

Actionreport

February
2010

www.metroouthchamber.com

**Leading Businesses
Leading Communities**



CHAMBER MISSION

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



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Michele Wein-Crelly, Page 6



Mark D'Agostino, Page 11

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Businesses Speak-Up, Speak-Out at JOBS Hearing

State Representatives and Senators from the Legislative Committee on Small Business recently held a hearing in Brockton to discuss topics of concern to small businesses. A full house of more than seventy-five business and community leaders attended the hearing and raised concerns about taxes, fees, health care costs and regional stimulus spending priorities.

Rising Health Care Costs

Most businesses in attendance cited rising health care costs as a major issue impacting their business and employees. Many small businesses asked the Committee to allow small businesses to band together so small business groups could generate competitive bids from health insurers similar to the process used by larger businesses. This would produce more competitive health insurance premium rates for small businesses, more in line with what larger businesses receive. The Committee was also asked to delay by a year new fines on small businesses and low-wage employees who have not enrolled in a qualified health plan in Massachusetts.



Recent small business/legislative discussion

Meals Tax Increase

Several restaurant owners in attendance requested relief from the increasing meals tax imposed by the legislature citing the negative impact of the new 6.25% tax rate imposed by the legislators late last year. Many communities have followed up this tax increase by approving a legislatively sanctioned 7% meals tax causing even higher costs to diners at local restaurants. The cumulative impact on restaurants is severe, as many people are choosing to eat at home to avoid the tax. The Committee was asked to notify communities that local aid would not be cut for those communities who do not implement the higher 7% local-option rate.

Continued on page 8

Mayor at Next Breakfast

Wednesday, February 10, 2010

Join us at the next Good Morning Metro South Breakfast on Wednesday, February 10 from 7:30am-9:00am at the Holiday Inn, 195 Westgate Drive, Brockton. The featured speaker is Brockton Mayor Linda Balzotti.



Mayor Linda Balzotti

Linda Balzotti, first female Mayor of Brockton, served as a Brockton Councilor for more than a decade, providing strong constituent services, advocacy for neighborhoods and a strong focus on fiscal restraint. A lifelong Brocktonian, she also served as a member of the Brockton Planning Board and as a resident activist.

Linda was elected as Ward 4 Councilor in 1998. She worked with the City Council to ensure a multi-million dollar restoration to Brockton's Wastewater Treatment Plant; built a coalition to defeat the proposed reopening of the BFI Landfill, and fought for the construction of the Brightfields.

Linda is a 1979 graduate of Brockton High School
Continued on page 2

Sponsored by:

Presented in partnership with:



Taste of Metro South



18th Annual Taste of Metro South
Wednesday, March 24, 5:30 pm - 8:00 pm
Shaw's Center, 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

Over 50 restaurants and 600 guests expected!
Tickets are now available at the Chamber or online at
www.metroouthchamber.com/register.html

\$25 in advance/ \$30 at the door
Call 508.586.0500 x 231 for more information.
All guests will receive a free Boston MassPass Book worth thousands of dollars in coupons!

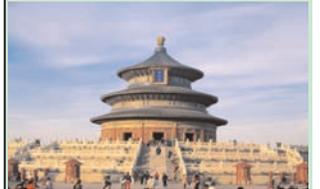


With Entertainment by the Baha Brothers and the Brockton High School Jazz Band.

Continued on page 2

Travel to China With the Chamber

October 11-19



Beijing, Shanghai, Xi'an and the World Expo 2010 in 9 days.

Heighten Awareness & Explore Possibilities.

See page 9 for more information.

GMMS Continued From Page 1
 School and holds a bachelor's degree from Syracuse University. In addition to serving four terms as a ward councilor and two terms as a councilor-at-large and Council President in 2001, Linda was a former legislative aide to Representative Christine Canavan, and was employed as the Public Information Officer at Bridgewater State College.

This breakfast is being sponsored by Universal Benefit Plans, Inc., a specialized benefits consulting and a full services brokerage firm that implements and manages all com-

ponents of employee benefits.

The breakfast is being presented in partnership with Comcast Business Class. Comcast Business Class offers high speed broadband internet, phone, digital cable, and ethernet data service to businesses of all sizes.

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 metrosouthchamber.com/register.html.

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 meetings will meet on **February 3** and **March 3, 2010** from 8:00 - 9:00 am at the Metro South Chamber, 60 School Street, Brockton.

To become an Ambassador, call John Nesti at 508.586.0500 ext. 229.

MEMBERProfile



Fritz Coyro

Address: Brockton, MA 02301
Phone: 508-586-4642
Fax: 508-584-9180
Website: www.ockers.com

Year Established: 1921

Products/Services:

The Ockers Company is dedicated to offering expert pre-sales, needs analysis, network design, custom hardware configuration, cabling, Audio/Visual, and support services. Our professional service department is made up of technicians who have been certified by many of the leading hardware/software manufacturers. Our trained professionals are currently maintaining over 3000 networks.

Number of Employees: 24

Market Area:

Southern New England including all of Massachusetts and Rhode Island.



Markets we serve:

Education, Government, Legal and Medical markets. We service both the private and public sectors for small to large business entities.

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

Ockers has the ability to plan, build, and support Technology, Audio/Visual, Cabling/Wiring, and Surveillance Systems. Our wide range of skill sets really sets Ockers apart from the competition.

Awards and Honors:

The Boston Business Journal's overall Top 25 Computer Resellers Award in 6 of the past 10 years. Ockers is also a Massachusetts State ITC 16 Vendor.

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

To not only provide the best customer service possible but to build solid, long standing relationships with our customers and community. Ockers strives to use a solutions based approach to solving our customers' problems. Ockers is not in the hardware business... we are in the solutions business.

MEMBEROrientation in Easton

February 25, 4:00 - 5:30 pm

Join us for a Member Orientation on Thursday, February 25 from 4:00-5:30 pm at the Easton Country Club, 265 Purchase Street, South Easton, prior to the Business After Hours networking event. The Member Orientation gives **new members, prospective members, and new employees of existing mem-**

ber companies an opportunity to network and explore the many programs and services available to Metro South Chamber members.

The Member Orientation is free, but pre-registration is required. Please call 508.586.0500 ext. 231 to register or email kprosper@metrosouthchamber.com.

Business After Hours at Easton Country Club

February 25, 5:30 - 7:30 pm • Easton Country Club



Please join us on February 25 from 5:30 pm - 7:30 pm for a Chamber Business After Hours networking event at the Easton Country Club, 265 Purchase Street, South Easton.

Easton Country Club offers function space for corporate outings, business breakfasts, award ceremonies, parties, reunions, weddings, bar/bat mitzvahs and more with 2 function rooms offering spectacular views or charming cozy

settings. The 18-hole golf course offers a mixture of fairways and large greens for all golfers of all skill levels. For more information, visit www.eastoncountryclub.com.

This event is \$5 for members and \$10 for non-members and will take place directly after the Member Orientation (see above). Register by calling Kim at 508.586.0500 x 231 or email kprosper@metrosouthchamber.com

Taste Features Restaurants, Music, Culture



18th Annual Taste of Metro South

Wednesday, March 24, 2010, 5:30 pm - 8:00 pm
Shaw's Center, Brockton



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, advertisements in the Enterprise, Action Report and Program Guide, and potential coverage on the Brockton Community Access Channel, WXHR 1460 AM, and WATD 95.9 FM.

