



## 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.



Kerenne Paul, page 5



Donna Sampson, page 6



Harbor Freight Ribbon Cutting, page 7

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Newsletter Designed  
by Alison van Dam

## Chamber Holds Retreat to Look Forward and Set Priorities

*Incorporated February 14, 1913, "The purpose of the Metro South Chamber of Commerce, Inc. shall be: to develop, encourage, promote, and protect the commercial, industrial, professional, financial and general business interests of the region; to promote the civic interests and to improve the quality of life in the region."*

Chamber Board members and staff recently met for a full day of planning to set priorities for 2014 and 2015. The Board "retreat" was held at the recently renovated Canoe Club in West Bridgewater. It was facilitated by Bridgewater State University Vice President Bryan Baldwin. More than twenty attended the session where Chamber Chairman, Bill Morse of Mutual Bank, led the discussion regarding the importance of the Chamber to the future of the region.

Strategy sessions were conducted in areas of importance such as membership services, political advocacy, community advancement and economic development. In addition, the Chamber's Centennial Celebration, Careers in Health Initiative, Regional



Metro South Chamber Board Retreat. See page 3 for a list of board members.

Economic Development Partnership, Education Foundation and Competitive Workforce Division were all discussed. Additional sessions centered on SWOT analysis (Strengths, Weaknesses, Opportunities and Threats), Recruiting, Engaging & Retaining Members and Helping Members Thrive in a Challenging Economy. The priorities below are in part a result of Board planning activities and will be incorporated into strategic plans going forward.

### METRO SOUTH CHAMBER PRIORITIES MOVING FORWARD

**Vision:** To be the organization of choice for Metro South business professionals

**Mission:** To ensure the economic advancement of the Metro South region

#### Lead on Issues of Regional Economic Infrastructure Importance

- *Endorse* - Regional Wastewater Treatment Capacity/Coordination
- *Gauge* - Impact of Commuter Rail Expansion Implementation
- *Promote* - Desalinated Water Supply as Regional Resource
- *Facilitate* - Economic Target Area Expansion and Coordination
- *Create* - Regional Brand, Awareness and Promotion

#### Attract, Train and Retain a Competitive Workforce

- *Connect* - Competitive Workforce/Economic Development
- *Pursue* - English For All Workers Initiative to Reduce Backlog
- *Expand* - Higher Education Initiative Involvement and Support
- *Support* - Quality Housing, Education and Health Care Entities
- *Sponsor* - Career Ladder Training/Human Resources Seminars

#### Collaborate for a Climate Conducive to Competitive Commercial Development

- *Endorse* - Gateway Cities Incentives for Sustainable Development
- *Advocate* - Attractive Commercial/Industrial Tax Rate Implementation
- *Operate* - Business Assistance Center and Edison Small Business Incubator
- *Present* - Small Business Seminar Series to Strengthen Business Start-ups
- *Attract* - Life Sciences, Green/Clean Production and Energy Industries



New 2014 Member Decal. Renewing members will receive the decal upon renewal starting in August.

## Chamber Establishes Community Development Corporation

The Metro South Chamber of Commerce announces the establishment of the Metro South Community Development Corporation (CDC) is a not-for-profit organization incorporated to provide programs, offer services and engage in other activities that promote and support community development. The Metro South CDC is incorporated under the Metro South Chamber of Commerce Foundation. It is located in a low/moderate income area at Sixty School Street, Brockton, MA and will serve the greater Brockton area focusing on economic development, education, workforce development and housing. "The Chamber cur-



rently engages in these important areas as they relate to economic development. For example, we provide business assistance, workforce development, access to the Massachusetts Supplier Diversity Office (SDO) activities and space to Attorney General Martha Coakley's HomeCorps program." These programs, all accessible at the Chamber's offices share a common thread, to strengthen the community and improve the economy of the Metro South region. By creating a CDC, we open up the possibility of additional resources and activities beneficial to the Metro South region", said Chamber President and CEO, Christopher Cooney.

### 2013 ATHENA Award



2013 ATHENA Award Recipient Kathleen Smith, Director of Brockton Public Schools, Superintendent-Elect

For a bio and more from  
the event, see page 11

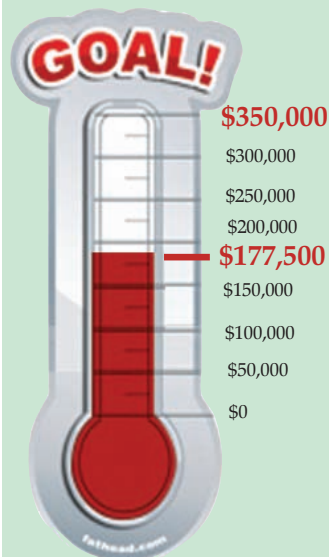
### Last Chance: Discover the Azores



October 10-17 • \$2,449

See page 7

### Update: Metro South Building Renovation Project



After a century of encouraging companies to build and invest in facilities in the Metro South area, the Chamber is renovating its historic office building. We are halfway to our goal! For more information or to donate, visit [www.metroouthchamber.com/programs/capital-campaign](http://www.metroouthchamber.com/programs/capital-campaign), or call Chris at 508.586.0500 x 223.

# Networking & New Member Reception at Westgate Lanes

Thursday, August 8, 2013

Harry's Westgate Pub, 59 Westgate Drive, Brockton

Business After Hours: 5:30 pm - 7:30 pm



Join us at Harry's Westgate Pub located at 59 Westgate Drive in Brockton from 5:30 pm - 7:30 pm for a special Business After Hours. Form and nurture new business connections while enjoying refreshments and cash bar courtesy of Harry's Westgate pub. In addition, take advantage of bowling opportunities following the After Hours.

Harry's Westgate Pub offers delicious food with a new menu and chef, live entertainment with karaoke Sundays and

Tuesdays and live music Fridays and Saturdays, 13 Brunswick Gold Crown Billiard Tables, High Definition TVs and over 60 bowling lanes. For more information, visit [www.westgatelanes.com](http://www.westgatelanes.com).

To register or for more information, call Kim Prosper at 508.586.0500 x 231, email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com) or register online at [www.metroouthchamber.com/calendar-registration](http://www.metroouthchamber.com/calendar-registration). The cost to attend is \$5 for members, \$15 for future-members and free for new members.



## New Member Reception: 4:00 pm - 5:30 pm, prior to Business After Hours

The New Member Reception 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.**

Sponsored by:



The New Member Orientation will take place at Harry's Westgate Lanes prior to the Business After Hours Networking Event. The orientation and Business After Hours is free for new members to attend. Please bring plenty of business cards for networking and some promotional materials about your business to share. Register online at [www.metroouthchamber.com/calendar-registration](http://www.metroouthchamber.com/calendar-registration). If you have questions, contact Kathleen Lynch at 508.586.0500 x 229, [klynch@metrosouthchamber.com](mailto:klynch@metrosouthchamber.com).

# How to Double Sales in the New Economy

Wednesday, August 14, 2013, 8:30 am - 10:00 am (8:00 am registration)  
Irish Cultural Centre of New England, 200 New Boston Drive, Canton

In today's technology-saturated world, information is cheap. The Internet has changed everything for prospects—not to mention for the salespeople who hope to win their business. This new environment creates tremendous opportunity for those with the right strategy to dramatically increase sales.

Winning the business of well-informed prospects is very similar to winning in sports. Consistent success—both in sales and on the field—requires a distinct strategy, a repeatable process and a clear plan to execute with commitment and passion. In this highly interactive program, you will learn how to:

- Separate yourself from the competition;
- Use a simple system to close sales more quickly and with greater frequency;
- Apply Marc's 2X Formula™ to your own business and see exactly how you can double sales.



**About the Presenter:** Marc Wayshak ([www.MarcWayshak.com](http://www.MarcWayshak.com)) is the author of two books on sales and leadership, *Game Plan Selling* and *Breaking All Barriers*. He is a sales expert who created the Game Plan Selling System based upon his experiences as an All-American athlete, Ivy League graduate, startup entrepreneur and years of research, training and selling. Marc has established a revolutionary selling system for salespeople, entrepreneurs and companies alike. He holds a Master's degree from the University of Oxford and a BA from Harvard University.

The cost to attend this workshop is \$15 for members and \$25 for future-members and includes networking opportunities with Metro South Chamber, Stoughton Chamber and Neponset Valley Chamber members. Marc's book *Game Plan Selling* will be available for purchase at the event. To register, contact Kimberly Prosper, 508.586.0500 x 231, [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com), or register online at [www.metroouthchamber.com/calendar-registration](http://www.metroouthchamber.com/calendar-registration).



# Business After Hours at Simpson Spring in Easton

Thursday, September 26, 2013, 5:30 pm - 7:30 pm

Simpson Spring, 719 Washington Street, South Easton



Join us at Simpson Spring located at 719 Washington Street in South Easton on Thursday, September 26 from 5:30 pm - 7:30 pm for a Business After Hours. Enjoy



networking opportunities with fellow Chamber members while forming new business connections and growing your customer base.

