

Action report

February 2009

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.



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Mayor and Publisher at Next Breakfast

Tuesday, February 10, 2009

Join us at the next Good Morning Metro South Breakfast on **Tuesday, February 10** from 7:30am-9:00am at the **Holiday Inn, 195 Westgate Drive, Brockton**. The featured speakers are **Mayor James E. Harrington**, City of Brockton and **Michael G. Olivieri**, Publisher of the Boston Business Journal & Mass High Tech Journal.

Mayor James Harrington began his professional career as a Computer Field Service Engineer and a Field Service Manager for Wang Laboratories, Inc. In 1990, he established Harrington's Insurance now Bayside Financial Insurance Agency and in 1996, Mayor Harrington opened Centre Street Financial Services, Inc.

The Mayor ran for Councilor of Ward Five in 1986 and later pursued a successful bid for Councilor-At-Large, a position he held until 2005. The Mayor was also elected by his colleagues to serve as City Council President.



Mayor James E. Harrington



Michael Olivieri

Sponsored by:



Michael Olivieri has been with American City Business Journals for 14 years. American City owns and operates local business journals in 42 cities in the United States. In addition to being Publisher of the Boston Business Journal, Mike is also responsible for publishing Mass High Tech, The Journal of New England Technology. MHT Specializes in covering the region's incubation of next generation technologies and the people and companies behind our innovation economy.

The breakfast is being sponsored by Mansfield Bank. At over \$280 million in assets, Mansfield Bank is dedicated to offering the best products to the community. It was established in 1883 to provide personal and commercial banking products to the towns of Mansfield, Norton, Plainville, Attleboro, North Attleboro and West Bridgewater as well as the surround-

Continued on Page 2

Air Force Band Headlines Taste, March 18



17th Annual Taste of Metro South
Wednesday, March 18, 2009, 5:30 pm - 8:00 pm
Shaw's Center, Adjacent to the High School, Brockton

Celebrate living and working in the Metro South region
Sample tastes from area restaurants
Discover cultural and community service organizations
Enjoy live entertainment from local performers

A Taste of Metro South is a great opportunity to celebrate the wonderful treasures this region has to offer. Event Coordinators expect over 600 guests based on past attendance.

With Performances by the United States Air Force Liberty Big Band and the Brockton High School Jazz Band

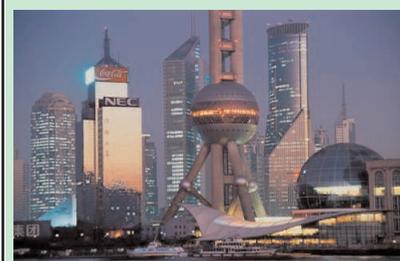
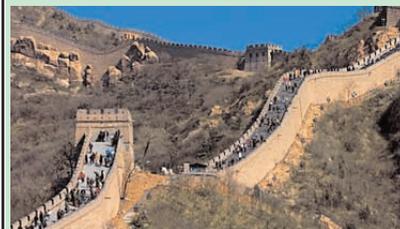
Any restaurants, cultural or community organizations interested in participating should contact Kim Prosper at 508.586.0500 x 231.

Tickets are now available at Brockton Shaw's Supermarkets and the Metro South Chamber of Commerce or online at www.metroouthchamber.com/taste09.html

\$25 in advance/ \$30 at the door
Call 508.586.0500 x 231 for tickets and more information

Travel to China With the Chamber

October 11-19



Beijing, Shanghai, Suzhou and Hangzhou for 9 days.

Heighten Awareness & Explore Possibilities.

See page 9 for more information.

GMMS Continued From Page 1

ing communities. For more information, visit www.mansfieldbankonline.com

As always, the GMMS breakfast program is a great networking opportunity. Guests are encouraged to stay for the informal networking immediately following the program. Register by calling Kim at 508.586.0500 x 231, or register online at www.metroouthchamber.com/register.html. The cost is \$20 for members and \$25 for non-members.

MEMBERProfile



Chuck MacDonald, Personal Computer Resources



tomers enjoy fast, efficient and reliable computer networking environments. PCR's proactive philosophy to support allows our clients to focus on growing their own businesses, and provides peace of mind as they receive the maximum return on their investment in technology.

In order to provide reliable, secure and valuable technology solutions, PCR has partnered with top tier hardware and software manufacturers, including Microsoft, Dell, HP, Symantec, Cisco, Citrix, Apple and SonicWALL.

Market Area:

Eastern Massachusetts and Rhode Island with a concentration on Southeastern Massachusetts

Markets we serve :

We provide IT consulting and service to any business type in our market area. We specialize in the Professional Services area with a large number of Insurance Agencies, Law Firms, Manufacturing and Distribution Companies, Testing and Laboratories, Healthcare Facilities and Service companies.

Awards and Honors:

Microsoft Certified Partner since 1997, Cisco Certified Partner, Symantec Certified Partner, Sonicwall Certified Partner.

Main Business Objective of PCR for our customers and the business community:

Personal Computer Resources is a knowledge based, service oriented technology consultancy that has been providing IT solutions for Southeastern Massachusetts area businesses for over two decades. We focus on helping our business clientele both with network design and ongoing technology support. In addition to designing, installing and supporting computer networking infrastructures, we pride ourselves on adding value to our client operations by allowing our clients to leverage our vast expertise and experience.

Address: 86 Finnell Drive
Weymouth, MA 02188

Phone: 781-337-2494

Website: www.pcrsources.com

Staff: Peter Hirschfeld - President

Mark Dolan - VP of Sales

Mark LaFond - VP of Technical Services

Chuck MacDonald - Account Manager

Year Established: 1986

Products/Services:

IT consulting, Secure Data Backup and Disaster Recovery Strategies, SPAM Filtering, Complete Infra-structure Implementations, Server Upgrades and Installations, System Upgrades, Software Deployment, Network Security and Firewall Implementations, Remote support, Onsite support, Network Monitoring, Network Analysis

Number of Employees:

10. (2 Business Development, 1 Administrative and 7 IT engineers)

What is unique about PCR and the products and services we offer?