Don't miss this invaluable opportunity. For more information on exhibiting or purchasing tickets, please contact Kim Prosper at 508.586.0500 x 231. You may also buy tickets at metrosouthchamber.com/register.html.

Join the Chamber, call John Nesti, 508.586.0500 x 229
 or email jnesti@metrosouthchamber.com

BOARD OF DIRECTORS

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Sovereign Bank

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Metro South Chamber of Commerce

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Charles Wall - *Massasoit Community College*

Patricia Williams - *HarborOne Credit Union*

CHAMBER STAFF

508-586-0500 Front Desk x 221

Christopher Cooney
President and CEO x 223

Kimberly Prosper
Program Director x 231

Lisa Keene
Business Development x 225

Kerry Sullivan
Finance x 230

Kathleen Lynch
Connecting Activities x 227

Alison van Dam
Director of Communications x 222

John Nesti
Member Services x 229



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ACTION Report Volume 10 - Issue 2

(USPS-410630) is published monthly except for combined July/August for \$5.00 per year by the Metro South Chamber of Commerce, Sixty School Street, Brockton, MA 02301-4087. Periodical Postage Paid at Brockton, MA. POSTMASTER: Send address changes to Action Report, Sixty School Street, Brockton, MA 02301-4087

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

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

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

FEBRUARY *Calendar*

- 2** Taste Committee Meeting 8:15 am
- 3** Ambassador Meeting 8:00 am
- 9** Taste Committee Meeting 8:15 am
- 9** SBA 101 Workshop for Lenders (Call 508.586.0500 x 225) 9:00 am
- 10** Good Morning Metro South 7:30 am
Holiday Inn, Brockton, 195 Westgate Drive, Brockton
- 11** Safety Grant Lunch & Learn 12:00 pm
- 12** Government Affairs 12:00 pm
- 15** President's Day - Chamber Closed
- 23** Taste Committee Meeting 8:15 am
- 25** Business After Hours & Member Orientation
Easton Country Club, 265 Purchase Street, S. Easton
Chamber Member Orientation 4:00 pm
Business After Hours Networking 5:30 pm

Coming Up
March

- 2** ABC's of E-Tools 8:00 am
Irish Cultural Centre, 200 New Boston Drive, Canton
- 2** Taste Committee Meeting 8:15 am
- 3** Ambassador Meeting 8:00 am
- 9** Taste Committee Meeting 8:15 am
- 12** Government Affairs 12:00 pm
- 16** Taste Committee Meeting 8:15 am
- 16** Executive Committee 3:00 pm
- 24** Taste of Metro South 5:30 pm
Shaw's Center, 1 Lexington Way, Brockton
- 30** Starting Your Business SCORE Workshop 9:30 am
Massasoit Conference Center, Brockton
- 31** Board Meeting 12:00 pm

Save the Date
April

- 6** LinkedIn and Facebook Workshop 8:00 am
Irish Cultural Centre, 200 New Boston Drive, Canton
- 7** Ambassador Meeting 8:00 am
- 9** Legislative Luncheon (subject to speaker availability) 12:00 pm
Massasoit Conference Center, Brockton
- 15** Networking Event with Tamboo and DBA 5:05 pm
Tambo Bistro, 252 Main Street, Brockton
- 11** China Trip Information Session at Garden Show 1:00 pm
Shaw's Center, 1 Lexington Way, Brockton
- 29** Business After Hours at Old Colony Elder Services 5:30 pm
144 Main Street, Brockton

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

GOODNews

Celebrate the great things going on!

East Bridgewater Savings Bank Merges

East Bridgewater Savings Bank is merging with Bridgewater Savings Bank, with the resulting bank operating as Bridgewater Savings Bank. The East Bridgewater Savings Bank customers will see changes to their accounts as of mid-May 2010, gaining full access to the range of products and services that Bridgewater Savings Bank offers at all ten locations. The transaction is expected to increase Bridgewater Savings Bank's deposits from \$293 million to \$382 million, bank capital is expected to increase from its current level of approximately \$34 million pre-merger to about \$47 million post-merger, and assets are expected to increase from about \$400 million to \$540 million. Customers of both East Bridgewater Savings Bank and Bridgewater Savings will have access to the larger network of branch offices and ATMs, and a significantly higher lending limit.

Boys & Girls Club Officers

Boys and Girls Club has announced their new officers: Al Asiaf (MCC) - President; Heather Arrighi (Plymouth County DA's Office); Mark Denafrio (Coastal Bank); John Vlaco (Brophy & Phillips Co.)

South Shore Savings Bank Hires

South Shore Savings Bank announces that Michael R. Healy, of Kingston, has been promoted to First Vice President/Commercial Lending. Healy joined South Shore Savings Bank in 2000 as Vice President/Commercial Lending. He earned a B.A. degree at the University of Massachusetts Amherst, and an M.B.A. degree at the University of Maryland. Healy also is a graduate of the National Graduate School of Banking at Fairfield University. Originally chartered in 1833, South Shore Savings Bank is a full-service community bank with assets of approximately \$950 million and 15 branches.

Good Samaritan Medical Center - ICDs

Good Samaritan Medical Center has expanded its cardiology services to include the surgical implantation of cardioverter defibrillators, otherwise called ICDs.

Jack Wylie, M.D., director of Caritas Christi's Electrophysiology Services, and Keshaudas Pahuja, M.D., of Thoracic Associates, Inc., jointly conducted the first operation on an ICD patient on October 15. The procedure is

one that Good Samaritan has been working to provide to our patient community for four years.

An implantable cardiac defibrillator is a device about the size of a pager that monitors a person's heart rate and heart rhythm. An ICD performs all the functions of a pacemaker, pacing the heart with electrical stimuli for a heart that is beating too slowly, and can deliver an electric shock to help restore a normal rhythm to a heart that is beating too rapidly or chaotically.

Anyone with questions or with a patient to refer is asked to please contact Darlene Gareri, Director of Cardiovascular Services at Good Samaritan at extension 3173, Dr. Wylie at 617-789-3187 or Dr. Pahuja at 781-344-4400.

Rogers & Gray - Benefit InnovationsSM

Rogers & Gray Insurance Agency has developed Benefit InnovationsSM - a powerful suite of Internet-based tools that streamline the time and dollars spent by Human Resources departments. It gives employees and their spouses 24/7 real-time access to all their benefits, while allowing companies to instantly register every change made.

When you sign up for Benefit InnovationsSM your company can add as many benefits as it wishes into the system - health insurance, life insurance, home and auto coverage, cancer insurance, disability insurance, umbrella policies, marine insurance, etc.

The program shows employees the costs they pay for benefits, while emphasizing the costs of benefits financed by the employer. For a company with 150 employees - assuming 10% turnover a year - a manually administered process will cost \$8,760 in paper alone, according to E-CFO Magazine. With Benefit InnovationsSM, that cost drops to \$3,800, a savings annually of nearly \$5,000.

For more information on Benefit InnovationsSM, please contact David Robinson at 508-790-4127 or at robinsonda@rogersgray.com.