Simpson Spring is a family owned and operated company providing pure bottled spring water and all-natural, hand-mixed soda in a variety of classic flavors, including White Birch, Fruit Punch, Lemon & Lime and Sarsaparilla. Established more than 135 years ago, Simpson Spring is one of the oldest independ-

ent bottling plants in the United States. Visit the Simpson Spring Marketplace every Saturday, 10am-2pm for fresh food items and entertainment from local vendors. For more information, visit [www.simpsonspring.com](http://www.simpsonspring.com).

To register or for more information, contact Kim Prosper at 508.586.0500 x 231, email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com) or register online at [www.metroouthchamber.com/calendar-registration](http://www.metroouthchamber.com/calendar-registration). The cost to attend is \$5 for members and \$15 for future-members and includes refreshments and samplings of Simpson Spring products. Don't forget your business cards!

## We're in a HUBZone, Are You?

Tuesday, July 23, 2013, 9:00 am - 11:00 am  
Metro South Chamber, 60 School Street, Brockton

### "Opening Doors" to HUBZone and Federal Government & State Contracting Opportunities

Looking for new markets for your small business' goods or services? Consider selling to the federal government and learn how to break into this market. The HUBZone program helps small businesses located in distressed communities gain access to federal set-aside contracts.

Small business certifications are like professional certifications; they document a special capability or status that will help you compete in the marketplace. Unlike permits and licenses, you do not need to obtain certifications to legally operate. However, in order to take advantage of business opportunities, such as government contracts, you may need to obtain some certifications.

**Join us for this informative seminar and learn about these certifications:** Small Business, Small Disadvantaged Business, Women Owned Small Business, Veteran and Service Disabled, 8(a) Business Development Program, and HUBZone Program

**Program Speakers:** Pauline Swanson, Small Business Administration (SBA) Business Opportunity Specialist; Dan Lilly, Massachusetts Small Business Development Center (MSBDC) Procurement Technical Assistance Center (PTAC), SE Mass.; Richelle Waterman, Training Coordinator, Suppliers Diversity Office – Operational Services Division (formerly SOMWBA).

For reservations, contact Pauline Swanson at [pauline.swanson@sba.gov](mailto:pauline.swanson@sba.gov) or call 617-565-5664.



## A Win-Win, Join the Chamber Ambassador Team

The Metro South Chamber is seeking business representatives to join our Ambassador Team. The Ambassador Team ensures that the Chamber is responsive to the needs of its members through personal contact and networking. They act as liaisons, making courtesy calls to existing members, delivering new member plaques, and assisting members at events. Chamber Ambassadors are often the first to hear about Metro South Chamber news first hand, and receive increased exposure through direct conversations with potential leads, listings in the Action Report and on the website, and by being rewarded through the Ambassador of the Quarter Program. Currently, there are 20 Ambassadors. Support your Chamber and its mission to serve members and the community for the economic advancement of the region by joining the Ambassador Team! Contact Kathleen Lynch, [klynch@metrosouthchamber.com](mailto:klynch@metrosouthchamber.com), 508.586.0500 x 229.



BOARD OF DIRECTORS	DIRECTORS
<b>OFFICERS</b>	<b>Jane Callahan</b> - On Deck Sports/Promounds
Chair of the Board	<b>Joe Cardinal</b> -National Grid
<b>William Morse</b>	<b>Peter Dello Russo</b> - Bridgewater Savings Bank
Mutual Bank	<b>Francis Dillon</b> - Stonehill College
President and CEO	<b>Gregory Hart</b> - Ercolini & Company, LLP
<b>Christopher Cooney</b>	<b>Kim Hollon</b> - Signature Healthcare
Metro South Chamber of Commerce	<b>Richard Hynes</b> - Barbour Corporation
Chair-Elect	<b>Robert Kenworthy</b> - Bank of America
<b>Susan Joss</b>	<b>Ray Ledoux</b> - Brockton Area Transit
Brockton Neighborhood Health Center	<b>Jeffrey Liebman</b> -
Treasurer	Good Samaritan Medical Center/Steward
<b>John McGovern</b>	<b>Dr. Dana Mohler Faria</b> -
Rodman & Rodman, PC, CPA's	Bridgewater State University
Vice Chair Community Affairs	<b>Jim Murphy LSP</b> - GeoInsight
<b>Loretta DeGrazia</b>	<b>Gerard Nadeau</b> - Rockland Trust Company
East Coast Petroleum	<b>Jonathan "Jay" Pike</b> - Sharkansky LLP
Vice Chair Economic Development	<b>Andrew Raczka</b> -Abington Bank
<b>Steve Hall</b>	<b>Andrew Schwartz</b>
Prism Energy Services	Law Office of Andrew H. Schwartz, LLC
Vice Chair Government Affairs	<b>Larry Siskind</b> -
<b>Susan Joss</b>	Siskind and Siskind Attorneys at Law
Brockton Neighborhood Health Center	<b>Art Sullivan</b> -Consultant
Vice Chair Membership Development	<b>Peter Vlaco</b> - Brophy & Philips Company, Inc.
<b>Patricia Williams</b>	<b>Dr. Charles Wall</b> -
HarborOne Credit Union	Massasoit Community College
Immediate Past Chair	
<b>Peter Neville</b>	
Concord Foods	
<b>CHAMBER STAFF</b>	<b>508-586-0500 Front Desk x 221</b>
<b>Christopher Cooney, CCE</b>	<b>Kimberly Prosper, IOM</b>
President and CEO x 223	VP of Programs & Events x 231
<b>Doris Flecchia</b>	<b>Lisa Pearce</b>
Administrative Assistant x 221	Finance x 230
<b>Kathleen Lynch</b>	<b>Alison van Dam, IOM</b>
Membership Director x 229	VP of Marketing & Communications x 222

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METRO SOUTH

CHAMBER OF COMMERCE

ACCREDITED

CHAMBER OF COMMERCE

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

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Photography by Rich Morgan \* [www.richmorganphotography.com](http://www.richmorganphotography.com)

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

Networking at Events

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

JULY Calendar

4

Independence Day - Chamber Closed

23

We're in a HUBZone, Are You? SBA Workshop

9:00 am

Coming Up August

6

Executive Committee

3:00 pm

7

Professional Headshots - Rich Morgan Photography

9:00 am

8

Business After Hours & New Member Reception

Harry's Westgate Pub, 59 Westgate Drive, Brockton

New Member Reception

4:00 pm

Business After Hours

5:30 pm

14

How to Double Sales in the New Economy

8:00 am

Irish Cultural Centre, 200 New Boston Drive, Canton

28

Board of Directors Meeting

12:00 pm

Save the Date September

2

Labor Day - Chamber Closed

4

Ambassador Meeting

8:00 am

13

Government Affairs Meeting

12:00 pm

18

Good Morning Metro South

7:30 am

The Shaw's Center, 1 Feinberg Way, Brockton

18

BBJ Smart Reader Seminar

9:00 am

The Shaw's Center, 1 Feinberg Way, Brockton

26

Business After Hours at Simpson Spring

5:30 pm

719 Washington Street, South Easton

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

## Advertise on Regional Map, Reach 60,000

The Chamber receives thousands of requests for maps annually. Street maps are valuable resources for people relocating to the region as well as for businesses targeting a specific area and residents looking to navigate their neighborhood. The Chamber will be producing new street maps of the Metro South region this summer. We would like to extend an opportunity for you to advertise on this valuable resource. Along with the print version, your ad will be displayed on the Chamber website creating a circulation of over 60,000 viewers. All Chamber members receive 10% off! For more information, contact Alison van Dam at 508.586.0500 x 222 or email [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com).

**Massasoit Presents Morse With Honorary Degree**  
Massasoit Community College presented an honorary degree to William J. Morse, President and Chief Operating Officer of Mutual Bank at its spring commencement. Selection is based upon outstanding support for the College and overall contribution to the greater community. Mr. Morse was a member of the Board of Trustees for Massasoit Community College from 1987 to 1992, where he also served as chair of that board during his tenure. Mr. Morse has served as chairman of the board of School on Wheels in Massachusetts and is currently the chairman of the Metro South Chamber. Mr. Morse is a member of the Banker's Mutual Resource and serves as treasurer and director of the Goddard Health Foundation. He is a past member of the Easton School Committee. He is also a member of the Stonehill College Executive Committee for Development. Massasoit Community College also presented an honorary degree to Charles H. Tartaglia, owner of George's Café in Brockton.

**Color Me Rad**  
Special Olympics Massachusetts (SOMA) is teaming up with the Color Me Rad 5K fun run, to help bring volunteers to their Boston race taking place on Saturday, July 27, 2013, at the Brockton Fair Grounds in Brockton, MA. Participants run through a course and get "colored" with a variety of hues throughout the race. Volunteers are still needed, and for every volunteer, Color Me Rad will donate \$100 to Special Olympics Massachusetts. Volunteers must be 16 years or older. Volunteers can register for one of two time sessions: Session 1: 6:00 am – 11:00 am, Session 2: 10:00 am- 3:00 pm. For more information, visit [www.specialolympics-ma.org](http://www.specialolympics-ma.org), and click on "Get Involved: As a Volunteer", and then "Volunteer Opportunities" on the right hand side.

