

# Actionreport

March  
2011

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.



Arthur Bakis, page 8



Fransico Hernandez, page 9



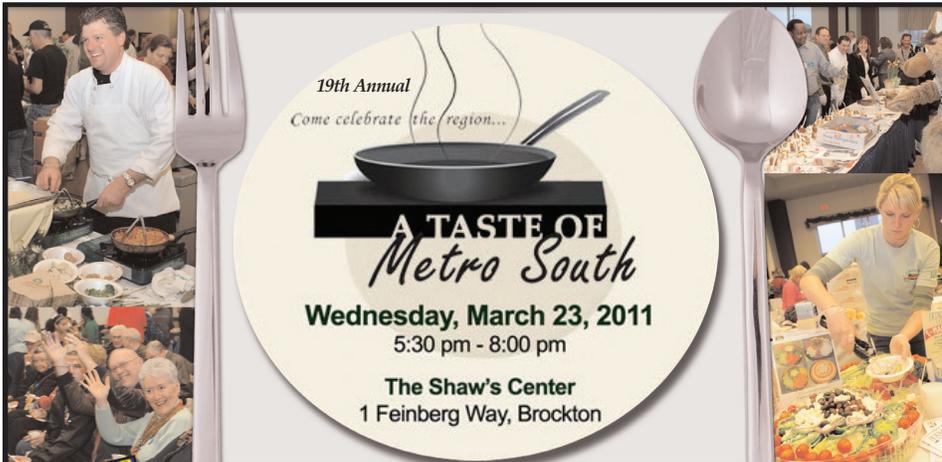
Mary Chrest, page 11

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## "Taste" Event Sizzling with Restaurants, Entertainment

Over 50 food and cultural displays; BHS Jazz Band, Brockton Symphony Quartet to perform



- Sample tastes from area restaurants
- Discover cultural and community service organizations
- Enjoy live entertainment from local performers including the **BHS Jazz Band, Brockton Symphony Quartet & Rob Peters Entertainment** (More acts to follow)
- Enter to receive thousands of dollars in coupon savings to Massachusetts restaurants provided by **Boston Masspass**

**Tickets Available Now!**

\$25 in advance/ \$30 at the door. Visit: [metroouthchamber.com/taste.html](http://metroouthchamber.com/taste.html) for more information.

For a list of participating restaurants and organizations, see page 6.

## Legislative Luncheon

Friday, April 15, 12:00 pm



The 2011 Legislative Luncheon is scheduled tentatively for **Friday, April 15 at 12:00 pm**. The event will be held at the Massasoit Conference Center, 770 Crescent Street, Brockton.



The Legislative Luncheon offers Chamber members and the community an opportunity to hear from state and federal elected officials. With an attendance of over 250 people, it is also a great networking opportunity. Past speakers have included Speaker of the House Robert DeLeo, Senate President Therese Murray, Attorney General Martha Coakley and Governor Deval Patrick. The cost is \$39 for members and \$49 for future-members. To register or for further information, call the Chamber at 508.586.0500 ext. 225 or register online at [metroouthchamber.com/register.html](http://metroouthchamber.com/register.html).

## Chamber Supports Downtown Developments



The Enterprise Block, Main Street



Stall & Dean Building, Montello Street

In recent months, developers have presented plans for two projects to the Chamber's Board of Directors; both have been met with positive comments. Kenan Bigby of Trinity and Jason Korb of Capstone have independently identified two prominent downtown properties for redevelopment. The projects are unrelated but both share proximately to Main Street and mass transit. Both will produce market rate and workforce housing. Combined, more than \$50 million dollars would be invested in downtown Brockton, producing both short and long-term benefits for the city. The Chamber unanimously voted in support of the Capstone plan and positively reviewed the Trinity proposal. Both projects are slated to begin within the year.

## CPR and First Aid Training Available



CPR and First Responder classes were recently held at the Metro South Chamber of Commerce. Ten employees of various organizations became certified. The class was taught by Julie Ameral of the Heartfelt Safety Program and Jason Willerval of Life Support Systems.