Organ Concerts to Benefit Haitian Relief

First Evangelical Lutheran Church on 900 Main Street, Brockton will be sponsoring two benefit organ concerts for the Haitian relief. The first concert, scheduled for March 6, will feature 5 Brockton area organists. The second concert in May/June will feature James David Christie, organist of the Boston Symphony, considered the greatest liv-

ing American organist and one of the world's best. If you are interested in sponsoring or attending the event, please contact James Benson at 508-586-9021.

Signature Healthcare Earns Gold Seal

Signature Healthcare Brockton Hospital has earned the Joint Commission's Gold Seal of Approval. The accreditation award recognizes the hospital's dedication to complying with the Joint Commission's state-of-the-art standards on a continuous basis, and is a testament to the dedication and hard work of the entire hospital staff. Founded in 1951, The Joint Commission accredits more than 15,000 health care organizations and programs in the United States, including more than 8,000 hospitals and home care organizations, and more than 6,800 other health care organizations that provide long term care, assisted living, behavioral health care, laboratory and ambulatory care services. The Joint Commission also accredits health plans, integrated delivery networks, and other managed care entities. An independent, not-for-profit organization, The Joint Commission is the nation's oldest and largest standards-setting and accrediting body in health care.

MCG Partner Hires

MCG Partner has announced that Cheryl Jacobs of Foxboro, MA, has joined the firm as a Vice President, Business Development. Cheryl brings over 15 years of extensive coaching, management, and sales experience and expertise.

Previously, Cheryl was the founder of Talent Transformation, a coaching, training and talent management consulting firm. Beforehand, she was an Executive Director with the Providence Journal, running their print and on-line businesses. Prior to the Providence Journal, Cheryl was Senior Manager of Business Development for The Boston Globe and Boston.com, members of New England Media Group. Cheryl received her MBA at Suffolk University, and a BA in Communications and Business from Boston College.

For more information or to schedule an interview with Cheryl Jacobs, contact Chuck Mollor at 508-279-9900 or email cmollor@careertransitionadvisors.com.

Conway Dialogue Series

More than 40 Conway agents and

managers toured the Plymouth County Registry of Deeds last week during the first session of this year's Conway Real Estate Dialogue. Conway Day at the Registry was led by Register John Buckley, Jr. and included a brief talk on the historical significance of his operation as well as the inner workings of the process. As the largest independent Realtor in Massachusetts, Conway is offering the "Dialogue" program as part of a continuing effort to educate its agents in all aspects of the real estate business.

For more information on the "Dialogue" series, or to join Conway, call Marie Battles at 781-871-0080

Crescent Credit Union Coat Drive Update

Crescent Credit Union partnered with Anton's Cleaners in Brockton, Dermody Cleaners in Taunton, and Fantastic Cleaners in Hingham to collect and clean 559 winter coats, which were then delivered to non-profit community organizations for distribution to those who need them most. The coat drive ran October-January.

The coats are being distributed by Saint Vincent de Paul Society, Holy Family Parish, Catholic Charities, MA Coalition for the Homeless, and The Salvation Army, amongst others.

Annual Reading Conference

On January 8, Bridgewater hosted its 10th Annual Reading Conference at the Moakley Center. One of its purposes was to give reading specialist, teachers and administrators an opportunity to participate in the exchange of information through various discussions groups-all geared around the importance of reading.

Dr. Elizabeth Englander, Professor of Psychology and Director of the Massachusetts Aggression Center at Bridgewater State College spoke about cyber-bullying and Dr. Jerald Walker, Associate Professor of English at Bridgewater, shared an excerpt from his book, *Street Shadows: A Memoir of Race, Rebellion and Redemption*. Some of the topics of discussion were: what's new in literacy; language assessments of ELL students; strategies for teaching reading and using writing to learn in the content areas.

82 people participated in this year's Reading Conference. This conference served as a way for educators, faculty, staff, teachers, administrators and students to spend the day learning dur-

GOODNews

ing a full day of educational interacting with the one another. Next year's Annual Resources for Reading Specialists Conference is scheduled to take place at Bridgewater State College on Friday, January 7, 2011.

Brockton Visiting Nurse Meets Compliance

Brockton Visiting Nurse Association was found to be in substantial compliance with State and Federal regulations governing certified home care agencies following a rigorous recertification by the Massachusetts Department of Public Health in December. Two DPH surveyors accompanied the clinical staff on home visits, interviewed patients, reviewed policies, medical, and personnel records finding no areas of concern. The surveyors were complimentary to staff for providing excellent patient care. The Department of Public Health assures compliance with regulations and quality patient care as required by CMS (The Center for Medicare and Medicaid Services). Credit is given to all Brockton VNA staff for working together to provide quality care to all patients that they serve throughout Southeastern MA.

Mechanics Cooperative Hires Northrup

Mechanics Cooperative is pleased to announce the appointment of Fadra Northrup to Residential Loan Officer. Northrup began her financial career in 1996 at First Federal Savings Bank in Fall River, MA, in the Loan Underwriting and Processing Department. In 2004, Northrup took the position of Residential & Mortgage Loan Officer at Mechanics Cooperative Bank where she excelled for over 2 years. "My experience in the Underwriting and Processing Department helped tremendously. I can provide customers a clear understand of the lending process from beginning to end," said Northrup. In 2006, she had the opportunity to become an Account Manager for Residential Mortgage Insurance Company, headquartered out of Winston-Salem, NC. In this new role Northrup was responsible for both the Massachusetts and Rhode Island markets. To contact Fadra, call 888-mechanics or email fnorthrup@mechanics-coop.com.

Members: Send your Good News to
avandam@metrosouthchamber.com

Workforce Safety Grants Available

Thursday, February 11, 2010, 12:00 pm - 1:30 pm
Metro South Chamber, 60 School Street, Brockton

At this workshop, the Office of Safety Staff will take you through the Occupational Safety Health Education and Training Program grant process step by step. The goal of the program is to promote safe and healthy conditions in the workplace through training, education, and other preventative programs for employees and/or employers of industries operating within the Commonwealth of Massachusetts and whose entire staff are covered by the Massachusetts Workers Compensation Law, sole proprietorship, DBA or self-insured. Determine your eligibility and get answers. For more information, visit www.mass.gov/osd.

To receive the Training Grant Application, email safety@dia.state.ma.us. The application is due by March 3, 2010 at 2:00pm.

To register for the Workforce Safety Grant Workshop, contact Kim Prosper at 508.586.0500 x 231. Lunch will be provided.

Legislators Visit Eli Baking Company



Ninety percent of Syrian pocket bread served in restaurants throughout Massachusetts is baked in Brockton at the Eli Baking Company located on Montello Street. The industrial sized baking operation recently hosted several business and political leaders from throughout the region. The group was visiting local business people to learn first-hand how the current economy is impacting their business. Representative Christine Canavan, Mary Waldron of the Brockton 21st Century Corporation and Chamber President and CEO, Christopher Cooney coordinated the day's activities culminating in a business/jobs hearing held at the Fuller Craft Museum.

Social Media Workshops



MA Small Business Development Center, Metro South Chamber of Commerce, Neponset Valley Chamber of Commerce and the Irish Cultural Centre of New England are joining to offer a series of social media workshops.