PCR is a team of IT professionals providing technology solutions for businesses in Eastern Massachusetts. For nearly 25 years, we have built a business by providing unparalleled service, resulting in overwhelming client satisfaction. Our core competencies include network design, network installation and ongoing network support.

PCR is able to excel at our core skills of network design and network installation because of our professional attention to detail, vast project management skills, and our unique ability to listen to our customers.

Our proactive approach to ongoing network support is also unique, as our cus-

Go LOCO for February Business After Hours

Easton, Thursday, February 26



LOCO Tapas located at 520 Foundry Street, Easton (Rt. 106 and 123)

Please join us for the Chamber's next Business After Hours networking event on Thursday, February 26 from 5:30-7:30 pm at LOCO Tapas and Wine Bar located at 520 Foundry Street in South Easton at the intersection of routes 106 and 123.

LOCO is known for upscale, yet non-pretentious dining & cocktails, with a unique copper bar & ultra lounge! Loco's provides the finest Spanish dishes and an extensive wine list. LOCO Tapas and Crazy Chefs, voted Boston's best

caterer in 2006, are under joint management of Chef James Messinger. For more information on LOCO Tapas, visit their website www.locotapas.com or by calling (508) 230-LOCO (5626).

This is a great way to make business connections in a casual setting. Exposure for your business is your competitive edge, so make sure to bring plenty of business cards. The event is \$5 for members and \$10 for non-members. To register, please call Kim Prosper at 508.586.0500 x 231, email kprosper@metrosouthchamber.com, or register online at www.metroouthchamber.com/register.html. Pre-registration is required for this event.

Taste Features Restaurants, Music, Culture



The Taste of Metro South is a highly visible, much publicized and well-received evening of enjoyment for everyone. This event has traditionally drawn between 600-700 people. A diverse group of restaurants and organizations participate from throughout the Metro South region.

Area restaurants and local organizations are encouraged to participate by renting booth space or sponsoring the event. All those who do participate will gain exposure through direct interaction with new potential customers, word of mouth, through advertisements in the Enterprise, Action Report and Program Guide, and potential coverage on the Brockton Community Access Channel and WXBR 1460 AM.

Don't miss this invaluable opportunity. For more information, please contact Kim Prosper at 508.586.0500 x 231 or visit www.metroouthchamber.com/taste09.html



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Lisa Keene
 Business Development x 225

John Nesti
 Member Services x 229

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Charles Wall - *Massasoit Community College*

Patricia Williams - *HarborOne Credit Union*

Kimberly Prosper
 Program Director x 231

Kathryn Sayles
 Competitive Workforce x 227

Kerry Sullivan
 Finance x 230

Alison van Dam
 Director of Communications x 222

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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!

FEBRUARY *Calendar*

4	Ambassador Meeting	8:00 am
5	Workforce Safety Grant Workshop	9:00 am
10	Good Morning Metro South <i>Holiday Inn, 195 Westgate Drive, Brockton</i>	7:30 am
13	Government Affairs	12:00 pm
16	President's Day - Chamber Closed	
25	SBA Lenders Workshop	8:30 am
25	Board Meeting	12:00 pm
26	Business After Hours <i>LOCO Tapas Bar, 520 Foundry Street, Easton</i>	5:30 pm

Coming Up
March

4	New Member Orientation & Ambassadors	8:00 am
10	Executive Committee	3:00 pm
12	SBDC Buzz Marketing	7:45 am
13	Government Affairs	12:00 pm
18	Taste of Metro South <i>Shaw's Center, K. Feinberg Way, Brockton</i>	5:30 pm
19	SBDC Buzz Marketing	7:45 am
25	Board of Directors	12:00 pm
26	SBDC Buzz Marketing	7:45 am

Save the Date
April

4	Ambassador Meeting	8:00 am
13	China Trip Info Session <i>Stonehill College Alumni Hall, Easton</i>	5:30 pm
20	Patriot's Day - Chamber Closed	
29	The Enterprise Career Day	
30	Business After Hours with the Rox <i>Shaw's Center, K. Feinberg Way, Brockton</i>	5:30 pm

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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Metro South Chamber of Commerce
 Sixty School Street, Brockton, MA 02301-4087
 tel: 508 586-0500/fax: 508 587-1340
 info@metrosouthchamber.com
 www.metroouthchamber.com

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Photo and print production by Mark Mahoney, The Enterprise

GOODNews

Celebrate the great things going on!

Wizard Computer Certified by Cisco

Wizard Computer Services announced it has achieved Select Certification from Cisco®. The Select Certification recognizes Cisco resale channel partners whose primary focus is on the small and medium-sized business (SMB) market with fewer than 250 employees.

To earn Select Certification, Wizard Computer Services fulfilled the training and exam requirements for the SMB Specialization. Wizard Computer Services also met the personnel, training, and post-sales support requirements set forth by Cisco.

The Cisco Resale Channel Program provides partners with the training required to build sales, technical and Cisco Lifecycle Services skills. Cisco resale partner certifications-Gold, Silver, Premier and Select-represent an increasing breadth of skills across key technologies and a partner's ability to deliver integrated networking solutions. Cisco resale partner specializations-Master, Advanced and Express-reflect an increasing depth of sales, technical and service expertise in particular technologies.

HarborOne's 5th "Outstanding" Rating

HarborOne Credit Union has received an "Outstanding" rating from the Massachusetts Division of Banks for its Community Reinvestment Act (CRA) compliance.

