (REDO).

Do You Know A Business That Deserves Recognition?

Small Biz & Entrepreneur of the Year Awards

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

Awards Presentation
Sponsored by: **Bank of America**



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 April 13. Visit www.metroouthchamber.com to

download the nomination form. Winners will be announced at the Small Business and Entrepreneur Luncheon on **May 16th, 2012** and will receive an engraved plaque and publicity. For more info, call Kimberly Prosper at 508.586.0500 x 231 or email kprosper@metroouthchamber.com.



Left: Richard Rosen, McGuigan's Pub, 2011 Entrepreneur of the Year. Right: Al Ata, Elie Baking Corp, 2011 Small Business of the Year



Prior Small Business of the Year Recipients

2010 Prisco's Market
2009 MCG Partners
2008 Heights Crossing
2007 Westgate Lanes
2006 Cindy's Kitchen
2005 Northeast Wholesale Nail & Fastener Supply Co.
2004 Duplitrion, Inc.
2003 Modern Auto Body
2002 United Furniture, Inc.
2001 Robert Sharkansky & Company, CPA

Prior Entrepreneur of the Year Recipients

2010 Patricia Winberg, Topnotch Design Studio
2009 Michelle Cully, XPressman Trucking & Courier
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

ATHENA Awards & Expo (continued from page 1)

The ATHENA Awards Program was created in 1982 and has expanded to over 500 cities in the United States, Russia, Canada, China, The United Arab Emirates and the United Kingdom. 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, communities and government.

The featured speaker is Michele McPhee, an investigative reporter for WCVB Channel 5 in Boston. A veteran crime journalist, she is best-selling true crime author of numerous novels, some of which have been adapted for movies. McPhee was the Police Bureau Chief for the New York Daily News for nearly 10 years, covered Ground Zero on 9/11, and as been a commentator on breaking news for national programs on CNN, MSNBC and the Fox News Network. McPhee has also hosted her own talk

Thursday, June 14, 2012
8am - 9am: ATHENA Expo
9am - 10am: ATHENA Breakfast
10am - 11am: ATHENA Expo
11am - 12:30pm: Workshops TBD

radio program and has been awarded first place for "Serious Column" by the New England Press Association. Her books have included "A Professor's Rage", "A Date With Death" based on the Craigslist killer, "When Evil Rules" and "A Mob Story."

The breakfast will run from 9am-10am with the ATHENA Woman's Expo running from 8am - 11am. Tickets are \$25 for members and \$35 for future-members. Expo tables are \$99. To register, reserve your expo table, or to nominate an individual for an ATHENA award, please call Kim Prosper at 508.586.0500 x 231, or visit events.metroouthchamber.com. Sponsored by HarborOne Credit Union, the Shaw's Center and the Brockton Rox.

14th 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 HarborOne Credit Union are pleased to announce the 2012 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 14, the Metro



2011 ATHENA Award Recipient: Elaine Reiser, Brockton Area Multi-Services



GOVERNMENT Affairs

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

Friday, May 11, 2012

Join us on May 11, 12:00 pm at the Chamber, 60 School Street, Brockton for our monthly Government Affairs Meeting. The guest speaker will be **Geoff O'Hara**, Executive Director of the Eastern Region of the U.S. Chamber of Commerce



Geoff O'Hara, US Chamber of Commerce

the Chamber's Eastern Region.

The mission of the U.S. Chamber's Regional Offices is to develop and maintain legislative, political and grassroots

resources for the achievement of the U.S. Chamber's public policy goals. Geoff seeks to expand the Chamber's Eastern Regional operations and strengthen relationships with Chamber member businesses, associations, and chambers of commerce.

Before joining the U.S. Chamber staff in 2001, Geoff O'Hara was the Vice President of Government & Public Affairs for the National Association of Chemical Distributors.

If you would like to attend this meeting, please contact Lisa at the Chamber, 508.586.0500 x 225, email lkeene@metroouthchamber.com, or register at events.metroouthchamber.com. The cost to attend is \$5 for members and \$15 for future-members and includes lunch.

Sponsored by:



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, visit metroouthchamber.com and **download the nomination form**. For more information, contact Kim Prosper at 508.586.0500 ext 231, kprosper@metroouthchamber.com. Register for this event online at events.metroouthchamber.com.