ABC's of E-Tools

Tuesday, March 2, 2010
8:00 am - 10:00 am

Join us for this FREE workshop where you can learn about search engines and search engine optimization, social networking (Facebook, Twitter, LinkedIn, YouTube, Myspace), blogs and e-newsletters.

LinkedIn & Facebook

Tuesday, April 6, 2010
8:00 am - 10:00 am

Join us for this FREE workshop that will teach you how to open a LinkedIn and Facebook account. We will discuss registering businesses in both networks along with fan pages and discussion groups.

Tweets & Blogs

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

Join us for this FREE workshop where you can learn strategies for creating business communities using Twitter and blogs.

All workshops will take place at the **Irish Cultural Centre of New England, 200 New Boston Drive, Canton**. For registration/information, contact Tammi or Alison at the MSBDC at 508-673-9783 or register online at www.msbdc.org/semass and click on Event Calendar. Funded in part through a cooperative agreement with the U.S. Small Business Administration.

BAWIB Awards ESOL Funding



beginning February 2, 2010 and will run for 21 weeks, ending June 24, 2010.

The Brockton Public Schools Adult Learning Center will receive \$17,136 to provide an English for Customer Service course designed to prepare students for employment in financial institutions. The program will be located at the Brockton Adult Learning Center at 21 Crescent Street.

Both programs will collaborate with CareerWorks, the local One-Stop Career Center, to provide career counseling services to participants. Field trips to local businesses will also be included as part of the curriculum.

These programs will be funded through the American Reinvestment and Recovery Act, WIA allocation for the Brockton Workforce Investment Area from the U.S. Department of Labor.

The Brockton Area Workforce Investment Board is pleased to announce that it is awarding funding for two ESOL for Employment Instruction Programs under the Workforce Investment Act, the federal legislation that establishes a system providing workers with the information, advice, job search assistance and training they need to get and keep good jobs.

Training Resources of America, Inc. will receive \$23,000 to provide ESOL for Employment instruction to eligible participants in the Brockton area. The program will be located at TRA's new location at 231 Main Street. Classes will operate Tuesday, Wednesday and Thursday from 9:00 a.m. to 12:00 p.m.

JOIN

the Chamber Today! Call 508.586.0500 x 229.

Last Chance to get on the Mailing List to receive the 2010 Book for Business.

Thought Provoking Breakfast Covers Health Care, Safety, United Way

Photos by Rich Morgan Photography. Sound Provided by Rob Peters Entertainment



Guests at the Good Morning Metro South meeting enjoy a delicious breakfast at the Holiday Inn, Brockton



Gina Werstock, GT Reilly, Joan Richards, HarborOne Credit Union, and Brenda Carrens, Old Colony Elder Services enjoy the DOTS networking opportunity.



Karrie Loiselle, Sr. Sales Executive, Fallon Community Health Plan, Consumer Sales, and Patty Rich Vice President of Sales and Marketing, Massachusetts Business Association are interviewed by Charlie Hickey.



Jim Blake, United Way Campaign Chairman and President & CEO of HarborOne Credit Union



Tim David, Mentalist and author of "Unleashing Your Inner Genius." See page 7 for more about Tim David.



Kathy Manson, Director of the Office of Safety. For a workshop on the Safety Grant, see page 5.

Sponsored by:



In Partnership with:



Joe Kameese, American Bookkeeping Solutions; Steven Fishman, Capeway Aluminum & Vinyl Inc.



Beth Roll Smith, West Bridgewater Library; Michele Wein Crely, Michele's Massage Studio

Chamber Provides Internships and Great Opportunity for Professional Growth



Gina Willms

Gina Willms is completing an event planning internship with the Metro South Chamber of Commerce. She is a senior majoring in General Business Management at Bridgewater State College, graduating in May, 2010.

Gina will be serving as an Event Planner intern at the Chamber through the spring semester, working closely with Program Director Kimberly Prosper. In 2009, Gina spent her spring semester studying in Florence, Italy. After graduating, Gina plans to do more travelling, as well as work as an event planner in Boston.

Through her internship experience, Gina seeks to work on and expand on her communication and business management skills.



Nadean Yasko

Nadean Yasko is completing an internship in professional office management at the Chamber while enrolled in the Administrative Office Technology Program at Southeastern Technical Institute. Upon completing her internship, she is looking forward to pursuing new full-time employment opportunities that will allow her to use her new skills and job training.



Mary Williamson

Mary Williamson is a full-time student at the South Eastern Technical Institute adult program. She is studying Administrative Office Technology while completing an internship with the Chamber. She has been employed in the past by West Point Military Academy at West Point, New York, working with the Director of Contracting as well as The Cadet Services Branch.

After completing the program at Southeastern, Mary plans on continuing her education while looking for new opportunities to use her new found skills.

The Metro South Chamber of Commerce provides more than ten internships each year to students throughout the region. To learn more, contact Lisa Keene at 508.586.0500 x 225 or email lkeene@metrosouthchamber.com.

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EVERY BLOOMING THING

How You Say Something Is As Important As What You Say

You need to say no to something at work and it could have major impact. Say it right, and you could be off the hook. Say it wrong, and only trouble lies ahead. In the corporate world, it could cost you a lot with your boss and your coworkers.

But there are times when you have no choice but to say what you need to say. Here are a few tips.

- Make sure your voice is firm. It's also helpful to use a few nonverbal cues, like shaking your head or looking into the other person's eyes when you say it.
- Learn how to say it unequivocally. There's no mistaking your meaning when you say, "No, I won't be able to do that." If you're saying it to your boss, point out that there's only so many tasks you can do, and you want to do all of them right.
- Just because you say "no," doesn't mean you can't delegate the task. Just because you can't do it, doesn't mean it won't get done. Just find somebody else.
- If you're not sure whether to say it, tell the person asking you to do the task if you can have a day to think it over. But make sure you really are weighing your options and seriously considering the task and the deadline at hand.



Tim David, Mentalist, at a recent Chamber Good Morning Metro South meeting

ABOUT THE AUTHOR

Tim David wants to teach you the art of effective business communication. He regularly presents keynotes and workshops on topics ranging from more productive meetings to more persuasive sales technique. He's THE guy who can help you get the most out of your interaction with co-workers, employees, and customers.

He is the author of "Unleashing Your Inner GENIUS - How To Get Anything That You Want Out Of Life." In this audio program he teaches his innovative blend of time-tested motivational and success principles that he calls "Subliminal Self-Persuasion."

Visit his web site to get your copy or join his free newsletter at: www.MindBlowingSpeaker.com

Chamber Bids Farewell to Kathryn Sayles



Kathryn Sayles

Kathryn Sayles, Connecting Activities Coordinator in the Chamber's Competitive Workforce Division recently accepted a position with the New Bedford Public School System, where she will be working with developmentally delayed children.

"Kathryn has done an excellent job for the Chamber. We wish her the very best as she pursues her interest in working with kids in a job closer to her home," said Chamber President and CEO, Christopher Cooney.