The Metro South Chamber of Commerce recognizes that employee safety is an important issue for every company. Instituting employee safety training programs will help to reduce employer costs by lowering insurance rates, reducing workers compensation claims, and lowering incident and accident rates, in turn producing higher productivity for your business.

Pending approval of an expanded safety grant, additional trainings will be offered free of charge to your employees on a first-come, first-served basis. You will need to provide a current copy of your workman's compensation certificate to participate in these courses. Please fax your certificate to 508-587-1340 or email a .pdf version to [lkeene@metroouthchamber.com](mailto:lkeene@metroouthchamber.com).

If you are interested in any of these trainings, or have any questions, please contact Lisa Keene, Director of Business Assistance at 508-586-0500, or by email at [lkeene@metroouthchamber.com](mailto:lkeene@metroouthchamber.com)

## Chamber Open Enrollment For Health Insurance

Begins April 1

- Review benefit options and make changes to your health coverage plans
  - Learn about Health Service Administrators' products
  - Learn about health insurance programs best suited to your business needs
  - Join the Chamber to take advantage of health insurance plans
- For more information see page 8

## Business After Hours at Brockton VNA

April 13, 2011, 5:30 - 7:30 pm



Sponsored by:



Please join us on April 13 from 5:30 pm - 7:30 pm for a Chamber Business After Hours networking event at Brockton Visiting Nurse Association located at 500 Belmont Street, Suite 200, Brockton. This event is being co-sponsored by Old Colony Hospice.

The Brockton Visiting Nurse Association and Old Colony Hospice have joined in a partnership to work together to bring health care into patient's homes, teach them how to

manage chronic conditions, and control pain or unpleasant symptoms at the end of life. They also work to ensure that patients and their families receive the highest quality of care available, focused on patient's ongoing medical or rehabilitation needs. For more information, visit [www.brocktonvna.org](http://www.brocktonvna.org) or [www.oldcolonyhospice.org](http://www.oldcolonyhospice.org)

This event is \$5 for members and \$15 for future-members and includes refreshments. Register by calling Kim at 508.586.0500 x 231, email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com) or register online at [metrosouthchamber.com/register.html](http://metrosouthchamber.com/register.html). As always, don't forget your business cards!

## Cellular Connection Open in Abington

Friday, March 18, 2011, 11am



Join us on Friday, March 18 as we celebrate the Grand Opening/Ribbon Cutting of Cellular Connection located at 371 Centre Avenue in the Stop & Shop and Target Plaza in Abington. There will be an open house running all day with a formal program taking place from 11am-1pm and a ribbon cutting ceremony at 12pm. During the day there will be a live radio remote, giveaways and networking opportunities. For more information, contact Matt Dickerson at 781-261-9747 or email [mdickerson@moorehead-comm.com](mailto:mdickerson@moorehead-comm.com).

Moorehead Communications began as an Interconnect company selling and installing business telephone systems. In 1990, They became an Authorized GTE Wireless Agent and in 1991 the cellular division "The Cellular Connection" was formed. Over the years, they have grown to be the largest Verizon Wireless Premium Retailer in the Midwest and is expanding to New England. The Cellular Connection is also a leading carrier of Dish Network.

## 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 March 16, 2011 and April 20, 2011. Contact CareerWorks at 508.513.3400 for further workshop information.

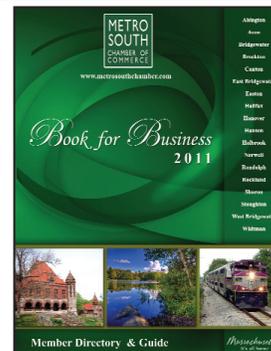
### Save Time and Money with Online Payroll Solutions

25% Discount off your service, 6 month money back guarantee from PayChoice for Metro South Chamber Members.