Prior ATHENA Recipients

2011 Elaine Reiser, Brockton Area Multi-Services
2010 Anne DeMinico, St. Joseph Manor
2009 Sue Joss, Brockton Neighborhood Health Center
2008 Vanessa Tierny, Brockton Area Multi-Services
2007 Susan Szachowicz, Brockton High Principal
2006 Loretta Degrazia, East Coast Petroleum
2005 Marianne Wrable 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

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Mrs. Donna M. Brown
PO Box 366
Bryantville, MA 02327
(781) 293-2835
www.masca.org
Education

National Physical Therapy

Mr. Len Pudt
49 Pearl Street
Brockton, MA 02301
(508) 580-9995
www.nationalphysicaltherapy.com
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Mr. Ted Parker
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Ms. Cheryl Oppen
790 West Chestnut Street
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Fuller Craft Museum
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GOLFTOWN
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McDonald's
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Mechanics Cooperative Bank
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Cuba: May 3 - May 11, 2012



Highlights include Old Havana, Cathedral de la Havana, Museo Dine Arts, Pinar Del Rio Vinales, Prehistoric Painted Caves, Bay of Pigs Museum, Hemingway's Home, Cienfuegos, Jagua Castle, Trinidad, Sugar Mill Valley, Partagas Cigar Factory and more. Offered through a special People-to-People License. Be one of the first to visit Cuba since 1959.

Amalfi Coast, Italy: October 30-November 7, 2012



\$3,399 based on double occupancy from Miami. For more information, visit metrosouthchamber.com/pdf/cuba.pdf.

Netherlands, Belgium & Paris: September 10-20, 2012



The Amalfi Coast's mixture of history and nature are yours to discover from the Cathedral of Amalfi, to the villas in Ravello and the numerous churches. From Galli's Isles in front of Positana to the Emerald Grotto, near Conca Dei Marini, the Amalfi Coast will captivate you with its warmth and beauty. \$2,399 based on double occupancy. For more information, visit metrosouthchamber.com/pdf/amalfitiin.pdf.

Costa Rica: March 9 -17, 2013



Featuring the Floriade World Horticultural Expo, held only once every ten years. enjoy immersion in the culture of the Benelux region. Cruise the canals of Amsterdam by candlelight, stroll through the colorful displays of Keukenhof Gardens, explore historic Bruges and stroll the boulevards of Paris, France. You will also visit Giverny in France, the place that gives life to Monet's Water Lilies, the cathedral of Notre Dame and enjoy dinner in the Eiffel Tower. \$3899 based on double occupancy. Book now and save \$100. Additional dates are available, contact the Chamber for for availability. For more information, visit collettevacations.com/link/497680.

Open Enrollment for Health Insurance

This is an excellent opportunity for Chamber of Commerce members



accounts (HSA) health plans

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

If you are self-employed or a small business owner, this is also an opportunity to enroll in a health insurance program best suited to your business needs.

Health Services Administrators offers access to Harvard Pilgrim, Tufts and Delta Dental Insurance. For more information, or call Debbie or Debbie at 1.877.777.4414 x 124 or x 125.

Employment Law Update, What You Need To Know



Friday, April 20, 2012, 8:30 am - 12:00 pm
(Registration & Networking: 8:00 am)
Metro South Chamber, 60 School Street, Brockton

The experienced attorneys of Murphy, Hesse, Toomey & Lehan, LLP, will provide an overview of major developments in employment law over the past twelve months. Emphasis will be placed on the implications of these legal developments for day-to-day HR administration and tips for minimizing liability. In addition, attorneys will be discussing topics in greater detail including:

- Overview of notable developments in labor and employment law, 2011-2012
- Social media and other protected concerted activity under the National Labor Relations Act: What All Employees Need to Know
- Worker classification and independent contractor issues
- Developments, best practices and ask the attorneys.

Registration and networking will begin at 8:00 am. The cost of this workshop is \$39 for members and \$69 for non-members and includes coffee, continental breakfast, and extensive handouts including best practices. RSVP for this event by contacting Kim Prosper at 508.586.0500 x 231, email kprosper@metrosouthchamber.com, or register online at events.metroouthchamber.com

Murphy, Hesse, Toomey & Lehan, LLP is a multi-service law firm based in Quincy, Boston and Springfield. One of the 50 largest firms in Massachusetts, their years of experience and resources offer clients a wide range of legal services while maintaining a "hands-on-touch" that is important in Client-Attorney relationships. For more information about Murphy, Hesse, Toomey & Lehan, visit www.mhll.com. For more information about the content of this program, call Monty Vaughn at 617-691-1951 or email mvaughn@mhll.com.

Principles of Lean Manufacturing

Thursday, May 3, 2012
8:00 am - 4:00 pm (7:30 am registration)
Metro South Chamber, 60 School Street, Brockton

Using a performance based simulated manufacturing environment, our experts will help transform your team into a Lean manufacturing enterprise, eliminating waste, increasing productivity and profitability and allowing you to gain a competitive edge in the marketplace. Workshop participants have reported a 90% reduction in lead time, 85% improvement in quality, 50% increase in productivity and a 50% reduction in floor space.