Bridgewater State College graduate, Kathy Lynch of East Bridgewater has been hired to fill the position. Her focus will be connecting youth to career experience through the Connecting Activities program. The program encourages employers to provide mentor opportunities and teacher externships within various industry sectors. To learn more about the program contact Kathy at klynch@metrosouthchamber.com.



Kathy Lynch

BAT Centre Goes Green with Solar Power



Brockton Area Transit is installing solar panels on the intermodal centre and the adjacent parking garage located across the street from the police station in downtown Brockton. Construction of the electricity generating solar panels should be complete soon. Electricity generated from the panels will be used to power lights and parking attendant machines on the BAT property. Grant funds for the installation were received from a fund established through the state of Massachusetts for such public projects.

Gain Exposure; Grow Your Contact Base - Join the Chamber.
Call John Nesti, Chamber Membership Director, 508.586.0500 x 229.

Making a difference. For you. And your community.

To become a leading financial institution, HarborOne has had to excel in a number of ways. Although our primary focus is to provide a superior customer experience, and to give back to the people and the communities we serve, we're honored to have had some of our efforts recognized by others. In the past year, HarborOne has received the following awards:



• #1 Community Bank in Brockton and Abington; Silver Award recipient for the Best Community Bank in the region



• Fifth consecutive "Outstanding" rating by the Massachusetts Division of Banks for our CRA compliance



• Honorable Mention for the Alfred B. Sloan Award for Business Excellence in Workplace Flexibility



• United Way Corporate Spirit Award



• One of Inc. Magazine's list of 5,000 fastest growing companies



• The Dora Maxwell Award from the Massachusetts Credit Union League for our MultiCultural Banking Center



• Herb Wegner Award for Outstanding Organization



• Business Hero Award for helping youth gain practical life skills and experience



• Named one of the 100 Top Places to Work by the Boston Globe



• Humanitarian Award for helping to improve quality of life in the community



1.800.244.7592/www.harborone.com

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This credit union is federally insured by the National Credit Union Administration. Excess insurance provided by MSIC.



Businesses Speak-Up at JOBS Hearing

Continued From Page 1

Stimulus Funds for Small Business?

Many businesses are unaware of the loan assistance being offered to small businesses via SBA financing programs. Access and awareness of these SBA stimulus funds for working capital at small businesses must be improved and expanded to be helpful in preserving these businesses and the jobs they represent. The Committee members heard the need for more assistance for small businesses as accounts receivables increase and equity lines become exhausted at many of these small businesses. Most banks have had access to bail-out funds while many small businesses, the nation's jobs producers, have gone without any stimulus. Small businesses asked the Committee for help in making credit more available while providing better awareness of existing funds such as the SBA 7a, 504 and ARC loans available through banks and organizations such as SEED Corp.

Gaming/ Entertainment in Massachusetts

The Committee raised the question of whether Entertainment/Gaming facilities like Foxwoods should be allowed to open in Massachusetts. The overwhelming sentiment at the hearing was, should the state allow entertainment/gaming facilities in Massachusetts, existing facilities like (Raynham Park) should be given first priority since they have operated under state oversight for more than forty years and already have the human and infrastructure capacity to accommodate the industry. The Committee was asked to make Raynham Park a priority.

Chamber Chairman Scott Sanborn and Chamber President and CEO, Christopher Cooney testified at the hearing. "Jobs, health care and access to more working capital are the issues we want you to bring back to the State House," said Christopher Cooney. "Raynham Park and Gateway cities legislation are top priorities for our business members at this time, both have tremendous potential at preserving and creating many jobs within our region," said Scott Sanborn.

Taxes Impacting Businesses, Job Creation

Cities and towns throughout the region have recently set their new tax rates for 2010. Half of the communities within Metro South assign commercial properties (businesses) a higher tax rate than residential homes. In most cases the rate is seventy-five percent more for the commercial property owners. Increasingly, commercial tax rates are serving as a disincentive for new businesses to locate within these communities and in some cases expanding businesses are seeking communities with a uniform tax rate that is typically lower for businesses. "Small businesses, comprising over eighty-five percent of businesses in the Metro South region need to be profitable for job creation to occur. Too often, they are being taxed to a point that is a detrimental to growth. Jobs and the community suffer," said Christopher Cooney, Chamber President and CEO.

Historic Tax Credits for Gateway City Investment

Many comments concerning investment in cities were conveyed to the Committee. Most comments from participants centered on providing additional incentives for developers of Gateway cities in Massachusetts. The Committee was asked to implement historic tax credit, façade improvement, and financing incentives that would draw developers and people with disposable income back to the Gateway cities of Massachusetts. These incentives would further the Commonwealth's commitment and complement the existing investment in schools, transportation, sewer, water and workforce training facilities already made.

Workforce Training Fund Reauthorization

Several comments were made regarding the Workforce Training Fund (WTF) Reauthorization being contemplated by the legislature. The WTF was created as a tax on employers equaling approximately \$8 dollars per employee each year, totaling around \$20 million dollars collected from small and large businesses each year and deposited in the fund. The vast majority of businesses pay the tax but most have never heard of it or received any funds from it. The business community opposed the creation of this fund in 1998 when it was initially approved by the legislature. The state has twice removed funds from the account totaling \$40 million dollars and spent them through the general fund. The Committee was asked to stop removing these monies from the WTF for unrelated expenses and NOT to reauthorize the WTF if the original intent could not be honored.



GOVERNMENTAffairs

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, February 12, 2010

Join us on February 12, 2010 at 12:00 pm at the Chamber for our monthly Government Affairs Meeting. The guest speaker will be **John Regan, Executive Vice President of Government Affairs for Associated Industries of Massachusetts (AIM).**



John Regan

AIM's mission is to improve the economic climate of the Commonwealth of Massachusetts by proactively advocating fair and equitable public policy, and by providing relevant, reliable information and excellent services.

As Executive Vice President, Mr. Regan is responsible for overseeing AIM's activities in legislative, regulatory issues, litigation and ballot initiatives. In addition to overall management, Mr.

Regan focuses on specific issues dealing with economic development, tort and product liability reform, unemployment insurance and workers compensation insurance.

Mr. Regan joined the staff of AIM in December 2000. Prior to AIM, he served as Executive Vice President for Operations at MassDevelopment and also served under Governors Weld and Cellucci as the state's director of the Office of Business Development.

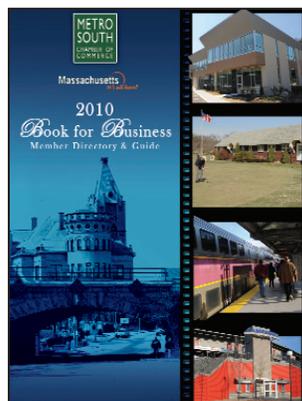
If you would like to attend this meeting, please contact Lisa at the Chamber, 508.586.0500 x 225 or register at metrosouthchamber.com/register.html. The cost to attend is \$5 for members and \$10 for non-members and includes lunch.