**East Coast Petroleum Goes Solar**  
East Coast Petroleum would like to announce our new solar division: American Energy & Solar. We are entering into the renewable energy sector by offering solar equipment and services! Visit us at [www.eastcoastpetroleum.com](http://www.eastcoastpetroleum.com) for more details.

**Rogers & Gray, "Best of the Best"**  
Rogers & Gray Insurance Agency has received Energi's 2013 Top Producer Award for being the "Best of the Best" in the Energy Insurance Broker Community. Energi, a leading provider of Insurance and Risk Management Programs to the energy industry, selected Rogers & Gray for being a top performer throughout North America. Rogers & Gray was recognized at the 2013 Energi Risk Management & Insurance Summit in Florida in May. Rogers & Gray was chosen because of its efforts to work with Energi in implementing the Best Risk Management and Safety Practices with their policyholders. For more information on Rogers & Gray Insurance and Risk Management for the energy industry,

please contact Robert Bizak, Executive Vice President at 508-747-4385.

**Tufts Floating Hospital & Signature Healthcare**  
Floating Hospital for Children at Tufts Medical Center and Signature Healthcare Brockton Hospital has reached an agreement to provide expert inpatient pediatric care for children in Southeastern Massachusetts. Through this new relationship, pediatric hospitalists will provide round-the-clock care for all children on a dedicated pediatric unit at Signature Healthcare Brockton Hospital. The addition of the hospitalists means that children from the youngest newborns through early adulthood will have dedicated doctors from a renowned Boston pediatric teaching hospital overseeing their care. These doctors then communicate with a child's community pediatrician to ensure local, standardized care. This partnership builds on the hospitals' existing collaboration to care for newborns; Floating Hospital neonatologists have cared for babies in Signature Healthcare Brockton Hospital's Level II nursery since 2005.

**Brockton Library Expands Internet Service**  
Last year, Brockton Public Library expanded its wireless Internet service throughout our main building. Now, you'll also be able to print wirelessly to any of our public printer stations. The cost is small, only \$.15 for black and white, \$.35 for color per page. You'll even be able to place your print command from home, come into the library within two hours, pull up your job at the printer, and print. Did you know that we also sell ear buds for only \$1.50 and flash drives for only \$10.00 in case you've forgotten yours? More did-you-know: With your Brockton Public Library card, you get free access to 150 e-magazine titles through our Zinio account. Access to thousands of downloadable audiobooks and ebooks through our Overdrive account. Access to 3 downloadable music titles each week through our Freegal account. Check out our website where all these free products are available, at [www.brocktonpubliclibrary.org](http://www.brocktonpubliclibrary.org). The Brockton Public Library is located at 304 Main Street, Brockton.

**Mutual Bank Seeks To Become a Co-op**  
Mutual Bank, a community bank with nine branches throughout Southeastern Massachusetts, will seek approval to convert its federal charter to that of a Massachusetts co-operative bank. Under a Massachusetts co-operative bank charter, the Bank's depositors' funds will be insured in full, in contrast to current limits under the Federal Deposit Insurance Corporation (FDIC). A state charter would also enable the Bank to lend larger amounts to qualified borrowers. "Our customers should see no difference in the day-to-day activities of the bank," said Mutual Bank's Chief Executive Officer Glen White, who noted that the changes will provide additional protection of insurance for depositor funds. The Bank's name will remain Mutual Bank. Mutual Bank's Board of Directors has unanimously voted to recom-

mend the change to its members, has notified the regulating agencies of its intent, and has called a special meeting of members to be held July 17, to vote on the plan of conversion. If approved by a majority of the membership, the Bank will make formal applications to the regulatory authorities.

**Brockton Diabetes Walk A Success**  
Over two hundred walkers attended the June 15 Diabetes Walk, which concluded a week-long schedule of free events in Brockton designed to increase public awareness of diabetes avoidance and/or its management and control. It ended with brief presentations from HarborOne CEO, Jim Blake and Brockton Mayor Linda Balzotti followed by the drawing of several prizes for participation in the various activities. Over 40 city-wide organizations and individuals actively participated in the campaign which involved 10 months of planning and preparation. In addition to HarborOne, the Premier Sponsor, other financial donors included Good Samaritan Medical Center, W.B. Mason Company, Liberty Mutual Insurance, Signature Healthcare, Fallon Community Healthcare and Novo Nordisk. Based upon this second year of success the organizers are planning to make this an annual event.

**Nissan 24 & Chrysler Jeep Dodge Ram**  
This 4th of July has the staff of Nissan 24 and Chrysler Jeep Dodge Ram 24 singing and saluting with special savings celebrating our nation's independence. You will be feeling festive as well, when we tell you that, not only are your favorite Chrysler Jeep Dodge Ram ([www.chryslerjeep24.com](http://www.chryslerjeep24.com)) and Nissan dealers in Boston ([www.nissan24auto.com](http://www.nissan24auto.com)) open this holiday, they are offering some great deals worth cheering for. Nissan 24 is offering up to \$1000 in Holiday Bonus Cash on selected models. Through July 8th, come in and see how much you could save. As for Chrysler Jeep Dodge Ram 24, they are taking this holiday to remember our soldiers, offering \$500 off to any active-duty military service member. So before you light the grill and watch the fireworks, visit us for great deals!

**United Way Common Good Awards**  
At United Way of Greater Plymouth County's 91st Annual Meeting & Awards in June, three Common Good Awards in the areas of Health, Education and Income were given to deserving partnerships. Dennis Carman, United Way of Greater Plymouth County's President & CEO presented awards for each category to: Education: School on Wheels of Massachusetts - for delivering life changing tutoring and support services to homeless children in family shelters. Health: Brockton Knocks Down Diabetes - for delivering public awareness and health education opportunities aimed at prevent-

ing diabetes in our children, youth and adults. Income: Institute for Social Justice at Bridgewater State University - for providing leadership, research, tent city demonstrations and annual public forums to spotlight the plight of homeless individuals and families in our region.

**DeVincents of OCES Promoted**  
Old Colony Elder Services (OCES), a private, non-profit agency designated as an Aging Services Access Point (ASAP) serving seniors and individuals with disabilities throughout the greater Brockton and Plymouth county areas, has promoted Glenda DeVincentis, a Licensed Social Worker, to MassHealth Community Programs Director. In her new role, Ms. DeVincentis will be a part of the Senior Team and report directly to the Executive Director, Diana DiGiorgi. She will oversee the Senior Care Options Program, the Personal Care Attendant Program and the Adult Family Care Program in tandem with the supervisors and managers of these programs. These programs seek to ensure that participants can remain living safely in the community as long as possible.

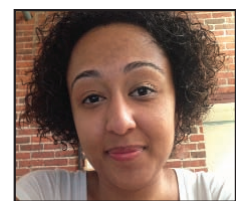
**Brockton Junior Boxers Camp**  
July 23-25: Brockton Junior Boxers Patrick Pass Skills and Conditioning Camp, 4:30 pm - 9:30 pm (3 day camp), Brockton High School Marciano Stadium. Ages 8-17 or High School Seniors. Cleats must be worn. Price Table for the Event: \$179 before July 1, \$199 After July 1, \$250 Day of the Event. \$179 for all 2012 and 2013 registered Brockton Junior Boxers. Register at [www.patrickpass35.com](http://www.patrickpass35.com). Make payments to PDP Athletic Training. To sponsor this event, please contact Keith Hayes, [fundraising@brocktonjuniorboxers.org](mailto:fundraising@brocktonjuniorboxers.org)

**Father Bill's & MainSpring FoodFest**  
Tuesday, July 30: The 19th Annual FoodFest & Auction starting at 6:00 p.m., at the scenic Ocean Club at Marina Bay, Quincy is shaping up to be bigger and better than ever! FoodFest is Father Bill's & MainSpring's biggest annual fundraiser that helps close the 54% gap in funding we need to keep our promise to never turn anyone away. For more information, email [dhayes@helpfbms.org](mailto:dhayes@helpfbms.org).

**BSU Family Fun Day at the Brockton Rox**  
Sunday, August 4: Bridgewater State University Family Fun Day at the Brockton Rox. Adults, \$5, Kids, free. 4:05 pm - 5:05 pm: Play catch on the field or visit the petting zoo in the Kids Zone. In game off-field activities: music, face painting, inflatables and more. Participate in run the bases after the game. 5:05 pm game time vs the Seacoast Mavericks. Free parking with confirmation email. Tickets can be picked up at the BSU table when you arrive. For more information, visit [alumni.bridgew.edu](http://alumni.bridgew.edu).