Easy switch, "we do it for you" payroll setup, online employee access to paystubs and W2's, dedicated customer service, free direct deposit, custom reporting wizard, HR Support Center, CPA access. Learn more at [paychoice.com](http://paychoice.com) or by calling 978-882-2570.

## Book for Business Arriving This Month

Look for the Chamber of Commerce 2011 Metro South Book for Business in March. The book features area dining, lodging, public golf courses, recreation, legislative leaders, community demographics, regional and economic data and a complete membership listing. The book also includes a full color map of the Metro South region and highlights hotels, golf courses, industrial parks, town halls and other points of interest. Copies of the Book are being dis-



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

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



## GOVERNMENT Affairs

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

Friday, March 11, 2011

Join us on March 11, at 12:00 pm at the Chamber for our monthly Government Affairs Meeting. The guest speaker will be State Representative Thomas J. Calter.



Thomas J. Calter

State Representative Thomas J. Calter was sworn into office on January 6, 2007 and proudly represents constituents in his home town of Kingston, as well as Plymouth, Duxbury, Halifax, Plympton and Middleboro. Tom is currently serving his third term in office during which he serves as Vice Chair on the Higher Education Committee. He also feels privileged to be appointed this term to the Committees on Economic Development & Emerging Technologies; and Community Development & Small Business.

Tom Calter is a career businessman who holds a Masters degree in Business Administration from Northeastern University. He has acquired, built, or reorganized more than a dozen compa-

nies in his 30 year career. He has created hundreds of jobs during that period and has proudly worked to improve wages, working conditions, and safety standards for working men and women. Tom understands the challenges of the business world and is also an executive coach assisting those business leaders who are looking to take their careers to the next level.

Sponsored by:



Prior to joining the legislature, Representative Calter served his community as a member of the Kingston Finance Committee, a member of the Silver Lake Regional School Committee, and as Chairman of the Kingston Town Democratic Committee. He remains today an active member of the Kingston Rent Control Board.

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](http://metrosouthchamber.com/register.html). The cost to attend is \$5 for members and \$15 for future-members and includes lunch.



At the February Government Affairs Meeting: Edward Minnock, Bridgewater State University; Pat Ciaramella, Old Colony Planning Council; John Regan, Associated Industries of Massachusetts (featured speaker); Sue Joss, Brackton Neighborhood Health Center; Philip Carver, University of Massachusetts Boston; Christopher Cooney, Chamber President & CEO.

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

Chair of the Board

**Peter Neville***Concord Foods*

President and CEO

**Christopher Cooney***Metro South Chamber of Commerce*

Chair-Elect

**William Morse***Mutual Bank*

Treasurer

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

Vice Chair Community Affairs

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

Vice Chair Economic Development

**Pat Ciaramella***Old Colony Planning Council*

Vice Chair Government Affairs

**Susan Joss***Brockton Neighborhood Health Center*

Vice Chair Membership Development

**Patricia Williams***HarborOne Credit Union*

Immediate Past Chair

**Scott Sanborn***Sovereign Bank***CHAMBER STAFF****Christopher Cooney**

President and CEO x 223

**Lisa Keene**

Business Development x 225

**Kathleen Lynch**

Connecting Activities x 227

**John Nesti**

Member Services x 229

**DIRECTORS****Jane Callahan** - HR Alternatives**Richard Colon** - Verizon Communications**John Costa** - Backstage Hardware

&amp; Theatre Supply

**Loretta DeGrazia** - East Coast Petroleum**Peter Dello Russo** - Bridgewater Savings Bank**Anne DeMinico** - St. Joseph Manor**Francis Dillon** - Stonehill College**Jeffrey Dukess** - Frenette & Dukess, PC**Sheila Gonzalez** - Bank of America**Steve Hall** - National Grid**John McGovern** - Rodman & Rodman,

PC, CPA's

**Edward Minnock** -*Bridgewater State University***Jim Murphy** - Wheatstone Engineering

&amp; Consulting, Inc.