The Community Reinvestment Act is designed to encourage commercial banks and Massachusetts chartered credit unions to meet the needs of borrowers in all segments of their communities, including low- and moderate-income neighborhoods.

HarborOne's rating is the fifth consecutive "Outstanding" received by the Brockton credit union dating back to 1995. According to the Board of Governors of the Federal Reserve System, less than 16 percent of financial institutions achieve an "Outstanding" rating in any given year. HarborOne also was commended for its Service Performance which "demonstrates an excellent responsiveness to the community development needs of its assessment area."

Prescription Drug Discount Card

If you don't have health insurance, or need medicine not covered by your insurance plan, you need the

FamilyWize prescription drug discount card being distributed by United Way of Greater Plymouth County. This card could lower the cost of your medicine by an average 20%. United Way is providing these cards free-of-charge to everyone in our community. There are no age restrictions, no income restrictions, no limit on how many times you can use it and no waiting to get a card.

People with Internet access can go to www.FamilyWize.org to print a card, look up drug prices, and get a list of participating pharmacies.

FamilyWize cards also can be obtained from all participating local pharmacies, or by calling United Way of Greater Plymouth County at 1-800-450-4483. Our local hospitals, community health center and local career centers will also have cards available for customers and the public at all of their locations. Additional information about this program is available at United Way of Greater Plymouth County and online at www.FamilyWize.org.

Timothy Cahill to Speak at N.E Sinai

The New England Sinai Men's Associates Speakers Program continues on Tuesday, February 10, 2009 at Sinai with a dinner program featuring guest speaker Massachusetts State Treasurer and Receiver General Timothy P. Cahill. A Chinese buffet will be served at 5pm and Cahill will speak at 6:15. Tickets are \$15 per person and the program is open to the community. For information or to purchase a ticket, please call (781) 297-1333 by February 6, 2009.

The Sinai Men's Associates was founded by a group of men interested in providing volunteer and financial support to the hospital and its patients. Members serve as ambassadors to the community, and are involved in a variety of fund raising activities and the sponsorship of patient/family programs.

Brockton Rox New Manager and Banquet

The Brockton Rox announced its newest manager today; selecting former Can-Am League Manager of the Year Chris Carminucci to take the reins as field manager in 2009. Carminucci earned the league's top managerial award when he guided the Atlantic City Surf to the Can-Am League Playoffs in 2007. He becomes the third manager in Brockton Rox history.

Chris Carminucci will be introduced to

Rox fans throughout the South Shore at the Rox annual Hot Stove Banquet, presented by Webster Bank on February 6th at 6pm at The Shaw's Center. Joining Carminucci at the front of the room will be former Boston Red Sox General Manager Dan Duquette and charismatic baseball promotions trailblazer Mike Veeck. Tickets for the event will be \$55 and tables of ten are available. The Hot Stove Banquet will also feature a silent auction and raffle with proceeds to benefit Father Bills & MainSpring. Tickets are currently available at the Rox front office located at Campanelli Stadium or by phone at (508) 559-7000.

South Shore Savings Helps Food Pantry



Weymouth Food Pantry Financial Resources Manager Gael Sullivan; South Shore Savings Bank Vice President and Treasurer Tracey Kelley and President and CEO John Boucher; and Weymouth Food Pantry Director Pat Adams.

For the tenth consecutive year, the South Shore Savings Charitable Foundation is matching up to a total of \$5,000 in donations to the Weymouth Food Pantry's annual Valentine's Day "Heart to Heart" fundraising campaign.

Founded in 1987, the Weymouth Food Pantry provides \$7.00 worth of food for every dollar donated. Donations can be mailed to the Weymouth Food Pantry at P.O. Box 890009, Weymouth, MA 02189. For

more information, call 781-331-7682, e-mail info@WeymouthFoodPantry.org or visit www.WeymouthFoodPantry.org.

Stepping Out for Old Colony Hospice

Come learn about our 11th Memorial Walk at the Stepping Out for Old Colony Hospice Walk Info Meeting and how you can help on Wednesday, February 25 between 7:00 pm- 8:00 pm located at the Stoughton Public Library. Team Info Kits will be distributed and you can learn about our free on-line fundraising pages. all Linda Werman at 781-341-4147 to RSVP for the meeting.

Help Old Colony Hospice raise \$140,000 for our programs and services at the 11th Stepping Out for Old Colony Hospice Memorial Walk on Sunday, April 26 located at The Irish Cultural Centre in Canton. Walk 2 or 4 miles. Free fundraising web pages. Join us for great food, music and community celebration for our 30 year old non-profit organization. Sign up today at www.oldcolony-hospice.org.

Brown - Medical Director at New Cancer Ctr

A former associate director at the National Cancer Institute and consultant to the World Health Organization cancer department, G. Stephen Brown, MD, FACR, FASTRO, of Scituate, has been named medical director and Chief of the Division of Radiation Oncology of Good Samaritan Medical Center's recently opened cancer center.

Good Samaritan Medical Center's new cancer center, which is located at 818 Oak Street on the hospital's cam-



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GOODNews

pus and operated in partnership with Alliance Oncology, specializes in radiation treatment using the latest technology and offering local residents an alternative to treatments in Boston.

Dr. Brown comes to Good Samaritan Medical Center from Eastern Virginia Medical School, where he was a professor of radiation oncology and biophysics. He was also an associate director for the division of cancer treatment radiation research branch at the National Institutes of Health National Cancer Institute and a consultant to the cancer department of the World Health Organization.

Jack Conway Honors...

Jack Conway, Realtor's Plymouth agent

Jean Sweeney was honored by the staff of The Pinehills at its recent broker appreciation night. Among brokers from Boston to Providence and points west, who sold and registered customers at The Pinehills, Sweeney was given an award for the most sales and referrals in 2008.