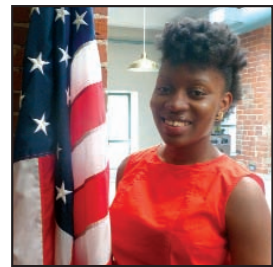
## Yara Cardoso Accepts New Position



Yara Cardoso

The Chamber bids a fond farewell to Yara Cardoso, Connecting Activities Coordinator for the past year. Yara has accepted a position at Bottom Line in Boston as a Success Counselor, where she will use her experience at the Chamber working with youth to provide guidance and support to students who are enrolled in regional colleges in order to help them earn their degrees. The Chamber wishes Yara success in all of her future endeavors.

## Chamber Welcomes Summer Intern Kerenne Paul



Kerene Paul, Summer intern at the Chamber from the University of Massachusetts, Dartmouth

Kerene Paul is serving a summer internship at the Metro South Chamber of Commerce. She is a senior majoring in Mathematics at the University of Massachusetts, Dartmouth. She is also minoring in Economics as well as Accounting. Kerene plans to become an actuary, dealing with the financial impact of risk and uncertainty. Kerene is originally from Haiti, moving to Florida in 2006 and Brockton in 2009, where she graduated from Brockton High School and currently resides. Through her internship at the Chamber, Kerene hopes to gain experience from working in a professional setting while learning how to deal with business related issues. She also hopes to gain networking skills and meet with exceptional business men and women in the Metro South region.

## Are You in Need of Extra Help This Summer?



If so, The YouthWorks Summer Jobs Program provides local employers with hardworking youth with the motivation and skills necessary to get you through the summer and potentially beyond. We evaluate each youth extensively and provide a Work Readiness and Health and Safety curriculum before connecting youth with their employers, ensuring the highest rate of success. This is truly a win-win situation for local businesses as well as the community. The program is scheduled to begin July 1, 2013. If you can give a youth an opportunity for employment this summer, please contact one of our Employer Engagement Specialist at (508) 584-9800 for more information. This program is funded by the Brockton Area Workforce Investment Board (BAWIB) and Commonwealth Corporation.

## Signature Healthcare Expands Into Easton

Signature Healthcare has opened a brand-new clinical space in Easton. The new office, located at Two Washington Place, 31 Roche Brothers Way, is Signature Healthcare's first medical space in the town and is part of a larger medical office expansion and renovation plan intended to better serve the patient population. The two-story space encompasses 50 Signature Healthcare physicians and employees in the disciplines of Internal Medicine, Laboratory, OB/GYN, Imaging, Pediatrics and Plastic Surgery. The center was built with patient comfort in mind and exam rooms positioned to improve patient flow.

Signature Medical offices in Abington, Hanson, Raynham and Randolph are also currently undergoing renovations. For more information, visit [MySignatureCare.org/Expansion](http://MySignatureCare.org/Expansion)



Kim Hollon, Signature Healthcare President & CEO at the Easton Health Office Grand Opening

## Yogurt in Love Opens in West Bridgewater



Chamber Member Yogurt in Love, a new frozen yogurt shop located at 41 N. Main Street in West Bridgewater, recently celebrated their Grand Opening with a Ribbon Cutting Ceremony. Yogurt in Love's frozen yogurt is second to none in taste and quality, with certified live and active cultures, fresh ingredients and fruit puree flavorings. For more information, call 508-857-2842. Yogurt in Love is open Monday-Sunday, 11am-10pm.

Pictured: Colby McCabe, Christine McCabe and Rebecca Avery

## BAWIB Hosts 3rd Annual Business Plan Contest

The Brockton Area Workforce Investment Board (BAWIB) hosted their 3rd Annual Youth Business Plan Competition at which a record number of contestants pitched their entrepreneurial ideas via PowerPoint to a panel of three expert judges:

Brenda Wornum Moore, President and CEO of BWM Consulting, Inc., Sue Nelson, Vice President and Senior Marketing Officer at Bristol County Savings Bank, and Theresa Bryant, Vice President of Retail Banking at Mutual Bank. The primary goal of BAWIB's Youth Business Plan Competition is to empower the entrepreneurial spirit among our region's young population and encourage the development of feasible business ideas. The top three awardees were announced on May 22, 2013 at BAWIB's "Keys to Running a Successful Business" and were presented with \$500, \$250, and \$100 prizes. Winners were separated into two age-based categories:

- 16-18 Age Group
  - 1.) Kyle Carreiro- DJ Kyle Entertainment; Whitman Hanson Regional HS
  - 2.) Nathanich Boonprasert- A Kiss of France; Whitman Hanson Regional HS
  - 3.) Megan Crimmins- Birthday Grams; Stoughton HS
- 19-21 Age Group
  - 1.) Loic Assobmo- GEMA; Boston College
  - 2.) Tatiana Jean Noel- reMake; Massasoit Community College



Krystal Love, BAWIB, Loic Assobmo, Boston College, Sheila Sullivan, Jardim, BAWIB



Julia Giglia Faculty, WHRHS, Kyle Carreiro, WHRHS, Representative Geoff Diehl, Natharich Boonprasert, WHRHS

BAWIB's "Keys to Running a Successful Business" took place at the Boys and Girls Club of Brockton. Six local business owners volunteered to speak with HS students from Whitman Hanson Regional HS, Southeastern Regional Technical Vocational HS, Stoughton HS, and Brockton Public Schools Pathways Program. Presenters included Brenda Wornum Moore of BWM Consulting, Inc., Fred Yaitanes of Fred and Nadine Team Realty, David Rudnick of Kiddie Academy and Ashmont Self Storage, Inc., Alex Daluz of Marvelous Cuts, Randy Rashawn of Denim Nation of America, and Royale L'Radin of Dérapé Productions. Special guests on hand included State Representative Geoffrey Diehl and Terry Schneider, Executive Director of the Stoughton Chamber of Commerce. BAWIB's entrepreneurial programming is supported by Connecting Activities through the Department of Elementary and Secondary Education.

For more information on future competitions please contact Krystal Love, Director of Youth Services at BAWIB [kllove@bawib.org](mailto:kllove@bawib.org).

## Gain Exposure - Sponsorships Available

Sponsorship of a Chamber event offers your company exposure to the local business community and an opportunity to network with business leaders in the area. Not only does it create an awareness for your products and services, it allows you to target your marketing efforts to business professionals and potential customers in the Metro South region. Sponsorships may include interview segments or business descriptions/logos in e-marketing, newsletter, press releases and at events. Please call Kim Prosper at 508.586.0500 ext 231 for more information.

Sponsorships still available for the 2013/2014 season are:

- Centennial Annual Meeting (Attendance: 400-500)
- Business After Hours (Attendance: 75-100)
- Good Morning Metro South (Attendance: 150-200)
- Legislative Reception (Attendance: 100-125)
- A Taste of Metro South (Attendance: 700-750)
- Business Awards Program (Attendance: 150-175)
- ATHENA Breakfast & Expo (Attendance: 150-175)
- Book for Business (Over 5000 copies printed)
- Brockton Information Boards (6 locations in Brockton)
- Business EXPO (Over 70 exhibitors)



**BROCKTON FAIR COMES TO TOWN**  
June 27th - July 7th, 2013  
Featuring Rides, Marvelous Mutts, Petting Farm, Demolition Derby, Concerts, Fireworks, Boxing & more!  
Visit [www.brocktonfair.com](http://www.brocktonfair.com) or call 508-586-8000.



# Downtown on Upswing, 150 Million Construction Planned

A recent meeting titled "Downtown Brockton, Present & Future Revitalization" was held at the Donovan Center on Main Street for bankers to learn about some of the developments, construction, and opportunities in Downtown Brockton. Speakers included Secretary Greg Bialecki (pictured), Mayor Linda Balzotti, Jason Korb of Capstone Communities representing The Station Lofts project, Kenan Bigby of Trinity Financial representing The Enterprise Block project, Carole Cornelison, Commissioner of DCAMM, Michael Hunter, Undersecretary of MOBD, Larry Cameron, MassDevelopment and Reggie Nunnally, Massachusetts Supplier Diversity Office. Invited included the Metro South Chamber of Commerce, The Office of Mayor Linda M. Balzotti, MassDevelopment and the Commonwealth of Massachusetts.



# Out and About in Support of Businesses



Chamber President & CEO Christopher Cooney visits WATD 95.9 FM in Marshfield to discuss PSA's for small businesses. WATD recently partnered with the Chamber to offer free advertising to new members through the Membership Drive. If you are a business interested in advertising on WATD 95.9, call 781-837-1166. Visit [www.959watd.com](http://www.959watd.com) for more information. Pictured: Kevin Tocci and, Sandii Rollock (WATD), Christopher Cooney (Chamber), Ed Perry (WATD)



Chamber President & CEO Christopher Cooney (right) visits James Tran of SKY8 Shrimp Farm LLC (left) at Sky8's facility located at 250 Tosca Drive in Stoughton. SKY8 Shrimp Farm is the 8th Shrimp Farm in the United States, growing larvae from a hatchery delivered from Florida to be sold in local fish markets, grocery stores and restaurants. Tran hopes to earn \$14 a pound from the first batch and hopes to raise 70,000 pounds of shrimp a year. James Tran received the 2013 Metro South Chamber of Commerce Entrepreneur of the Year Award. For more info, visit [www.sky8shrimpfarm.com](http://www.sky8shrimpfarm.com).