Brockton Information Boards Re-Launched



The New Brockton Information Boards, created by the Chamber, have been installed. The boards contain information on local attractions and a bus map of the city. They are placed at 7 prominent locations around the city, including City Hall/the Chamber, the BAT terminal, the Downtown MBTA Train Station, the Downtown Parking Garage, the Brockton Historical Society, and the Fuller Craft Museum. Sponsors of the board include Edible Arrangements, Kindred Hospital, Old Colony YMCA, Good Samaritan Medical Center, Signature Healthcare, Lincoln Tech, Brockton Visiting Nurse Association and BuyBrockton.org. For more information on the boards, contact Alison van Dam at 508.586.0500 x 222.

Book for Business Arriving Soon



Look for the Chamber of Commerce 2010 Metro South Book for Business at the end of February. The book features area dining, lodg-

ing, 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 for Business will be distributed throughout the region to banks, real estate offices, town hall offices, all Chamber members, area colleges, and sent to all relocating businesses and families interested in the Metro South area. Also this year, 4,000 copies of the Directory will be mailed out to additional Brockton businesses. For more information on the Book, contact Alison van Dam at 508.586.0500 x 222.

Visit the World Expo; Chamber Leads Trip to China; Learn More April 11th

World Expo 2010:

The World Exposition has represented the greatest in human inspirations and thoughts since the London Expo in 1895. The World Expo combines not only political, economic, and cultural features, but also demonstrates the highest level of social, scientific and technological advancements. The theme of the Expo 2010 Shanghai is "Better City, Better Life." Over 200 nations and international organizations are exhibiting in the World Expo, with 70+ million visitors expected.

Featured Attractions on the Trip:

World Expo 2010, the Great Wall of China, Terracotta Warriors, Tiananmen Square, Temple of Heaven, Forbidden City, Ming Tombs, Yu Garden, Jade Factory, Summer Palace, Kunming Lake, Longevity Hill, Tiger Hill, Green Tea Plantation, Chinese Acrobat Show, Pudong Economic Development Zone, Huaqing Hot Spring Park, and more ...

Visit Shanghai, Beijing, and Xi'an, China
October 11 - 19, 2010
Only \$1,999 per person*



Travel to China, See the World in 9 Days!



Join the Metro South Chamber of Commerce on its 2nd Annual Trip to China. Last year, 57 people participated and experienced the trip of a lifetime in one of the world's fastest growing economies.

Price Includes:

Round-trip international airfare, transportation to airport, 4 and 5 star hotel accommodations, three meals each day, deluxe bus tours, fluent English-speaking tour guides, entrance fees into educational and cultural attractions, including the World Expo 2010, and an opportunity to meet with business leaders in China.

Space is Limited! Reserve your Place Now! *Based on double occupancy and deposit before April 30. For more information, contact **Lisa Keene** at the Chamber at 508.586.0500 x 225 or email lkeene@metrosouthchamber.com.

"This is an unbelievable trip for the money - what memories! It went off without a glitch - perfect. I can't believe I saw what I did. Hotels - magnificent! Chinese tour guides - outstanding! Buses - perfect! Exposed to so much - wonderful! Thank you, Metro South Chamber of Commerce, for the trip of a lifetime!"

- Sally Burke, Bridgewater, traveler on 2009 trip

Metro South Partnership Recognizes Student Friendly Employers

The Metro South Connecting Activities Partnership is a collaboration of the Brockton Area Workforce Investment Board, and the Metro South Chamber.

Connecting Activities is a unique program that creates a competitive workforce linking employers with students by providing young people with business experience. Through this program, employers provide a meaningful worksite learning experience that builds academic, technical, and workplace skills.

High School students participate in workplace structured internships that assist

them in making more informed decisions about the education that they will need to be successful in a variety of career paths, including college, technical training, apprenticeships, and more.

Over 100 Metro South Region Employers who provided internships to high school seniors during the 2007 - 2008 Academic Year are being recognized with special gratitude for their commitment to the region's youth and the future workforce by the Connecting Activities Partnership.

Metro South Connecting Activities Partnership Employer Honor Roll

3A Marine Service
 Abington Police
 Annie's Clean Critters
 Arnone Elementary School
 Artistic Dentistry
 Associated Appraisal
 Beauty and Main
 Blue Hills Alzheimers Center
 Braintree Rehab in Abington
 Bridgewater Recreation
 Bridgewater State College
 Brockton Access Cable
 Brockton Adult Day Center
 Brockton Area Workforce Investment Board
 Brockton Boys & Girls Club
 Brockton Day Nursery
 Brockton High School
 Brockton Housing Authority
 Brockton Neighborhood Health Center
 Brockton Police
 Brockton Veterans Affairs Medical Center
 C W Garvey Co.
 Cambridge Health Alliance
 Camelot Enterprises
 Camp Kiwanee
 Cape Verdean Association
 CareerWorks
 Charity Guild
 City of Brockton
 Clipper Express
 Colclough Construction, Inc.
 Coler & Colantonio
 Company Theatre
 Conley Elementary School
 Crescent Credit Union
 Defense Contract Management Agency
 Dr. Scott Aronson Podiatry

Dunkin Donuts
 Duval Elementary School
 East Bridgewater Veterinary Clinic
 East Coast Transit Services
 Embassy House Nursing & Rehabilitation
 EMD Serono
 Express Newspapers
 Father Bills & Main Spring
 Fuller Craft Museum
 Giuseppe's Cakes Etc
 Good Samaritan Cancer Center
 Good Samaritan Medical Center
 GROW Associates
 Hair Solution
 Hanson Fire Department
 Hanson Food Pantry
 Hanson Middle School
 Hanson Police Department
 HarborOne Credit Union
 Head Start
 Health Imperatives
 Height's Crossing Rehab
 Hope Christian School
 Indian Head Elementary School
 John H. Duval Elementary School
 John R. Bonasera, Dentist
 John Russell Insurance
 John Russell Studios
 Jostens Publishing
 Kentucky Fried Chicken
 Kindercare Learning Center
 LaBelle Day Care
 Lloyd's Animal Hospital
 Louise Conley Elementary School
 Maquan Elementary School
 Marine Recruiting Station
 Massachusetts Rehabilitation Commission

Massasoit Community College
 Mikes Pro Bend
 My Turn Inc
 Neighborhood Housing Services
 New England Sinai Hospital
 North River Collaborative
 O'Donnell Middle School
 Old Colony Hospice
 Old Colony YMCA
 On Deck Sports
 OrthoSports
 Potpourri Designs
 Premium Properties
 Quincy Hospital
 Randolph Police Department
 Reservitz Law Firm
 Rockland Trust Company
 Salvation Army
 Signature Healthcare
 South Shore Hospital
 South Shore Sports Therapy
 Southeastern Regional Services
 Stoughton High School
 Stoughton Parks and Rec Department
 Stoughton Public Library
 Stoughton Youth Commission
 Timothy Cruz, Plymouth County DA Office
 TJ Maxx
 Tufts Equine Surgical
 VC Auto Spa
 VCA Hanson Animal Hospital
 Vicentes Tropical Grocery
 Whale/Dolphin Conservation Society
 Whitman Fire
 Whitman Fire Department
 Whitman Middle School
 Whitman Police
 WomansPlace Crisis Center

Participating Area High Schools:

Brockton High, East Bridgewater High, Stoughton High, Whitman-Hanson Regional High School

For information and to become a participating employer in the Connecting Activities Initiative contact: Kathleen Lynch, Connecting Activities Coordinator, Metro South Chamber of Commerce, (508) 586-0500 ext.227, klynch@metrosouthchamber.com, or visit www.metroouthchamber.com/ca.html.