Joining Sweeney and Conway-Plymouth manager Pat Fahy, were Conway-Plymouth agents Bill Harris, Harold Taylor, Sue Kiefer and Denise Burgmann. Diane Thayer attended from Conway-Sandwich and Marie Van Slyck from Conway-Duxbury.

Cardoso Announced Assistant VP

Good Samaritan Medical Center is pleased to announce the appointment

of William Zella, Ph.D, as program director of the medical center's Senior Behavioral Medicine Unit, joining Chair of the Department of Psychiatry Roger Bayog, MD, the program's medical director.

Dr. Zella brings a unique combination of academic training, sales/management experience, and healthcare experience specializing in the geriatric population to Good Samaritan Medical Center.

He holds a Bachelor of Arts degree in Psychology from Boston University, a Master's Degree in Psychology from Texas A&M University, and he earned his Ph.D. in Psychology at the Illinois Institute of Technology.

N.E. Sinai's Stepping Up 5K -A Success

Over 200 walkers in New England Sinai's and the Rotary Community Corps of Adult Day Health Programs Stepping Up 5K Walkathon raised \$51K to support scholarships for seniors to attend New England Sinai's Adult Day Health Program. Without scholarship assistance, these adults would be unable to participate in the program. Participants walked individually and in teams at the walkathon event held at the Striar Jewish Community Center on October 5, 2008.

**All Chamber Members:
Send your Good News
Press Releases to
avandam@metrosouthcamber.com**

Member Led Workshops

Advanced Business Concepts Presents Essential Business Server 2008 and Intel's Modular Server

Wednesday, February 25, 2009

10:00 am - 2:00 pm. Registration at 9:30 am

Microsoft Offices, 201 Jones Road, 6th Floor, Waltham

Your business productivity, profitability, and employee morale are intertwined-all come up short if your IT systems go down. Losing data can be far worse. The Microsoft all-in-one server solution can help you safeguard your IT systems' reliability and data security. This solution supports high systems availability and data security with easy-to-use tools and automation of many common update, thread-reduction, and back up features.

At this event, you'll learn how Advanced Business Concepts, Inc. Can work with you to assess how secure and reliability your infrastructure really is and can become, make the most of your present IT infrastructure's security and reliability capacity and step up-when the time is right-to the solid platform built for business success.

Stay productive and worry less about downtime or losing your critical business information. For more information or to register. call 508.807.1898 x 204 or email Lindsay Simpson at lsimpson@advancedbusinessconcept.com. Don't forget your business cards to win raffle prizes. Food will be provided.



Joel Simpson and Ryan Simpson,
Advanced Business Concepts,
at the Chamber IKEA Business
After Hours



How to Revitalize the Earnings and Net Worth from your Business

*Are you generating enough earnings from your business?
Are you increasing your net worth each year?
Do you know exactly why you may not be?*

This is a hands-on workshop series where you will: Quickly organize financial information of your company, Diagnose the current financial condition, Identify the trouble areas affecting your ability to generate earnings and create net worth, Come away with integrated solutions that you can execute immediately to eliminate these problems

You will learn: What is on your income statement and balance sheet, What key financial ratios are important for you to monitor and how to calculate them, How your business performance compares with the industry standard, How to use this info to know what to do to increase your net profit, What issues you are facing in growing your top line sales and what to do about them, What costs can you substantially reduce to maximize your net profit

You will get: A financial tool to compare 3 years of financial information, Instruction on how to use it to organize your financial information and diagnose problems, Time and assistance to use it, Advice on what to do about the issues, A selling system that will give you predictable and measurable results, Cost reduction strategies that you can implement immediately to increase your bottom line. Lunch and Continental Breakfast is included

Who should attend: Small business owners who can bring with them at least three years of financial information or tax returns from their business.

Dates:

1st Session, Thursday February 26 - Organizing your financial information, understanding relationships, developing cash flow projections and troubleshooting for results

2nd Session, March 12 - Calculating, understanding and monitoring ratios and cost reduction strategies

3rd Session, March 26 - Generating cash flow by growing sales and knowing when to borrow and when to invest

Time: 8:30 AM to 10:30 AM

Location: 25 Braintree Hill Office Park, Suite 200

Cost: \$75 for each session, Register for all three for \$200 and save \$25

For more information or to register call Ken Cheo at 508-735-5399.

Ken Cheo, Principle of Winfree Business Growth Advisors helps owners of small businesses, sales managers and independent sales representatives double or triple their sales.

Jonathan "Jay" Pike is a CPA and Partner at Sharkansky & Company LLP, a Regional C.P.A. firm servicing privately held businesses throughout the Boston Metropolitan area.

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Legal and Business Issues Top Breakfast Agenda

Photographs by Rich Morgan Photography www.richmorganphotography.com

Sponsored by:



Special thanks to Claudia Denelle of **That's Tasty Catering** and **Holmes-McDuffy Florists** for donating raffles for the event



Beverly Pavasaris, Brockton Visiting Nurse networks with Marjorie Duffy, Curry College



Rob Peters of Rob Peters Entertainment, the resident DJ of the Chamber is interviewed in a segment.



Representatives from St. Joseph Manor Health Care, Inc., Anne Teri and Louise Gallagher are interviewed by Daniel Trout. St. Joseph Manor was the sponsor of the event.

The FMLA change was a topic of discussion at the recent Good Morning Metro South breakfast HR Panel led by Jane Callahan, Catherin Reuben and Peter Moser.

Obtain the new and revised FMLA forms at www.dol.gov/esa/whd/fmla/finalrule.htm

Here, you will find the notification poster, Certifications of Health Care Providers for Employee's and Family Member's Serious Health Conditions, Notice of Eligibility and Rights 7 Responsibilities, Designation notice, Certification of qualifying Exigency for Military Family Leave and Certification for Serious Injury or Illness of Covered Servicemember-for Military Family Leave.