Chamber President & CEO Christopher Cooney (left) visits Murray Vetstein and Michael Dow of Source4 located at 1010 West Chestnut Street in Brockton. Source4 provides a broad range of Integrated Business and Marketing Solutions to fulfill operational and marketing needs. Services include print and marketing communications, document management, fulfillment and distribution and technology solutions. For more information, call Murray Vetstein at 508-562-4812 or visit [www.source4.com](http://www.source4.com).

# Celebration of Business, Members at Rox

Photos by MattGleasonPhotography.com



Christopher Cooney, Chamber President & CEO; John Nesti, Brockton Rox; Joanne Schneider, Eastern Bank



Kathleen Lynch, Metro South Chamber Membership; Richard Hynes, Barbour Corporation, Top Membership Drive Sales



Friend Weiler and Mathew Insana, HarborOne Credit Union



Yara Cardoso, Metro South Chamber, sings the National Anthem



Chris Aghajyan, Conagh Technologies; Donna Sampson, The Shaw's Center



Bruins game/Brockton Rox game viewing party in the Rox Suite following the Business After Hours. Back Row: Donna Brown, Massachusetts School Counselor Association; Jane Callahan, On Deck Sports; KO, Brockton Rox; Alison van Dam; Metro South Chamber; Nicki Meade-Draves; Shaynah Barnes, Congressman Stephen Lynch's Office. Front Row: Laurie Blair-Lamb, Laurie B. Designs; Karen Emery; Kathleen Lynch, Metro South Chamber; Elaine Sears, Origami Owl



Chamber Chair William Morse of Mutual Bank throws out the Brockton Rox game first pitch

The Brockton Rox, part of the Futures Collegiate baseball League will play 54 games this season. for ticket information, updates on players, and upcoming promotions, visit [www.brocktonrox.com](http://www.brocktonrox.com)

# Governor Applauds Cheer Pack, Chamber



Governor Deval Patrick recently made a visit to Cheer Pack North America in West Bridgewater to tour the company that is making its mark on the state's manufacturing industry. Last year, Cheer Pack, a company that develops and produces a line of innovative food and drink pouches, moved from Plymouth to One United Way in West Bridgewater, creating 182 jobs, far exceeding the 74 jobs they expected. Cheer Pack was assisted by the Metro South Regional Economic Development Organization (administered by the Metro South Chamber) in receiving \$1.4 million in Economic Development Incentive Funds, along with a 10% abandoned-building tax deduction and 15-year tax-incremental financing worth \$4.9 million.

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NW-CN12959718



# Harbor Freight Tools Opens in Brockton



Senator Thomas Kennedy, Mike Mullins, Chief of Staff to Mayor Linda Balzotti, Christopher Cooney, Chamber President & CEO, Chamber members, including Amanda Culhane of Residence Inn by Marriott, and Harbor Freight Tools staff including District Manager Gerald McLarnon (holding scissors), Brian Anadeto, Store Manager, and Brian Cohen, General Manager, East Region, celebrate the Grand Opening of Harbor Freight Tools with a Ribbon Cutting Ceremony.



Harbor Freight, located at 395 Westgate Drive in Brockton is a leading discount tool retailer selling high quality tools at "ridiculously low prices"

Harbor Freight Tools, the nation's largest discount retailer, recently celebrated the grand opening of its newest store at 395 Westgate Drive in Brockton with a Ribbon Cutting Ceremony and merchandise sale. Senator Thomas Kennedy, and City and Chamber representatives were on hand to welcome them.

Harbor Freight Tools was founded in North Hollywood in 1977 by Eric Smidt and his father, Allan, as a mail-order business. The first retail store was launched in 1980 in Kentucky. The company now has over 430 stores in 45 states with over 7,000 items in stock and over 20 million customers. For more information, visit [harborfreight.com](http://harborfreight.com).

## Do You Need a Professional Headshot? \$49 on 8/7



Your business image matters. Do you have a professional headshot for use in marketing, social media such as LinkedIn or Facebook, business cards or press releases? Plan your session with professional photographer Rich Morgan Photography ([www.richmorganphotography.com](http://www.richmorganphotography.com)) at the Metro South Chamber of Commerce office, 60 School Street, Brockton on August 7, 2013, 9:00 am - 1:00 pm.

For only \$49 for members and \$69 for non-members, you will receive a 20 minute photo shoot session with 1 clothing change, and a DVD containing 6 of the best images. This package is valued at \$99. **When 3 or more employees from the same organization sign up, pay only \$35 per person.** First come, first serve basis. For more information or to reserve your space, contact Doris Flecchia, 508.586.0500 x 221, [doris@metrosouthchamber.com](mailto:doris@metrosouthchamber.com).

## Eastern Bank Donates to the Chamber Foundation



Senior Vice President/ Team Leader, Matthew Osborne of Eastern Bank recently presented Chamber President & CEO Christopher Cooney with a check for \$10,000 for the Chamber's Foundation and Community Development Corporation (CDC). The funds will go toward enhancing workforce development programs, resources and facilities designed to produce a more skilled and competitive workforce. For more information on the CDC, see page 1.

## U.S. Ambassador Reaches Out to Businesses



New Bedford Economic Development Director Matthew Morrissey, Chamber Chairman Bill Morse of Mutual Bank, U.S. Ambassador to Cape Verde Adrienne O'Neal, Sue Joss of Neighborhood Health Center, Chamber CEO Christopher Cooney and Harold Tavares of Bridgewater State University recently met at the Stoneforge in Easton to discuss ties between Eastern Massachusetts and Cape Verde. Health care, transportation, automobile parts, tourism,

green energy and the fishing industry were discussed. Ambassador O'Neal has extended an invitation to U.S. based businesses to visit Cape Verde to heighten awareness and explore business opportunities in Cape Verde. Cape Verde has recently experienced growing per capita incomes and significant infrastructure investment. It is among the strongest democracies in Africa. To learn more about a trade mission to Cape Verde planned for October of 2013, please contact Harold Tavares at BSU, [HTAVARES@bridgew.edu](mailto:HTAVARES@bridgew.edu).

# Exciting Travel with the Metro South Chamber

**DISCOVER THE AZORES**  
**October 10 - 17, 2013 • Only \$2,449.**



Located in the Atlantic Ocean, these islands are nature's masterpieces. Your island hopping program will expose you to stunning vistas, blue lakes bordered by flowers, dazzling views of the sea and lush green landscapes of ancient volcanic craters. The hospitality of the local people will surely be a highlight and talked about long after your return. Discover the Azores and feel different...feel alive. See Faial, the "Blue Island", Pico, the "Gray Island", Sao Miguel, the "Green Island", numerous volcanos, vineyards, lakes, craters, a whale factory, boat rides, pineapple plantations, Lagoa do Fogo (Fire Lake), thermal springs, wine tasting, botanical gardens and more. Travel is open to all residents.

- Tour includes:**
- Round trip Coach Class air transportation from Boston.
  - Flight from São Miguel to Faial, Faial to São Miguel and Ferry tickets Faial/Pico/Faial
  - First class hotels for 6 nights
  - 11 included meals (6 buffet breakfasts, 2 lunches at local restaurants including house wine and coffee, 3 dinners at a local restaurant including house wine and coffee)
  - Meet & Greet at the Faial and São Miguel airports with English Speaking Tour Guides
  - Round Trip private transfer from the Airport to the Hotel
  - Private Transportation with English Speaking Tour Guides
  - Half day tour to Sete Cidades and Lagoa do Fogo
  - Full day tour of Furnas Valley, including entrance fee for the Terra Nostra Botanical Gardens
  - Half day tour of Faial, including entrance fee for the Capelinhos Volcano Interpretation Center
  - Full day tour of Pico Island, including Wine Tasting and Whale Museum entrance fee
  - Document holder and luggage tags
  - Hotel taxes and service charges

The trip price is \$2,449. \$300 dollar deposit due by July 9. Payment is due in full by August 5. For more information, call Doris Flecchia at 508.586.0500 x 221, email [doris@metrosouthchamber.com](mailto:doris@metrosouthchamber.com) or download the itinerary and registration form at [www.metroouthchamber.com/events/travel](http://www.metroouthchamber.com/events/travel).