RENEWING Members Thank You !

AFLAC-Brockton
Alphonse Leduc - Robert King, Inc.
Andree Robere Salon & Day Spa
Bank of America
Bearce Insurance Agency, Inc.
Benner's Camera & Video Shops
Bill's Taxi/A & A Metro Transportation
Blue Galleon
Boston MassPass of South Shore
Brockton 21st Century Corporation/
Building a Better Brockton
Brockton Rox
Economize Plumbing & Heating
Embroidme
Franklin Sports, Inc.
Fuller Craft Museum
George Washington Toma TV &
Appliance
Green Akers Florist
Modern Landscaping, Inc.
Holmes-McDuffy Florists, Inc.

John F. Mack Distributors
Margaritelli USA, Inc.
McB Management, Inc.
McDonald's
Mutual Oil Company, Inc.
Northeast Visionlink
Ocean Real Estate Investment, LLC
Old Colony Hospice
Pierce Refrigeration, Inc.
Quality Inn Brockton
Reed, Adams & Kaiser, P.C.
ReMax
Sign Design, Inc.
Signature Healthcare
Smith, Buckley & Hunt Insurance Agency
Spectrum Services Company, Inc.
The Guardian Center for Skilled Nursing,
Rehabilitative Service
University of Massachusetts Boston
WATD 95.9FM
Whelan Associates

WELCOME New Members

Making an Investment in Our Community

Bella's Pizzeria II Seafood & Grille
Mr. Tony Muscolino
319 Plymouth Street
Halifax, MA 02338
(781) 293-8788
www.bellas-pizzeria.com
Restaurants/ Catering

Day & Zimmermann, LLC
Mr. James T. Doyle
163 West Chestnut Street
Brockton, MA 02301
(617) 594-1486
www.dayzim.com
Security

Drain Shooters, Inc.
Ms. Donna Doody
2 Columbia Road
Pembroke, MA 02359
(781) 331-0171
www.drainsooter.com
Service

Family Rehab Clinic, Inc.
Mr. Jean Placide
231 Main Street
Brockton, MA 02301
(508) 587-0404
Physical Therapy

Linwood Stove & Fireplace
Mr. Linwood Stone
1127 Main Street
Hanson, MA 02341
(781) 294-8700
www.linwoodstove.com
Masonry

Stan the Man Construction
Mr. Stanley Andrade
29 Brookside Avenue
Brockton, MA 02301
(617) 828-4267
Contractors Remodeling

UNO Chicago Grille, LLC
Ms. Kimberly Lathe
510 Westgate Drive
Brockton, MA 02301
(508) 580-0994
www.unos.com
Restaurants/ Catering

WSI
Mr. Jeffrey Downey
222 Forbes Road, Suite 202
Braintree, MA 02184
(617) 584-3272
www.wsimarketing.com/jdowney
Internet Services

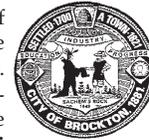
Workers May Qualify for EITC

Metro South Chamber of Commerce is proud to partner with the City of Brockton's Earned Income Tax Campaign for 2010. 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 from February 2 - April 12.

Assistance will be provided at **Self Help Healthy Housing and Community Resource Center**, 142 Crescent Street Brockton, on Saturdays from 9:00 am - 3:00 pm and Wednesday evenings from 4:00 pm - 7:00 pm. 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. Your 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 \$33,995 (or \$36,995 for married workers) in 2008 can get an EIC of up to \$2,917.

- Workers who were raising more than one child in their home and had income of less than \$38,646 (or \$41,646 for married workers) in 2008 can get an EIC of up to \$4,824.

- Workers who were not raising children in their home, were between ages 25 and 64 on December 31, 2009, and had income below \$12,880 (or \$15,880 for married workers) can get an EIC up to \$438.

For more on eligibility, visit www.taxcreditsources.org.

Call 508.586.7850
for more information

Call For Small Biz Award Nominations

The Metro South Chamber of Commerce recognizes 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 2010 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 here. 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 of growth, and a reflection on internal and external social responsibility.

Nominations are due by April 1, 2010. 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 12th, 2010 and will receive an engraved plaque and publicity.

To Advertise in this Newsletter,
Contact Bonnie Brunetti, 508-638-5582.
Special Rates Available for Chamber Members.

Chamber Meets with Mass Taxpayers



Christine Karavites, Vice Chair of Government Affairs; Andrew Bagley, Director of Research and Public Affairs for the Massachusetts Taxpayers Foundation.

U.S. Small Business Programs Offered

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



Small Business Counseling (SCORE)

Small Business / Development Centers • Business Information Center SBA 7(a) • Loan Guaranty Program • 8(a) Business Development HUB/Zones • Small Disadvantaged Business Assistance • Government Contracting Opportunities

The workshop will be held at CareerWorks, 34 School Street, Brockton from 2 - 4 pm on the third Wednesday of each month. The next workshops will be held on February 17, 2010 and March 17, 2010. Contact CareerWorks at 508.513.3400 for further workshop information.

Look in the Mail for Your Census Form

2010 Census Timeline:

February - March 2010: Census Questionnaires are mailed or delivered to households
April 1, 2010: Census Day
May - July 2010: Census takers visit households that did not return questionnaire
December 2010: By law, Census Bureau delivers population counts to the President
March 2011: By law, Census Bureau completes delivery of redistributing data to states

The foundation of our American democracy is dependent on fair and equitable representation in Congress. In order to achieve an accurate assessment of the number and location of the people living within the nation's borders, the U.S. Constitution mandates a census of the population every 10 years.

The census population totals determine which states gain or lose representation in Congress. It also determines the amount of state and federal funding communities receive over the course of the decade. 2010 Census data will directly affect how more than \$4 trillion is allocated to local, state and tribal governments over the next 10 years. In order for this funding allocation to be accomplished fairly and accurately, the goal of the decennial census is to count everybody, count them only once, and count



Pedro De Jesus, Russell Greene, and Becky Perham with the US Census spread awareness at the recent Business After Hours at Crescent Credit Union

them in the right place. The facts gathered in the census also help shape decisions for the rest of the decade about public health, neighborhood improvements, transportation, education, senior services and much more.

10 Questions, 10 Minutes

With one of the shortest questionnaires in history, the 2010 Census asks for name, gender, age, race, ethnicity, relationship, and whether you own or rent your home. It takes only about 10 minutes for the average household to complete. Questions about how we live as a nation - our diversity, education, housing, jobs and more - are

now covered in the American Community Survey and replaces the Census 2000 long-form questionnaire.

Responses to the 2010 Census questionnaire are required by law. All responses are used for statistical purposes only, and all are strictly confidential. For more information, visit the Census Web site at www.census.gov/2010.

SCORE Small Business Workshop

Living your Dream, Starting Your Own Business
 Thursday, March 30, 9:30 am - 12:30 pm (registration at 9:00 am)
 Massasoit Conference Center, Brockton

Take the first step to success in SCORE's interactive workshop where SCORE will help you test the feasibility of your idea, understand financing, and get you started on marketing your business. SCORE counselors assist clients on opening almost 20,000 new businesses each year.