Traditional manufacturing philosophies stress high utilization of machinery and manpower with less attention spent focusing on cycle time reduction or manufacturing waste. Lean manufacturing focuses on creating greater production efficiencies by implement-



ing value-added activities to minimize waste. By utilizing a performance based learning environment, workshop participants experience a complete Lean transformation and learn how to implement Lean principles through their own manufacturing enterprise in the 8 hour workshop and simulation.

Lean implementation focuses on eliminating overproduction, wait time, transportation, inefficient processes, inventory, motion, defects, and production bottlenecks.

The cost to attend is \$79 for Massachusetts companies and \$325 for non-Massachusetts companies. Continental breakfast and lunch are included. Register online at www.massmep.org or call 508-831-7020 x 11.

U.S. Small Business Programs Offered

Attend a FREE SBA workshop designed to highlight the various SBA programs and services. 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 18 and May 16, 2012**. Contact CareerWorks at 508.513.3400 for further workshop information.

Investing Concerns in a "Fragile" Market

Thursday, May 24, 2012
9:00 am - 10:00 am
Metro South Chamber, 60 School Street, Brockton

The U.S. economy is heating up, learn how to grow your money wisely and why "down" markets create investment opportunities for the wise investor. Do you know what you're doing what you're doing when you invest? Learn about the "cash flow" eliminator, debt, and admit that spending before planning is terminal to



investing.

Presented by Kevin Woods of the Society for Financial Awareness, a non-profit educational speaker's bureau.

To register for this free workshop, contact Lisa Keene at 508.586.0500 x 225, email lkeene@metrosouthchamber.com, or register online at events.metroouthchamber.com

Shoeleather Marketing - E-Commerce Workshops

April 26 & May 1, 2012
8:30 am - 10:30 am
Metro South Chamber, 60 School Street, Brockton



Give a boost to your internet marketing efforts. If you want to get more business from your website or if you are wondering whether social media marketing is right for your business, this 2 part workshop series is for you.

SCORE's E-Commerce workshop will help you supercharge your internet marketing efforts. A website that attracts prospects and a social media marketing program that puts you in contact with potential customers are important to growing your business.

In this series, you will learn how to

- Create a website that attracts prospects

- Make your website attractive and easy to use
- Create interesting content
- Determine whether social media will help your business
- Select the social media tool that is right for your business
- Get started in social media marketing

Thursday, April 26, 8:30 am - 10:30 am:

E-Commerce Internet Marketing

Tuesday, May 1, 8:30 am - 10:30 am:

E-Commerce Social Media Marketing

To register, or for more information, contact Lisa Keene, lkeene@metrosouthchamber.com, 508.586.0500 x 225, or register online at events.metroouthchamber.com. For more information about SCORE Counselors, visit www.scoresema.org.

QuickBooks Workshop at the Chamber

Thursday, May 31, 2012
8:30 am - 10:00 am
Metro South Chamber, 60 School Street, Brockton

Sharkansky CPA's LLP will present a QuickBooks workshop for beginners. Whether you are a business owner or responsible for keeping the books at a small business, this workshop will teach you how to set up QuickBooks, add customers and invoice items, add vendors and payment criteria, select a Chart of Accounts, and use Classes to track divisions. You will also learn how to gain efficiency by reconciling your bank statement and budgeting and selecting bills to pay, as well as using memorized transactions on a monthly basis, printing checks that are recorded

instantly and using online bill pay options.

An additional workshop on financial statement analysis for small businesses will be presented by Sharkansky CPA's LLP on June 12 at the Chamber.

For more information, or to register for this free workshop, contact Lisa Keene at 508.586.0500 x 225, lkeene@metrosouthchamber.com, or register online at events.metroouthchamber.com.



To Advertise in this Newsletter,
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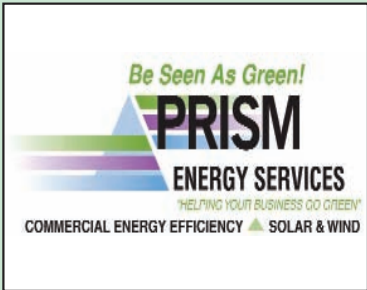
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1150 Hancock St, Suite 400, Quincy
617-328-9896 • www.prismenergyservices.com
Prism Energy Services provides cost-effective, turnkey energy savings solutions for commercial, industrial and municipal customers. Prism is a preferred provider of both National Grid and NSTAR and provides customers with a comprehensive, "no cost" energy audit as well as a detailed analysis of cost saving opportunities and resulting return on investment. Prism works to maximize available utility incentives as well as providing financing options to minimize any capital cost expenditures.