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Jeffrey Taylor,  
Monster.Com Creator



Dr. Susan Windham Bannister,  
President, MA Life Sciences Center



- All Good Morning Metro South Programs (5 Programs, \$125 value)
- All Business After Hours (12, \$60 value)
- Annual Legislative Luncheon (\$39 value)
- ATHENA Award Breakfast (\$25 value)
- Small Business Awards Luncheon (\$35 value)
- 1 Taste of Metro South Ticket (\$35 value)

All This for \$199.- (Savings of \$120)

SEASON TICKET AND ADDITIONAL SAVINGS OPTIONS

Season Ticket: # \_\_\_\_\_ Discounted Tickets x \$199 = \$ \_\_\_\_\_

Additional Taste Tickets (limit 2): # \_\_\_\_\_ Discounted Tickets x \$20 = \$ \_\_\_\_\_

2013 Annual Meeting Expo Table: \_\_\_\_\_ x \$259 (Discounted) = \$ \_\_\_\_\_

Book for Business Advertising (5% Discount **Before August 31, 2013**)

\_\_\_\_ 1/6 page, \$425    \_\_\_\_ 1/3 page, \$546    \_\_\_\_ 1/2 page, \$800    \_\_\_\_ full page, \$1596

☐ I am interested in being a Good Morning Metro South Corporate Sponsor

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Deval Patrick



Martha Cookley,  
Attorney General



Barbara Anthony, Undersecretary, MA  
Office of Consumer Affairs



Mary Richardson,  
Chronicle Star, Steward Health Care



William Delahunt,  
Former U.S. Congressman



Therese Murray,  
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Mark Hellendrung,  
Narragansett Brewing President

Business After Hours



Business After Hours  
at LOCO Tapas in Easton

Ribbon Cuttings



Ribbon Cutting at  
Mattress Maker in Brockton

Workshops



Connecting Your Business to the  
Commonwealth

Legislative Reception



Auditor Suzanne Bump and Mayor of  
Brockton Linda Balzotti

Expo



Rob Sheldon,  
ABC Specialties

Taste of Metro South



Harry's Westgate Pub,  
Brockton

Fax this form to 508.587.1340 or mail to 60 School Street, Brockton 02301 by September 20.  
If you have any questions, call Kim Prosper at 508.586.0500 x 231 or email  
kprosper@metrosouthchamber.com. Visit www.metroouthchamber.com for more information.



# Business Assistance Center; A Valuable Resource

**METRO SOUTH BAC**  
Business Assistance Center

The Metro South Business Assistance Center serves the interests of existing and start-up businesses by providing low cost and efficient business information and work in conjunction with other local and regional economic development organizations to carry out their mission of creating new jobs and investment in the Metro South region. (See ad below)

This year, 10 workshops were held through the Metro South Business Assistance Center and its partners. Such workshops included DCAMM Workshop, LEAN Manufacturing, QuickBooks, Vertical Construction, Workforce Training Fund, Non-Profit Financial Optimization, STEP Trade Export Grant Info Session, Simpson Springs Workshops, People Skills Workshop, and SCORE Foodservice

workshop. Attendance for each of these workshops saw upwards of 20 people.

The Business Assistance Center also houses the staff of SCORE, a counseling service for businesses, start-ups, and entrepreneurs.

As part of the Business Assistance Center, the Chamber also houses the Edison Business Incubator space. The incubator provides below-market rental space for start-up and expanding micro-enterprises needing assistance. Studies show that 90% of businesses that start in an incubator will remain in business.

The Metro South Business Assistance Center and Edison Business incubator are located in the Chamber building at 60 School Street, Brockton. For more information, contact **Chris** at 508.586.0500 x 223 or visit [www.metroouthchamber.com/resources/business-assistance](http://www.metroouthchamber.com/resources/business-assistance).

**METRO SOUTH BAC**  
Business Assistance Center

### Need Help Starting Your Business? Searching for Money to Start Your Business?

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

**FREE services offered**

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# Website Benefit: Members-Only Section

**Register Online, Post Events, Display Discounts and More**

To help you take full advantage of the services offered by the Metro South Chamber of Commerce, we have constructed a special Members Only section of our website, [www.metroouthchamber.com](http://www.metroouthchamber.com).

- Log into this area to:
- Update your information including representatives, addresses, emails and more. This will replace the annual verification form process. The information collected will be used in the Book for Business and on the online directory.
  - Learn about upcoming chamber events
  - Register for multiple events at once online, including all events and workshops
  - View referrals
  - Add your events to the Community Calendar
  - Filter event searches by Community or Chamber events
  - Post topics on the Message Board
  - Post coupons and member to member discounts

**Members Only Login:** [www.metroouthchamber.com/membership/member-login](http://www.metroouthchamber.com/membership/member-login)  
**Events/Calendar/Registration:** [www.metroouthchamber.com/calendar-registration](http://www.metroouthchamber.com/calendar-registration)  
**Member Directory:** [www.metroouthchamber.com/membership/directory](http://www.metroouthchamber.com/membership/directory)

Members should have received an email with unique login information. If you have not received this information, please contact Alison van Dam, [avandam@metroouthchamber.com](mailto:avandam@metroouthchamber.com), or call 508.586.0500 x 222. If you are not a member but interested in joining the Chamber, contact Kathleen Lynch at 508.586.0500 x 229, [klynch@metroouthchamber.com](mailto:klynch@metroouthchamber.com).

# Update Your Business Listing Online!

In an effort to streamline communications and “go green,” at the Chamber, the annual verification form can be completed online in the Members Only Section of the Chamber Website. The updated information will be used in the Annual Book for Business Member Directory. The information on the form will also be used for telephone referrals made by the Chamber.

The Metro South Book for Business is a colorful, 99+ page member directory and guide. It contains town information, business and residential demographics, legislative information and 2 free listings for each member. View last year’s Book for Business at [www.metroouthchamber.com](http://www.metroouthchamber.com).

## Advertise in the 2014 Book for Business

Don’t miss the opportunity to place an ad in the 2014 Book For Business, sent to over 5,000 businesses. Your ad will be listed in close proximity to your free business directory listing. In addition, your alphabetical and categorial listing will receive extra embellishment. This opportunity is sure to give you a leg up in the competition by receiving added exposure.

Don’t have the time to create an ad, or the money to pay a designer? If you reserve your ad space now, our in house graphic designer will create a professional quality full color ad for you, free of charge. The ad is yours to use for additional promotions or for other publications.

Call Alison at 508.586.0500 x 222 or email [avandam@metroouthchamber.com](mailto:avandam@metroouthchamber.com) for more information and for ad rates.

## Good Morning Metro South- Save The Date

**Wednesday, September 18, 7:30 am - 9:00 am**  
**(BBJ Smart Reader Seminar: 9:00 am - 10:00 am)**  
**The Shaw’s Center, 1 Feinberg Way, Brockton**

Sponsored by:

**Good Samaritan Medical Center**  
A GUT WORTHY CAREY HOSPITAL

Good Morning Metro South (GMMS) brings you important speakers in a television talk show style format. With a crowd of 100-200 people, these meetings are also a great place to network. (See season ticket on page 8 to learn how to get discounted tickets).

The 2013/2014 Season of Good Morning Metro South will kick off on Wednesday, September 18, 2013, 7:30 am - 9:00 am at The Shaw’s Center in Brockton. Featured will be **Chris McIntosh, Publisher of the Boston Business Journal and Mass High Tech**. In 2011, Chris redesigned the print version of the BBJ, developed and launched several new daily verticals, created 6 new event platforms, re-built and re-launched Mass High Tech and cultivated partnerships with television, radio and local associations.

Additional Good Morning Metro Souths will be held in October, December, January, and February. Tickets are \$25 for members and \$35 for future-members and includes breakfast and networking opportunities. As always, don’t forget your business cards! To register, visit [www.metroouthchamber.com/calendar-registration](http://www.metroouthchamber.com/calendar-registration), or contact Kimberly Prosper at [kprosper@metroouthchamber.com](mailto:kprosper@metroouthchamber.com), 508.586.0500 x 231. Sponsorships are still also available for all 5 breakfasts.

**BBJ SMART READER SEMINAR**

Following the Good Morning Metro South breakfast, there will be Smart Reader Seminar. During this session, you will learn how to utilize the Boston Business Journal to extract business information to help you achieve your sales goals, how to recognize sales leads with news stories and features, and how to use the information to support your networking efforts and expand your business network. All attendees will receive a BBJ subscription discount. You do not have to attend the breakfast to attend the seminar. Register at [metroouthchamber.com/calendar-registration](http://metroouthchamber.com/calendar-registration), or contact Kimberly Prosper, 508.586.0500 x 231, [kprosper@metroouthchamber.com](mailto:kprosper@metroouthchamber.com).

# WELCOME *New Members*

## Making an Investment in Our Community

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### Harbor Freight Tools

Mr. Brian Anacleto  
395 Westgate Drive  
Brockton, MA 02301  
(508) 583-2720  
www.harborfreight.com  
*Retail*

### Jetstream Mortgage

Mr. Barry Wyllie  
54 Main Street  
Bridgewater, MA 02324  
(508) 834-6153  
www.jetstreammortgage.com  
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### Mary's Hair Salon

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### Miller HR Consulting Services

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### RDI Logistics, Inc.

Mr. Richard Deslongchamps, Jr.  
8 Norfolk Avenue  
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(508) 205-0530  
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### Stoughton Flower Shop

Ms. Kateri Sampen  
681 Washington Street  
Stoughton, MA 02072  
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www.stoughtonflowers.com  
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### Winebasket, Inc.