Topics include self assessment, financing requirements, cash flow and basic money management, financing a startup and marketing.

This workshop is free for Chamber Members. Register by calling Lisa Keene at 508.586.0500 x 225 or email lkeene@metrosouthchamber.com.

Fair Housing Discussion at Chamber

Analysis of Impediments to Fair Housing

Date: Thursday, February 4, 2010

Time: 10:30 am - 12:00 pm

Location: Chamber of Commerce, 60 School Street, Brockton

Contact: Building a Better Brockton, Inc.

508-586-0021 • pmorrison@buildingabetterbrockton.org



Please join the City of Brockton, Building a Better Brockton, Inc., and the Brockton Housing Authority for an informational meeting and discussion about fair housing issues, and how we can work together to ensure equal access to housing for all people in Brockton. To request an accommodation, translation services or for more information, please contact Building A Better Brockton, Inc.

This project is supported with funding from the Community Development Block Grant and HOME Investment Partnerships Program through the U.S. Department of Housing and Urban Development.

Crescent Credit Union Opens Learning Center



Robert Gustafson, President of Crescent Credit Union, addresses a full room at the Crescent Credit Union Community Learning Center Dedication and networking event.



Ginny Haggood, Carol Delorey and Elizabeth Almeida, Brockton Interfaith Community receive a check from Christine Rogers, Federal Home Loan



Mark D'Agostino, R.F. D'Agostino Insurance Agency, John Nesti, Metro South Chamber, Membership



Nancy Gustafson, The Charity Guild, Bill Morse, Mutual Bank, and Brockton Mayor, Linda Balzotti.



John Lloyd, OnPoint Coaching, State Representative Michael Brady, Christopher Cooney, Chamber President & CEO.



The Community Learning Center is now open at Crescent Credit Union, 115 Commercial Street, Brockton. The center offers ESOL classes (Tuesdays and Thursdays, 6-8pm), Financial Literacy classes (Wednesdays, 6-8pm), Basic Computer Skills, and Preparation for Citizenship. For more information, call 508-586-8557 or email cdasyuva@crescentcredit.org.

Buy Local From These New Chamber of Commerce Members

Wine Palace



793 West Center Street, West Bridgewater
508-586-1993 • www.mywinepalace.com

Wine Palace is the South Shore's premier wine shop, carrying over 1,000 of the finest wines from a dozen countries, and accessories such as wine glasses, corkscrews and wine bags. Our great selection of fine wines and imported and domestic beers are competitively priced. Our free Online Personal Wine Steward service allows you to track your favorite wines. We also carry cheeses, cigars and gourmet food items. Free wine tastings every Friday from 5-8pm.

Linwood Stove and Fireplace



1127 Main St, Hanson (across Hanson commuter rail)
781-294-8700 • www.linwoodstove.com

Linwood Stove and Fireplace, founded in 2008, continues a tradition of Linwood Stone Masonry with 20+ years of quality workmanship. We provide quality Pellet Stoves, Wood Stoves, Gas Stoves, Inserts and installation services, your one stop shop for alternative heating needs. Our services include complete masonry construction, chimney sweeping & repair, fireplace repair and installation. We provide materials for both contractors and do-it-yourself homeowners.

STOP Foreclosure Keep American Dream Alive, Inc.



P.O. Box 4993, Brockton • 508-588-0405
www.stopforeclosurekeepamericandream.bbnnow.org

"Stop Foreclosure Keep American Dream Alive, Inc" is a non-profit organization located in the Brockton area, serving the needs of families at risk of losing their homes due to foreclosure. We are currently working to keep the American Dream alive and keep families in their home. If your family or a family you know is being affected by a pending foreclosure please contact your advocate, president and founder, Ms. Michael Salabanza at (508)588-0405.

Stephco Cleaning Systems, Inc.



882 South Franklin St, Holbrook • 781-767-5323
www.stephocleaning.com

With over 30 years of experience, STEPHCO Cleaning Systems serves the New England Area. We offer services for office facility cleaning, floor care, carpet cleaning, water damage, soot removal, and air duct cleaning. We also deal with mold remediation, painting, post construction cleaning, and occupied or unoccupied residential maintenance. If you would like more information concerning our cleaning service, please contact us today at (800)696-5320 or email us at info1@stephocleaning.com.

Malcolm Parvey



5 Main Street, Franklin
508-520-0884 • www.sell2gov.com

I have been selling products and services to the United States Federal Government since 1977. Small businesses do not have the time or expertise to enter the federal government marketplace. I do. My clients, outsource their government work to me allowing them to concentrate on running their business. I have also written a book called *Winning Government Contracts*, a manual on finding and responding to bids \$100,000 and under, available at Barnes & Noble and Amazon.com.

UNO Chicago Grille, LLC



510 Westgate Drive, Brockton
508-580-0994 • www.unos.com

Located in the Westgate Mall. Warm atmosphere. UNO offers complete dining solutions. World Famous Chicago Style Deep Dish Pizza and a variety of creative dishes with hip and intense flavors. All you care to eat group packages available. Off-Site Catering. Discounted Lounge Snacks M-F from 4-7 and 10-CL. Community outreach programs with fund raising opportunities. Named Healthiest Chain in America by Health Magazine. Top 4 Family Friendliest by Parent Magazine.

Day & Zimmermann



1845 Smith Street, Suite 7, North Providence, RI
401-353-0405 • www.dayzim.com

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Contact Jeffrey Downey:
Your Local Internet Marketing Consultant

WSI is an International Internet Marketing Company with over 1,500 franchises in 87 countries. In Dec. 2008, there were 71 billion searches on search engines. In Dec. 2009, there were 131 billion. We work with small to mid-size companies to get them ranked higher on search engines for certain keywords and drive revenue to your company. I will work with you, showing your company what is working and fixing what is not. For a free Internet Business Analysis, email jdowney@wsimarketing.com.

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 features informative speakers in a talk show style format and also allows for networking opportunities. Special Mayoral edition.

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

Please RSVP at 508.586.0500 ext. 231

February 12

Government Affairs

12:00 pm - 1:15 pm

Metro South Chamber of Commerce

60 School Street, Brockton

Discuss issues of importance with elected officials relevant to the current business climate.

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

Please RSVP at 508.586.0500 ext. 225

February 25

Business After Hours

5:30 pm - 7:30 pm

Easton Country Club

265 Purchase Street, South Easton

This is a great networking event in a casual setting. Refreshments will be served. Do not forget your business cards! New Member Orientation 4-5:30 pm.

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: info@metrosouthchamber.com ✉

Online: www.metroouthchamber.com 🌐

Send reservation and payment to:



Metro South Chamber of Commerce
Sixty School Street

Names of Persons Attending: _____

Events: _____

Company: _____

Phone: _____

REMINDER: We accept VISA, MasterCard and AMEX

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SERVING AREA BUSINESS SINCE 1975

March 24

Taste of Metro South

5:30 pm - 8:00 pm

The Shaw's Center

1 Lexington Avenue, Brockton

This family event is a great opportunity to sample restaurants from throughout the region while enjoying live entertainment.

Tickets: \$25 in advance, \$30 at the door.

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