**Gerald Nadeau** - Rockland Trust Company**Bill Scanlon** - Community Newspapers*(The Enterprise)***Andrew Schwartz***Law Office of Andrew H. Schwartz, LLC***Larry Siskind** -*Siskind and Siskind Attorneys at Law***Art Sullivan** - Consultant

508-586-0500 Front Desk x 221

**Kimberly Prosper**

Program Director x 231

**Kerry Sullivan**

Finance x 230

**Alison van Dam**

Director of Communications x 222

*Newsletter Designed by**Alison van Dam*

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

**Metro South Chamber of Commerce**

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www.richmorganphotography.com

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

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

## Networking at Events

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

**MARCH Calendar**

<b>2</b>	<b>Ambassador Meeting</b>	8:00 am
<b>2</b>	<b>Taste Committee Meeting</b>	9:00 am
<b>3</b>	<b>Brockton Diversity Business Celebration</b>	4:30 pm
	<i>Shaw's Center, 1 Feinberg Way, Brockton</i>	
<b>9</b>	<b>Taste Committee Meeting</b>	9:00 am
<b>11</b>	<b>Government Affairs</b>	12:00 pm
<b>12</b>	<b>Metro South Chamber Day at Costco</b>	9:30 am
	<i>120 Stockwell Drive, Avon</i>	
<b>15</b>	<b>Executive Committee</b>	3:00 pm
<b>16</b>	<b>Taste Committee Meeting</b>	9:00 am
<b>18</b>	<b>Cellular Connection Ribbon Cutting</b>	11:00 am
	<i>371 Centre Avenue, Abington</i>	
<b>23</b>	<b>Taste of Metro South</b>	5:30 pm
	<i>Shaw's Center, 1 Feinberg Way, Brockton</i>	
<b>30</b>	<b>Board of Directors</b>	12:00 pm

**Coming Up April**

<b>6</b>	<b>Ambassador Meeting</b>	8:00 am
<b>12</b>	<b>Enterprise Career Day</b>	8:15 am
	<i>The Shaw's Center, 1 Feinberg Way, Brockton</i>	
<b>13</b>	<b>Business After Hours at the Brockton VNA</b>	5:30 pm
	<i>500 Belmont Street, #200, Brockton (co-sponsored by Old Colony Hospice)</i>	
<b>15</b>	<b>Legislative Luncheon (Tentative)</b>	12:00 pm
	<i>Massasoit Conference Center, 770 Crescent Street, Brockton</i>	
<b>18</b>	<b>Patriot's Day - Chamber Closed</b>	
<b>20</b>	<b>Marketing Strategies Using Social Media</b>	9:00 am
	<i>Crescent Credit Union, 115 Commercial Street, Brockton</i>	
<b>28</b>	<b>Employment Law Update</b>	8:00 am
	<i>Irish Cultural Centre of NE, 200 New Boston Drive, Canton</i>	
<b>28</b>	<b>Business After Hours with the Brockton Rox</b>	5:30 pm
	<i>The Shaw's Center, 1 Feinberg Way, Brockton</i>	

**Save the Date May**

<b>4</b>	<b>Membership Drive</b>	8:30 am
	<i>Merkert Tracy Hall, Stonehill College, Easton</i>	
<b>10</b>	<b>Executive Board Meeting</b>	3:00 pm
<b>11</b>	<b>LinkedIn and Facebook Workshop</b>	9:00 am
	<i>Crescent Credit Union, 115 Commercial Street, Brockton</i>	
<b>12</b>	<b>Business After Hours at BAWIB</b>	5:30 pm
	<i>34 School Street, Brockton</i>	
<b>13</b>	<b>Government Affairs</b>	12:00 pm
<b>18</b>	<b>Small Business Awards &amp; EXPO</b>	10:30 am
	<i>The Shaw's Center, 1 Feinberg Way, Brockton</i>	
<b>24</b>	<b>Leave Your Competition in the Dust</b>	8:30 am
<b>24</b>	<b>Open House at Abington Bank</b>	5:30 pm
	<i>6 Harrison Avenue, Abington</i>	
<b>25</b>	<b>Board Meeting</b>	12:00 pm

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

**Insurance Coverage Lecture at New England Sinai**

On Tuesday, March 8, 2011 at 7:00 pm experts at New England Sinai Hospital will help unravel the mysteries of insurance coverage and explain what you should look for in selecting the best for coverage for you and your family. The talk, which is free and open to the public will be held at the hospital located at 150 York Street in Stoughton in the Brenner Conference room. Light refreshments will be served. Please call 781-297-1336 to reserve your space.