Mr. Thomas Sedell  
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Brockton, MA 02301-2803  
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### Woodwards Auto Parts & Spring Shop

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148 North Montello Street  
Brockton, MA 02301  
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### ZATEC, LLC

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To Join the Chamber, Contact Kathleen Lynch, 508.586.0500 x 229,  
kylnc@metrosouthchamber.com,

# RENEWING *Members* Thank You !

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Conagh Technologies, Inc.  
Costco Wholesale, Avon  
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Emmanuel House Residence  
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Fun Enterprises, Inc.

GeoInsight, Inc.  
Good Days Restaurant, Inc.  
GROW Associates, Inc.  
H&R Block Business Services  
Harbor Insurance Group, LLC  
Law Office of Andrew H. Schwartz, LLC  
Lombardo's  
Makeovers Salon & Spa  
Mechanics Cooperative Bank  
Northern Container Corporation  
Pillsbury Florist  
PrintSynergy Solutions/Hanson Printing  
Prospect Hill Company  
Russell & Pica Funeral Home, Inc.  
Standard Modern Company, Inc.  
Supreme Enterprises  
TD Bank  
Verizon Wireless  
West Chestnut Liquors  
Westside Behavioral Health, LLC  
Whelan Associates  
Wright Technology Group

## Chamber Affiliation News & Events

To become an affiliate organization of the Chamber, contact Christopher Cooney at 508.586.0500 x 223 or email [chris@metrosouthchamber.com](mailto:chris@metrosouthchamber.com).



The **Bridgewater Business Association (BBA)** will join the East Bridgewater Business Association for a joint networking event at the East Bridgewater Commercial Club outdoor pavillion, July 25, 4-8pm. The cost is \$20. Pre-registration is required. Email [membership@bridgewaterbiz.biz](mailto:membership@bridgewaterbiz.biz).

The **Stoughton Chamber of Commerce** will host their 2nd Annual Summer BBQ at Camp Westwoods, 808 West Street, Stoughton on Monday, July 22, 5:30 pm - 8:00 pm. Join us for delicious food catered by Peppercorns at the Y!, fun, DJ Zienko, and trivia. The cost to attend is \$10. Visit [www.stoughtonma.com](http://www.stoughtonma.com) for more information.



The **Norwell Chamber of Commerce** will host the 6th Annual Taste of Norwell on October 17, 5:30 pm - 8:00 pm at the Cushing Center, 673 Main Street, Norwell. Risky Business from Hanover will provide the entertainment. If you would like to sponsor or participate, email [reiko@trbdesigns.com](mailto:reiko@trbdesigns.com).

The **East Bridgewater Business Association (EBBA)** Business Expo will take place on September 21, 2013 and will feature Dale and the Duds. Bridgewater Savings Bank is sponsoring the event which will take place on the East Bridgewater Town Common. Visit [www.east-bridgewaterbiz.com](http://www.east-bridgewaterbiz.com)



The Avon Industrial Park is a dynamic business and industrial center accessible from all major highways and only a short distance from Boston. If you are thinking about relocating to the park or if you wish to network with one of our members, visit [www.avonindustrialpark.org](http://www.avonindustrialpark.org).



The **Randolph Chamber of Commerce** is a not-for-profit corporation founded in 1986 representing businesses in Randolph and the surrounding communities. The chamber provides leadership in fostering business success, growth and development. We are made up of various size and types of business from large businesses, world headquarters to small businesses and micro home based businesses. Visit [www.randolphchamberofcommerce.org](http://www.randolphchamberofcommerce.org).

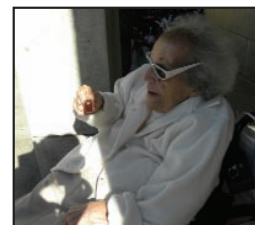
## Brockton Public Library Celebrates Centennial

The Brockton Public Library building celebrates its Centennial this year! First established in 1867, The Brockton Public Library moved locations multiple times due to size limitations before the construction of the new building at 304 Main Street. The building, designed by Nathaniel C. Smith of New Bedford and funded largely in part by Andrew Carnegie, was dedicated on June 10, 1913.

In honor of the 100th anniversary of Brockton Public Library, the Library recently hosted an opening reception of "Two Generations of Castano Artists." Giovanni Castano immigrated to Brockton as a young boy and created art that displays the impact of American impressionism and his love for his Italian homeland. The second generation is represented by Maria Castano, his niece, whose works reveal the influence of an early immersion in the art books of Brockton Public Library, combining a love of textile art and an exposure to world art. The relationship of the two artists was discovered by former Stonehill College intern Peter Schlat. The exhibit will run until August 28, Monday and Tuesdays, 12pm-8pm and Wednesday-Saturday, 9am-5pm.



Maria Castano, Artist and Rich Castano, jazz pianist who performed during the reception



Susan Castano, Giovanni's youngest sister, celebrates her 100th birthday this month



# ATHENA Program Honors Kathleen Smith; Features U.S. Chamber Center for Women in Business



Roberta Zenn Phillips and Natalie Masri,  
Center for Women in Business, U.S. Chamber of Commerce



Carrie Campbell,  
Fenway Enterprises




Donna Moran  
Crescent Credit Union, Event Sponsor

## 2013 ATHENA Award Recipient - Kathleen Smith

**Director of Brockton Community Schools,  
First Female School Superintendent**

Kathleen Alward Smith serves as a mentor and a role model to both young women and fellow female administrative employees in the Brockton Public School system, where she will soon become the first female superintendent of schools. Kathleen exemplifies strong values, beliefs, and attitudes that inspire others to strive for excellence and achieve the highest level of professionalism. She encourages all of those around her to work towards and attain their goals. Her leadership and friendly demeanor has been supportive and encouraging of innovation, while continuing to demand accountability and positive outcomes for program performance. Kathleen's strong sense of commitment and dedicated service to the students, staff and residents has gained a deep respect within the community.



Kathleen Smith,  
Brockton Community Schools

Kathleen has been an integral part of the City's school system for over 35 years. She currently serves as the Director of Community Schools, a position she has held since 2001. Over the years, she has taught both regular and special education students and has served as a school adjustment counselor, where she has mentored students and young women, nurturing the social and emotional health of those that have surrounded her. Through her position within the Community Schools Department, Kathleen has also provided supervision of the Adult Learning Center (ALC), which offers GED preparation, English courses and citizenship preparation classes for adult learners, many of whom are mothers of children attending Brockton Public Schools. Kathleen has been a champion of the ALC program recognizing the positive changes education makes in the lives of families, both economically and inter-personally, which in turn further nurtures and motivates the youth of Brockton. Under Kathleen's leadership, Family Connections English Language Classes for parents has expanded into some of the elementary and middle schools.

Kathleen has also exemplified her leadership within the community through her service in policy development for the city's personnel department, as well as working on a partnership between schools and local area businesses. Kathleen is a member of many professional associations, including the Massachusetts Bar Association, and has served on various boards, including the Mayor's Task Force, the TDA Scholarship Committee and the DJ Dream Fund. In addition, Kathleen uses her education and law background to lecture at Fitchburg State University. Kathleen's dedication to the community was recognized in 2011 when she was honored by the Brockton Youth Foundation at their annual Breakfast with Champions for her leadership, providing programs that support youth taking place outside of school hours.

Kathleen holds a bachelor's degree in special education and elementary education from Westfield State College, a master's degree in guidance counseling from Bridgewater State University, and a juris doctorate from New England School of Law.

Photos Courtesy of Rich Morgan Photography  
[www.richmorganphotography.com](http://www.richmorganphotography.com);  
Entertainment by Rob Peters Entertainment  
[www.robpetersonentertainment.com](http://www.robpetersonentertainment.com);  
Video by Brockton Community Access

Premier Sponsor



Supporting Sponsors





John Nesti, Brockton Rox, Event Sponsor  
is interviewed by Christine Karavites, Proteas Consulting



Joanie Winberg, Executive Trainer, leads a workshop on  
People Skills for All Situations

## Businesses Supporting Women Featured at EXPO



Emily Harriman, Natalia Piasecki,  
Crescent Credit Union



Paul Cincotta, Laura Homokay,  
Bridgewater State University



John Nesti,  
Brockton Rox



Mark Ofstein,  
Costco Wholesale, Avon



Corrine Plasse,  
Athena's by Corrine



William Barbosa,  
The Foto Boyz of New England



Marni Dunton,  
St. Joseph Manor



Jay Miller, Brockton Community Access, speaks with  
Mark D'Agostino, R.F. D'Agostino Insurance Agency



Kathleen Lynch,  
Metro South Chamber of Commerce



Julie Hill,  
Thirty-One Gifts





## CALL OR REFER A CHAMBER MEMBER FIRST!

### Residence Inn by Marriott - Brockton



124 Liberty Street, Brockton, MA 02301  
(508) 583-3600 • [www.residenceinnbrockton.com](http://www.residenceinnbrockton.com)  
At the Marriott Residence Inn Brockton, guests enjoy many amenities, including a daily complimentary hot breakfast buffet and complimentary hospitality hour Mon-Thurs featuring light dinner fare and beverages. All suites feature a flat screen LCD TV's and fully equipped kitchens, including full size appliances such as a refrigerator, oven with stove top burners, microwave, toaster, coffee maker and dishwasher. Guests also enjoy the indoor pool and Jacuzzi open year round.