Christopher Cooney, Chamber President & CEO addresses a full room.



Jane Callahan, HR Alternatives/ Primary Vision Consulting and Catherine Reuben and Peter Moser, Hirsch Roberts Weinstein LLP, a premier litigation, labor and employment law firm take part in an HR panel



New members Johnathan Ostroff and Rocky Ostroff, Ocean Real Estate Investment, LLC discuss material on the share table.

New Member Orientation

Wednesday, March 4, 2009 - 8:00 am-9:30am

Join us for a Member Orientation at the Chamber of Commerce on Wednesday, March 4, 2009. The Member Orientation gives new members, prospective members, and new employees of existing member companies an opportunity to network and explore the many programs and services available to Metro South Chamber Members.

Whether you are a new member, new to your company, or a long time member who wants to know "what's new at the Chamber", you are invited to attend this session.

The orientation will begin at 8:00 am and will coincide with the monthly ambassador meeting. Coffee and refreshments will be provided. Please bring plenty of business cards for networking and some promotional materials about your business to share.

Please pre-register for this event by calling Lisa at 508.586.0500 x 225 or email lkeene@metrosouthchamber.com.

The Ambassador Team • Win-Win Opportunity!

The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, member-to-member support, increasing awareness and promoting active participation in Chamber programs and services.

The next **Ambassador meeting** will meet on Wednesday, **February 4** from 8:00 - 9:00 am at the Metro South Chamber of Commerce.

The March Ambassador's Meeting will meet on Wednesday, March 4 from 8:00-9:30 am and will coincide with the New Member Orientation. Ambassadors are encouraged to attend and personally welcome new and prospective members to the Chamber family

To become an Ambassador, call Lisa Keene at the Chamber, 508.586.0500 ext. 225.

Chamber Interns Gain Experience



Suzanne Canale

The Chamber has had the pleasure of working with Suzanne Canale as an intern at the Chamber for the month of January.

Suzanne graduated from Southeastern Regional Vocational Technical High School in June 2008, majoring in Culinary Arts. She is currently enrolled in the Southeastern Technical Institute adult program where she is studying Administrative Office Technology. After finishing in June 2009, Suzanne plans to major in business at Bridgewater State College. The Chamber would like to thank Suzanne for her hard work and wishes her luck in her future endeavors.

The Chamber would like to welcome Emmeline E. De Pina as an intern at the Chamber through the spring semester.

Emmeline is currently enrolled at Brockton High School and will be graduating in June 2009. Through the split option program at the high school, Emmeline joined the Army Reserves last summer and attended basic combat training in South Carolina Ft. Jackson for 10 weeks. This summer, she plans to complete Advanced Individual Training and gain her Military Occupation Specialty (MOS). Following that, Emmeline will attend college and major in nursing. Through this internship, Emmeline seeks to grow and hone her professional skills.



Emmeline E. De Pina

Buzz Marketing at the Chamber

Buzz Marketing - A Three-Part Marketing Workshop Series

Thursdays, March 12, 19, 26

7:45am - 9:30 am

Metro South Chamber, 60 School Street Brockton

Grow your business and earn more profits at this 3-day workshop.

March 12: Dynamite Branding

Learn why it is profitable to build trust in your company, make your company stand out and keep your customers delighted, and most importantly, how to create a strong brand identity.

March 19: Internet Marketing

Learn the best ways to use the internet to build your sales and about the four functions that it takes to build and manage a profitable web site: a techie, an artist, a copywriter, and an SEO pro.

March 26: Networking & Sales

Powerful promotional campaigns and networking are two of the best ways to create customers. This workshop will give you the tools to effectively sell, promote and network your business.



The workshops are sponsored by the Metro South Chamber, Massachusetts Small Business Development Center Network, and N.E. Business Bulletin.

The cost to attend the complete series is \$85 for chamber members and \$99 for non-members. For individual workshops, the cost is \$35 for Chamber members and \$39 for non-members. A light breakfast will be served at 7:45 am and the program will begin at 8:00 am

To register, call Tammi Jacobsen at 508-673-9783 x 104 or register online at www.msbdc.org/semass/training.html

Publication to Highlight Brockton's Best



The Metro South Chamber is pleased to announce the upcoming publication **Brockton: City of Champions**, a chamber-sponsored publication that will be inserted inside Plymouth County Business® magazine this Spring. This special publication will also be mailed directly to 5,000 Brockton households and targeted businesses in the area.

Plymouth County Business is a four-color glossy magazine mailed directly in Plymouth County and the South Shore. The publication is intended to provide those within the region a better understanding of how Brockton plays a key - and growing - role in the future of Southeastern Massachusetts's economy. Content in the publication has been selected by the Chamber - all aimed at framing Brockton's future growth and development.

This is a unique opportunity for the Chamber and your business to reach more than 15,000 businesses and key households in and around Brockton and as far as Boston. Plymouth County Business also will provide the Chamber with an additional 2,500 copies of this publication for additional marketing and recruitment efforts during 2009. As a chamber member, you will have the first opportunity to purchase advertising promoting your business at extremely reasonable rates.

We encourage you to welcome the publishers, Glenn Ritt and Bob Viamari as they contact you for an appointment to explain the publication in more detail, learn about your business and listen to your views on the local economy.

For more information, call Glenn or Bob at 508.385. 3811.