**Brockton VNA Diabetes Management Program**

The prestigious American Diabetes Association Education Recognition Certificate for a quality diabetes self-management education program was recently awarded to the Brockton VNA. The ADA's believes that the Brockton VNA's program offers high-quality education that is an essential component of effective diabetes treatment. Education Recognition status is awarded for three years. To learn more about the Diabetes Management Program at the Brockton Visiting Nurse Association contact Norma Mello, or Michele Wolfsberg at 508-587-2121 or toll free at 800-295-6341 or visit the website at [www.brocktonvna.org](http://www.brocktonvna.org).

**Signature Healthcare Uses Transradial Approach**

The Cardiology Department at Signature Healthcare has added an innovative approach to performing cardiac catheterization and angioplasty. All of our interventional cardiologists are trained in the new method, called the "transradial approach." The transradial approach utilizes the radial artery located in the wrist. Patients who undergo procedures utilizing this approach experience fewer complications and can move around as soon as the procedure is finished. For more information, please visit [www.MySignatureCare.org/heart](http://www.MySignatureCare.org/heart).

**Cutest Kids Contest**

This is your chance to show the world how cute and adorable your child is and win a prize in the first annual Cutest Kids Contest. 3 lucky winners will receive \$300 each and 1 Grand Prize winner will receive \$1,000. Starting March 20th, you can log on to [www.newenglandnie.com](http://www.newenglandnie.com) to access the contest. Vote for your favorites starting April 24. Proceeds to go to GateHouse Media New England's Newspaper in Education Programs (NIE). A portion of the proceeds will be donated to the Massachusetts Society for the Prevention of Cruelty to Children. NIE programs provided over 40,000 newspapers to schools each week during the 2009-2010 school year. For more information, contact Cheryl Showstack at [chshowstack@enterprise-news.com](mailto:chshowstack@enterprise-news.com) or call 508-427-4010.

**Grow Associates Fundraising Concert**

Grow Associates will be holding its annual fundraising concert in conjunction with the Southeastern Philharmonic Orchestra on April 3rd at 2:30 in the afternoon. This is the third year that we've featured this concert of

"Pops" favorites, held at the Chapman Middle School in Weymouth. To help make this a successful fundraising event, we will be selling ad space. At least 300 persons in the audience on concert day is expected, providing very good exposure for advertisers. The orchestra, under the direction of renowned conductor Robert Babb, is celebrating in its 95th year, and also has a sizeable following. All who participate as advertisers will receive two free tickets to the concert. Please call Dan Kostreva at our offices at 508-408-4210 to get further information on placing an ad.

**BAWIB Work Readiness Program**

The Brockton Area Workforce Investment Board (BAWIB) is pleased to announce the start of The Brockton Public Schools Pathways Center Work Readiness Program. This program is funded through the Shannon Prevention Partnership. BAWIB staff members will provide 32 weeks of professional guidance on work readiness skills and youth leadership to students attending school in the Brockton Public School system. The program will be held at the Keith Alternative High School at 175 Warren Ave, Brockton. BAWIB will provide each student with a Career Decision Making (CDM-R) Assessment tool. BAWIB will couple the career awareness/career inventory component with a series of rotating workshops related to work readiness. Youth who are seeking employment will have access to software and referral resources at YouthWorks related to employment opportunities in our region.