### KW Design



KW Design – Kendall Walker  
508-944-3454 • [www.kwdesignonline.com](http://www.kwdesignonline.com)  
We design powerful first impressions for businesses that win and retain their customers. Our award-winning visual solutions engage buyers and referrals at every point of introduction: a mobile responsive website, sales literature, social media and brand logo. To stay ahead of your competition, these brand statements should be revisited annually. Think like your customer: be choosy and look for results.

### Brockton Junior Boxers



PO Box 1685, Brockton  
508-586-0562 • [www.brocktonjuniorboxers.org](http://www.brocktonjuniorboxers.org)  
Established in 2005, The Brockton Junior Boxers is made up of 8 Football & Cheerleading squads, consisting of up to 32 players & cheerleaders, ages 5-15. Academics are important to us and each player must maintain a good grade average. We also have gained national attention in 2008 & 2010 when NFL RB Shaun Alexander & QB Peyton Manning chose our website as Runner Up (2008) & the BEST (2010) on WePlay. Peyton also held a private camp for us at Marciano Stadium.

### Rene Dry Cleaners



North Easton: 670 Depot St., 508-238-2418  
Abington: 147 N. Quincy St. (Brockton line), 508-232-3313  
[www.renedrycleaners.com](http://www.renedrycleaners.com)  
We do Onsite Alterations, Leather/Fur/Suede/ UGGs boots/ Designer Handbags cleaning, Wedding/Fancy Gown cleaned and preserved, Next Day Service / Storage and Wash/Dry/Fold service available. We also do regular dry clean, shirts laundered, and household items cleaning and have Gift Certificate available. Visit us at our 2 locations in Easton and Abington. Open 7 to 7 on weekdays, and 8 to 5 on Saturdays.

### Caregiver Homes



2300 Crown Colony Drive, Suite 103, Quincy  
866-797-2333 • [www.caregiverhomes.com](http://www.caregiverhomes.com)  
Caregiver Homes provides the training, support, and financial assistance to keep caregiving at home for elders and individuals with disabilities. A caregiver can be anyone willing to live with a consumer, provide support as needed 24/7, and care like family. To learn more about how to qualify and how we work with caregivers, consumers, and professionals, visit [www.caregiverhomes.com](http://www.caregiverhomes.com).

### Benefit Development Group



446 Main Street, 14th Floor, Worcester  
508-798-0893 • [www.benefitdevelopmentgroup.com](http://www.benefitdevelopmentgroup.com)  
For 37 years, BDG has been providing Employee Benefit brokerage and consultative services. We create innovative, customized benefits programs that control costs for corporate customers and non-profit organizations of all sizes. Our staff has deep expertise, broad experience, and unparalleled access in the industry — our reputation has been built on staking a leadership role in the industry and community.

### Door To Door Dental, Inc.



220 Tosca Drive, Stoughton  
781-344-0010 • [www.doortodoordental.com](http://www.doortodoordental.com)  
Stoughton MA based Door to Door Dental distributes dental and housekeeping items at very competitive prices e.g. gauze, gloves, pouches, bibs, prophylaxis products, masks, barriers, Sani-Cloths, paper towels, patient setup – infection control kits, etc. Our mobile warehouses come to offices and immediately fill their orders. We use UPS (no freight charges for larger orders) for customers outside the local area and do not charge any handling fees for orders over \$150.

### Slap Shotz Family Sports Pub



39 East Main Street, Avon  
508-584-9200 • [www.slapshotzpub.com](http://www.slapshotzpub.com)  
Slap-Shotz is a full service family sports pub with an extended pub menu. We offer a wide variety of food, cocktail and draft beer choices for just about everyone's taste. Enjoy our live bands every Friday and Saturday night as well as Keno and Buzztime Trivia 7 days a week. Located at 39 East Main Street in Avon, visit us today! For more information, visit [www.slapshotzpub.com](http://www.slapshotzpub.com).

### Wellesley Financial Group



110 Cedar Street, Wellesley Hills  
781-248-7344 • [www.wellesleyfinancialgroup.com](http://www.wellesleyfinancialgroup.com)  
Michael Graff began his financial services career in 1984 as a home mortgage professional along, earning his life, accident, and health insurance license in 1986. Taking into account his diversity of personal and professional experiences and observations, Mike's approach is simple – "I help my clients prepare for what can happen today, while planning for what they want tomorrow." Established in 1952, Wellesley Financial Group is a leader among Greater Boston's financial service firms.

### North South Physical Therapy



PO. Box 818, Lynnfield • 617-334-4083 •  
[www.nsptinc.com](http://www.nsptinc.com) • [www.smoothieking.com](http://www.smoothieking.com)  
Our purpose is to enrich the lives of people we touch by providing, connecting and assisting each and every person with the highest skilled rehabilitation therapy and nutritional services. Our culture is based on an unwavering belief in teamwork, respect, professionalism, passion, patient care and community. We work each and every day tirelessly to enhance that experience.

### Just Say Sew



1332 Washington Street, Abington  
781-871-5590 • [www.just-say-sew.com](http://www.just-say-sew.com)  
At Just Say Sew, we create reasonably priced custom gowns for ladies, as well as having a nice selection of ready to wear gowns; and we offer top-notch alteration and dry-cleaning services too! We can make, alter, or repair just about anything! We're on Rt. 18 in Abington, 1 block south of Rt. 139. For more information, visit us at [www.just-say-sew.com](http://www.just-say-sew.com), or call 781-871-5590.

### TNT Cleaning Services, Inc.



PO Box 62, 15 Ridge Hill Rd Assonet  
508-644-5010 • [www.tntcleaningservicesinc.com](http://www.tntcleaningservicesinc.com)  
Whether you are a new business looking to outsource your services or have decided your current contractor is not exceeding your expectations, TNT Cleaning Services will go the extra mile to make sure that you are completely satisfied. Services include Janitorial, Post Construction, Disaster Restoration, Maintenance, Air Duct Cleaning, Carpet Cleaning and beyond. Contact Chris today! Cell- 508-479-3195 Email- [chris@tntcleaningma.com](mailto:chris@tntcleaningma.com)

### Stoughton Flower Shop



681 Washington Street, Stoughton  
781-344-2632 • [www.stoughtonflowers.com](http://www.stoughtonflowers.com)  
We are a family owned & operated business specializing in wedding & funeral work. Open 6 days a week & by appt. Same day delivery is available. We offer a large selection of fresh cut flowers, custom arrangements, house plants, indoor gardens, gift baskets, candles & unique gifts for any occasion. Brighten up the office or home with weekly fresh flowers, plants & even seasonal outdoor patio gardens. Corporate accounts are welcome. Like us on Facebook.

### Bella Rose



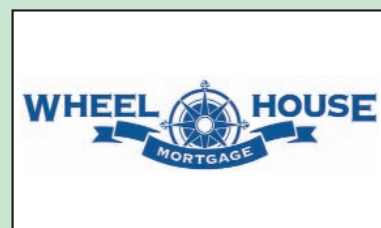
157 Centre Street, Brockton  
508-649-1749 • [www.bellarosecleanteam.com](http://www.bellarosecleanteam.com)  
Throughout your home or work place, there are many allergens and dangerous contaminants lurking deep inside the surfaces that you may come in contact with, especially on carpets, upholstery, drapery, tile and grout. Bella Rose cleaning will provide you with a clean, healthy and safe environment. We pledge honesty, dependability and a job well done. Bella Rose, because there is NO second chance for a first impression.

### Northern Comfort Heating & AC



30 Bedford Park, Unit 2, Bridgewater  
508-697-7583 • [www.northerncomfortvac.com](http://www.northerncomfortvac.com)  
For more than 30 years, we have dedicated ourselves to providing the best heating and air conditioning service on the South Shore to our clients at low prices. Each of our technicians attends Heating, and Cooling Contractor School (PHCC), and continuing ed classes guaranteeing that they know the most efficient way to deal with your particular situation. We are available 24/7 for both residential your commercial needs.

### Wheel House Mortgage



604 Bedford Street, East Bridgewater  
508-456-4346 • [www.wheelhousemortgage.com](http://www.wheelhousemortgage.com)  
Wheel House Mortgage Services is a full service mortgage brokerage conveniently located on Route 18. We specialize in all types of financing including purchases and refinances. With over 30 years of experience we have the knowledge and expertise to help you achieve successful results with all of your financing needs. Call for a free consultation or apply on our secure website, [www.wheelhousemortgage.com](http://www.wheelhousemortgage.com).