Networking at IKEA, Stoughton Draws Record Crowd



Over 90 people enjoyed networking and great food at the Business After Hours at IKEA. Visit IKEA at 1 IKEA Way, Stoughton or www.ikea.com



Ted Burgess and Gregg Myett Burgess and Capeway Pest Management



Matthew Ledin, Randolph Savings Bank and Ed Remondi, Holbrook Cooperative Bank



Bob Wychulis, Blue Lion Insurance Agency and Jim Moniz, Northeast Visionlink



Rosie Torres, Rashandah Riley and Christine Richard, Residence Inn by Marriott in Brockton. Rosie was the winner of a raffle of merchandise provided by IKEA



Doug Palmacci, Embroidme, John Dudley, East Boston Chamber of Commerce, and Matt Geaney, Wizard Computer Services



Diane Easton, Bridgewater Savings Bank, winner of an IKEA Gift Basket



Micahel Perrault, P.M.P. Associates, Cheryl Showstack, The Enterprise, and Vanessa Leite, Irish Cultural Centre

The Chamber Benefits your Business in more ways than one...



Business advocacy, networking events, entrepreneurial workshops, civic improvements, workforce training and community promotion are all priorities of a strong chamber of commerce. A strong chamber of commerce is a reflection of a vibrant business community engaged in what really matters. The Metro South Chamber of Commerce is proud to hold the highest accreditation (5 - stars) awarded by the United States Chamber of Commerce. One of fewer than thirty chambers nationally to hold this designation, it is a testament to the strength and commitment of the over 1,000 businesses that belong. Chamber membership reflects true leadership in life, business and community. For more information, call John Nesti at 508.586.0500 x 229.

Explore China With the Chamber - Members, Friends & Family

(With Citislinc Representative)

Monday, April 13
5:30 pm

Alumni Hall, Stonehill College
320 Washington Street
North Easton

Open to all business leaders,
community leaders and residents.

For more information or to reserve
your spot on the trip, call Lisa at
508.586.0500 x 225. Space is limited.

For a full itinerary, additional
information, or to pay the deposit, visit
www.metroouthchamber.com/china.html

The nine-day, seven-night trip runs from October 11 to October 19, 2009. The trip is priced at \$1,999 per person and includes bus transportation to and from John F. Kennedy International Airport, round-trip international airfare, four- and five-star hotel accommodations, all in-country transportation, three meals a day and fluent English-speaking tour guides. Price is based on double occupancy. A \$200 per person non-refundable fee is due at the time of registration and is included in the total fare. The trip balance is due before August 1, 2009. A valid passport is required. All travelers must have a Chinese Visa. Travelers may obtain their own visa or may obtain one through the Chamber at

an additional cost of \$150 per person.

The Chamber is sponsoring this trip to China in partnership with Citislinc International, Inc., a chamber member travel company with 28 years of experience in the China tour business. The trip will take travelers through some of China's ancient cities including Beijing, Shanghai, Suzhou and Hangzhou. The Great Wall of China and the Forbidden City will be among the trip's highlights.

An optional business conference will be held in Beijing for those interested in sitting face-to-face with Chinese business leaders in similar industries.

Chamber Hires John Nesti



John Nesti,
Membership Services

recruitment plan and will assist new members with strengthening their businesses through increased marketing and networking within the business community.

John is a graduate of Brockton High school and holds a degree in Management from Bridgewater State College.

As a long time resident of Brockton, I'm excited to be in a position with the Chamber to help the Metro South region's business community grow and prosper," said John Nesti. "We are delighted to have a person with John's experience and familiarity with the community join the chamber's staff. He will be a great help to the many business owners who are looking for new business within the region," said Christopher Cooney, Chamber President and CEO.

To speak with John about how the chamber can be a help to your business, contact John at 508.586.0500 ext. 220 or via email at jnesti@metrosouthchamber.com.

Former small business owner, John Nesti has joined the chamber staff to provide membership services to business members throughout the Metro South Region. John will be responsible for the development and implementation of the Chamber's membership

Chamber Opposes Proposed State Tax

The Metro South Chamber of Commerce has a standing order to oppose state tax increases on business services especially when they are proposed without input from the business community, said Chamber President and CEO Christopher Cooney. "These hotel and meals tax increases are another burden on the backs of the visitors and guests to our region without any benefit to the local community. When we first learned of these proposed taxes there was some mention of the revenue going to the host community but this proposal sends it all to the state. Our hoteliers and members met this week and discussed this issue. The Chamber is opposed to this tax increase proposal," said Christopher Cooney, Chamber President and CEO.

SEED Workshop Outlines Financial



At a recent South Eastern Economic Development (SEED) Corporation workshop, existing business owners learned about Financial Statements and how to plan and prepare for their business. Visit www.seedcorp.com

RENEWING Members Thank You!

American Bookkeeping and Cash Flow Service
B. E. Peterson, Inc.
Baynes Electric Supply Co., Inc.
Bearce Insurance Agency, Inc.
Benner's Camera & Video Shops
Brockton Area Transit Authority
C C-Teknologies
CNC/Gatehouse Media
Commonwealth Mediation & Conciliation
Dahlborg-MacNevin Funeral Home
Four Points Realty
Four Seasons Hair Salon
Franklin Sports, Inc.

Fuller Craft Museum
HarborOne Credit Union
Holmes-McDuffy Florists, Inc.
Ideal Jewelry & Loan
Koso America
Lion Labels, Inc.
M. Donahue Associates, Inc.
McDonald's
Mutual Oil Company, Inc.
Old Colony YMCA
Pawtucket Red Sox
Peak Interior Supply Co., Inc.
Shipping Corporation International
Stonehill College
Whelan Associates

WELCOME New Members

Making an Investment in Our Community

Burrito Wraps, Mexican Grill

Mr. Alex Perez
688 Crescent Street
Brockton, MA 02302
508-427-0018
burritowrapsbrockton.com
Restaurants

Ocean Real Estate Investment, LLC

Mr. Rocky Ostroff
485 Nantasket Avenue
Hull, MA 02045
781-925-5400
www.oceanrei.com
Insurance

Controller Service & Sales Co., Inc.