Hilliards Chocolate System



275 East Center Street, W. Bridgewater
508-587-3666 • www.hilliardschocolate.com

For close to 90 years, the name Hilliards has been identified with the highest quality homemade candy: gourmet chocolates, truffles, premium fudge, chocolate dipped fruit, toffee, and more. Today, Hilliards House of Candy, with three stores, Easton, Canton, and Hanover produces its delicious confections fresh and on site. Hilliards House of Candy is also a "go to" provider of handcrafted chocolates and gift baskets, wedding favors, corporate gift programs and fundraisers.

Pro Tree Service, Inc.



935 Crescent Street, Brockton
508-638-1556 • proteeserviceinc@gmail.com
Pro Tree Service Inc is a fully insured tree company that serves Boston, South Shore and surrounding areas. We offer services to both commercial and residential properties. Our services include tree pruning, removal and stump grinding as well as free estimates. We are located at 935 Crescent Street in Brockton. Contact us today at 508-638-1556, or email proteeserviceinc@gmail.com!

Tuxedos by Marian, Inc.



TUXEDOS BY MERIAN

137 Main Street, Brockton
508-584-3333 • www.tuxedosbymerian.com

Tuxedos by Merian is a third generation clothing company established in 1951 with locations in Brockton and Taunton. The company's unique style of merchandising tuxedo rentals and suit sales distinguishes the Merian Brother's as being the only in stock tuxedo rental provider with a complimenting full service suit department in Massachusetts. Stop by and see John and Paul Merian for all your tuxedo rental needs!

Massachusetts School Counselor Association (MASCA)



779 South Franklin Street, Holbrook
781-767-1160 • www.tvlctr.com

The mission of MASCA is to advocate for school counselors in Massachusetts by providing leadership, collaboration and professional development. Through its publications, workshops and seminars, MASCA works to help professional school counselors better understand their role and make more effective use of their skills and talents as they guide students to become college and career ready. Visit us at www.masca.org.

MOBD Head Meets with Chamber Board



Anne Struthers, Executive Director of the Massachusetts Office of Business Development recently traveled to Brockton to meet with the Metro South Chamber of Commerce Board of Directors. The agenda focused on the many services and strategies MOBD has to assist business with growth and development within Massachusetts. Anne also covered the latest information regarding the newly designated Regional Economic Development Organizations. The MOBD recently selected ten organizations to act as key partners for business retention and expansion within the commonwealth. The Metro South Chamber of Commerce is one of the ten organizations chosen. The REDO designation comes with key supports including funding for economic development throughout the Metro South region. Pictured: Peter Neville, Chair of the Board, Anne Struthers, Executive Director of MOBD, and Christopher Cooney, Chamber President & CEO.

BUSINESS EVENTS Planner

April 12

Legislative Luncheon

12:00 pm - 1:30 pm

Bridgewater State University

Rondileau Campus Center

Join other Chamber members for this opportunity to interact with legislators. Speaker: Attorney General Martha Coakley

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

For more information, call 508-586-0500 ext. 225

April 18

Business After Hours

5:30 pm - 7:30 pm

Tutto Bene

1050 Pearl Street, Brockton

Enjoy networking at a Chamber member business. Refreshments will be served. Do not forget your business cards! FEEDback Forum to proceed event.

Tickets: \$5 members, \$15 future-members

For more information, call 508-586-0500 ext. 231

April 20

Employment Law Update

8:30 am - 12:00 pm

Metro South Chamber of Commerce

60 School Street, Brockton

Receive an overview of major developments in employment law over the past twelve months.

Tickets: \$39 members, \$69 future-members

For more information, call 508-586-0500 ext. 231

April 26, May 1

SCORE E-Commerce Workshop

8:30 am - 10:30 am

Metro South Chamber of Commerce

60 School Street, Brockton

Learn how to get more business from your website and whether social media marketing is right for you.

Free to Attend

For more information, call 508-586-0500 ext. 225

April 28

China Trip Informational Session

2:00 pm - 3:00 pm

Brockton Public Library

304 Main Street, Brockton

Learn more about the 4th Annual Community Travel to China, October 17-25, only \$2,199 all-inclusive.

Free to Attend

Please RSVP at 508.586.0500 ext. 222

May 3

Principles of Lean Manufacturing

8:00 am - 4:00 pm

Metro South Chamber of Commerce

60 School Street, Brockton

Learn how to eliminate waste, and increase productivity and profitability in this performance based simulation.

Free to Attend

For more information, call 508-586-0500 ext. 225

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

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