Mr. James W. Long
11 Robbie Road
Avon, MA 02322
508-513-1035
www.controllerservice.com
Electrical Supplies

Securitas Financial Group

Mr. Steven J. Archard
One Derby Street, 2nd Floor
Hingham, MA 02043
781-682-8145
www.securitasfg.com
Financial Services

Metro PCS

Mr. Joe Maniglia
1280 Belmont Street
Brockton, MA 02301
508-427-5855
www.metropcs.com
Telecommunications

To Join The Chamber,
Call John Nesti,
508.586.0500 x 225

Burrito Wraps, Open For Business



Christopher Cooney, Chamber President & CEO, Alex Perez, Burrito Wraps Mexican Grill, and Scott Sanborn, Chamber Chair at a recent Good Morning Metro South.

Workers May Qualify for EITC

Metro South Chamber of Commerce is proud to partner with Mayor James Harrington's Earned Income Tax Campaign for 2009. Free electronic tax preparation and filing is available at the Harbor One Multi Cultural Center, 68 Legion Parkway in Downtown Brockton on Monday evenings from 4-7 pm starting Feb. 2nd.



Assistance on Saturdays will be provided from 9-3 at the Self Help Fuel assistance site, 1362 Main Street in Campello beginning Jan. 31st.

Preparation and filing will be done on a first come first served basis. Please bring a photo ID, Social Security card for you and your dependents and all earned income statements, i.e. W-2s and 1099s.

This program is designed to help working families and individuals with low and moderate income take advantage of the Earned Income Credit (EIC) as well as the Child Tax Credit (CTC).

With both the federal and state tax credits, workers may get up to \$4,700 in refunds. Workers can

claim both the federal and state EITC, even if they do not owe income tax, simply by filing federal and state income tax returns. You will receive a state credit equal to 15% of the federal amount. Millions of eligible workers risk missing out on these important federal tax benefits which are also matched to a lesser degree by the state.

Who Is Eligible?

- Workers who were raising one child in their home and had income of less than \$33,241 (or \$35,241 for married workers) in 2008 can get an EIC of up to \$2,853.

- Workers who were raising more than one child in their home and had income of less than \$36,348 (or \$39,783 for married workers) in 2007 can get an EIC of up to \$4,716.

- Workers who were not raising children in their home, were between ages 25 and 64 on December 31, 2008, and had income below \$12,590 (or \$14,590 for married workers) can get an EIC up to \$428.

Call 508.586.7890
for more information

Mentor Recruitment Rally A Success



David Powell, Boys and Girls Club of Brockton, and David Jonvier and Bob DuBois, Old Colony Y Big Sister Big Brother Program.



A full crowd at the Mentor Recruitment Rally held at the Shaw's Center in Brockton

Brockton's Promise through the Mayor's Office recently held a Mentor Recruitment Rally. At the event, Mayor James E. Harrington spoke about the importance of mentoring in a strong community and the importance of the community to come together to support the youth. Two mentors from the Old Colony Y Big Sister Big Brother program spoke as well. David Jonvier, who has mentored his Little Brother for a year and a half now said that "you don't have to have something special to offer to be a mentor, you just have to be willing to offer your time" to the audience of over 250 people. Bob DuBois, who has mentored his Little Brother for almost 4 years now, had a similar experience to his mentee who is also growing up with older brothers like Bob's that have not been good influences on his life. Bob shared his story with the audience saying that "it's been easier than I thought, all I do is spend time with the guy."

The community is invited to learn more about mentoring programs in the community through Brockton's Promise's Caring Adults Committee Chair Mark Frey at www.ccbrockton.org. He can also be reached via e-mail at mfrey@ccbrockton.org or by calling him at 508-583-5631.

Access the Small Business Administration

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 (MSBDC)
- * Business Information Center
- * SBA Guaranty Loan Programs: 7(a) Micros Loans, Express & 504's
- * Government Contacting Opportunities: 8(a) Business Development, HUB/Zones, Small Disadvantaged Business Assistance, Surety Bonding
- * Disaster Assistance

Location: Career Works, 34 School Street, Brockton

Wednesdays:	February 18	May 20	September 16
	March 18	June 17	October 21
	April 15	July 15	November 18
		August 19	December 16

Time: 2:00pm - 4:00 pm

RSVP: 508.513.3400



Monster.com Creator to Speak At Luncheon

Monster.com Creator and Eons' CEO and founder **Jeffrey Taylor**, is slated to speak at the **Small Business Awards Luncheon on Wednesday, May 13, 2009.**



Jeffrey Taylor

Recognized as an innovator and visionary in both the Internet and career industries, Taylor has reinvented the way job hunters seek employment. His "monster idea," conceived at the dawn of the World Wide Web, quickly became one of the first dot-com companies (454th registered domain on the Web) and has since become the world's leading online career site. Today, the Monster global network consists of 22 local content and language sites in 20 countries and serves 20 million unique visitors monthly.

Taylor is a frequent speaker at colleges and universities across the country and serves as an expert at technology, advertising and human capital conferences. Taylor co-authored the book, *Monster Careers*,



which hit bookstores nationwide in April 2004 and offers job seekers a step-by-step plan for finding the job of their dreams.

Taylor left Monster.com in 2005 to pursue a new unprecedented venture, becoming the CEO and founder of Eons.com. Eons is an online social community targeting baby boomers, those 50 years old or older. It allows users to create profiles with privacy settings, join groups based on their passions and interests, build friends, play games, and share photos and videos with friends and family.

The Small Business Awards Luncheon will be held at the Shaw's Center, 1 Feinberg Way, Brockton at 12:00 pm. At the Luncheon, the Small Business and Entrepreneur of the Year Awards will be presented. (See article below to nominate someone).

The Small Business Luncheon is presented in conjunction with the Business EXPO which will run from 10:00 am - 3:00 pm. For more information, including sponsorship and booth information, call Kim Prosper, Programs Director at 508.586.0500 x 231.

Chamber to Host Census Testing Center



The Metro South Chamber of Commerce fully supports a true and accurate count of residents to ensure that the City of Brockton and the region are fairly represented in the Congressional and state legislative re-appointment. The Census Bureau is utilizing the Metro South Chamber's headquarters as a local testing and recruiting office.

The chamber will also be providing members with information and programs they can use with their employees to communicate the importance of the 2010 census.

The U.S. Constitution mandates a census every 10 years. It helps determine which states gain or lose representation in Congress and the amount of state and federal funding communities receive



Joseph Vinagre, U.S. Census Bureau Representative recognizes Christopher Cooney, President & CEO of the Metro South Chamber for the Chamber's participation as a testing center in the 2000 Census.

over the course of the decade. The 2010 will be one of the shortest questionnaires in history, with only 10 questions.

The U.S. Census Bureau is recruiting temporary part-time census takers to update address lists and conduct interviews with community residents. Census takers receive competitive pay on a weekly basis. For more information, call 1-866-861-2010 or visit www.2010.census.gov.

Call For Small Biz Award Nominations

The Metro South Chamber of Commerce and Bank of America Small Business Services are joining forces to recognize the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region. All members are invited to participate in the selection process to name the 20th Annual Small Business of the Year and Entrepreneur of the Year award winners.

Nominating someone is easy...

You may nominate your own business or any other business you deem worthy (maximum of one nomination per category). 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...

Small Business of the Year Award: 50 or less full-time equivalent employees (Two part-time employees = one full-time); in business more than 3 consecutive years under the current ownership; for-profit business.

The Entrepreneur of the Year Award: 10 full-time employees or equivalence; in business less than 3 years; a for-profit-business.

Companies will be rated on their creativity and imagination in the development of their business, their demonstration on growth, and a reflection on internal and external social responsibility.

Nominations are due by April 1, 2009. Call the Chamber office at 508-586-0500 ext 231 to request an easy-to-complete nomination form. Winners will be announced at the Small Business and Entrepreneur Luncheon on May 13th and will receive an engraved plaque and publicity.

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Leading Businesses • Leading Communities Chamber Chooses Progress Over Recession

Christopher Cooney President & CEO (x 223)

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

Lisa Keene Business Assistance & Advocacy (x 225)

Lisa provides direct assistance to current and prospective business people through the Metro South Business Assistance Center and Edison Business Incubator. In addition, she provides leadership support to the Government Affairs Division and assistance with special chamber/community projects.

John Nesti Member Services (x 229)

John is responsible for membership recruitment and development. His role includes site visits with current and prospective members as well as promotion of existing benefits and programs. He also works to identify and develop new and effective means to engage and reward chamber ambassadors.

Kimberly Prosper Program Director (x 231)

Kim is responsible for all Chamber programs and events. This includes the monthly Good Morning Metro South Breakfast Meetings, ATHENA Program, the Taste of Metro South, and the Chamber's Annual Meeting and Business EXPOs.

The Chamber has just completed its best financial year on record. We have hired two new staff people and are looking forward to a prosperous 2009. We want you to join us as we continue to provide unparalleled opportunity for business networking, education and advocacy.

Metro South, at the center of the South Shore, benefits from its location, major public and private investment, a wonderful workforce and a continuous flow of people and projects. To learn more, contact anyone of the chamber professionals listed below or visit www.metroouthchamber.com

Kathryn Sayles Connecting Activities Coordinator/ Competitive Workforce Division (x 227)

Kathryn coordinates, Connecting Activities, a state-wide internship program, that connects youth with area employers. She also focuses on issues aimed at attracting, training and retaining a competitive workforce.

Kerry Sullivan Bookkeeper (x 230)

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

Alison van Dam Director of Communications (x 222)

Alison designs and produces the Chamber's Book for Business, monthly Action Report, weekly e-Update, and the new Chamber website. In addition, she creates event marketing and designs all Chamber advertisements and advertisements promoting Brockton.

BUSINESS EVENTS *Planner*

February 10

Good Morning Metro South

7:30 am - 9:00 am

Holiday Inn-Brockton

195 Westgate Drive, Brockton

This breakfast program provides an opportunity for Chamber members to network with other Chamber members and business owners in the region.

Tickets: \$20 members, \$25 non-members

Please RSVP at 508.586.0500 ext. 231

February 13

Government Affairs

12:00 pm - 1:00 pm

Metro South Chamber of Commerce

60 School Street, Brockton

This meeting provides an opportunity for Chamber members to discuss issues and topics important to them and their elected officials.

Tickets: \$5 members, \$10 non-members

Please RSVP at 508.586.0500 ext. 225

February 26

Business After Hours

5:30 pm - 7:30 pm

LOCO Tapas and Wine Bar

520 Foundry Street, South Easton

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

Tickets: \$5 members, \$10 non-members

Please RSVP at 508.586.0500 ext. 231

IT'S EASY TO REGISTER!

508-586-0500 x 231 

508-587-1340 

E-mail: kbewsher@metrosouthchamber.com 

Send reservation and payment to:

MSCC
Sixty School Street
Brockton, MA 02301-4087



PREREGISTRATION IS NECESSARY. Individuals registering at the event will be charged a \$5.00 late fee. For companies wishing to be billed there is a \$3.00 billing charge. Cancellations for all events must be received 24 hours in advance of the event, otherwise the company will be charged regardless of attendance.

Names of Persons Attending: _____

_____ Event: _____

Company: _____

Phone: _____

REMINDER: We accept VISA, MasterCard and AMEX for dues and special events!