**Mutual Bank Names Brockton Branch Manager**

Mutual Bank has named Jeanna Veneto as Branch Manager of its Brockton West Banking Center. Ms. Veneto joined Mutual Bank in 2009, and was named a manager in 2010. She holds a Bachelors degree from Bridgewater State College. Ms. Veneto, a Halifax, MA, resident, can be reached at Mutual Bank at 508-586-1733. The Mutual Bank Brockton West office is located at 777 Belmont Street, Brockton.

**GROW Associates Completes Certification**

We are pleased to announce that GROW has achieved two year license and certification with the Department of Developmental Services, Division of Survey and Certification for Vocational and Community Based Programs. Due to GROW's excellent performance they achieved 61 out of 62 licensing indicators, and 100% of all Certification indicators were met across all service types. For further information, contact: Jim Zweber at 508-408-4210 or visit [www.grow-associates.org](http://www.grow-associates.org)

**Charlie Tartaglia Recognized**

Massasoit Community College President Charles Wall along with more than one hundred faculty, staff, friends, and honored guests unveiled a plaque honoring Charles H. Tartaglia, Jr. '84 and Paula J. Franciosi in honor of the generous donation from the

Tartaglia family and the Franciosi family in support of the Respiratory Therapy and Allied Health Students of Massasoit Community College. The ceremony took place in the Humanities Building on the Brockton Campus on Wednesday, February 9th, in a touching tribute to long-time Massasoit Community College Board of Trustee member and Brockton business owner, Charlie Tartaglia. A reception followed, along with a tour of the nursing lab, by Professor Martha DeSilva showcasing its new SIM man and baby.

**Bridgewater Savings Donates**

Bridgewater Savings has donated \$500.00 to the Reading is Fundamental program here in West Bridgewater. The Friends of the West Bridgewater Library raise the money for program. This program gives books to kids in the 1st through the 5th Grade three times during the school year.

**Rockland Trust Goes Mobile**

Rockland Trust is now offering its customers the latest in banking technology with the introduction of mobile banking services. Using the free mDeposit app, Rockland Trust customers can deposit a check into their account directly from their mobile device. mDeposit is available on the iPhone and iPod Touch with Blackberry and Android devices expected to be added later this year. For more information, visit [www.rocklandtrust.com](http://www.rocklandtrust.com).

**Open House at Lincoln Tech Brockton**

Every Tuesday and Thursday, 2pm, at 365 Westgate Drive. Tour our campus, explore benefits of career training, learn about financial aid for those who qualify and job placement assistance upon graduation, enjoy refreshments, and more! Scholarship testing for HS Seniors. Now offering classes in Medical Assisting, Medical Administration, Pharmacy Technician, Massage Therapy, Network Communications and Information Systems. For more information, call 508-941-0730.

**Brockton Symphony Concert**

Sunday, March 6: 3:00 PM., Brockton Symphony presents a chamber music concert "From Bach to Bartok" at Christ Congregational Church, 1350 Pleasant St. Brockton. Shorter works by different composers make this a good learning experience for younger listeners. Tickets Adults \$10, students under 18, \$5. [www.brockton-symphony.org](http://www.brockton-symphony.org) or call 508-588-3841

**Self Help Course for Property Managers**

March 9 & 16: Property Management/Landlord Education Course- 2 session course, 6pm-9pm. Course will cover choosing a property, choosing a tenant, handling last month's rent, lease vs tenant at will, record keeping and budgeting, establishing a tenancy, fair housing laws, handling the security deposit, tenants rights, maintenance and safe homes/healthy homes. Course cost: \$10. Class to take place at Self

Help, Inc, 142 Crescent Street, Brockton. Seating is limited, RSVP to Anthony at 508-588-4049 x 123 or email [adeoliveira@selfhelpinc.org](mailto:adeoliveira@selfhelpinc.org).

**Mardi Gras Madness**

Saturday, March 12: Mardi Gras Madness at the Shaw's Center in Brockton, 7pm. Join us for a spectacular Mardi Gras event and enjoy the flavors, sights and sounds of the Big Easy! No formal dinner, awards or speeches. Come in festive, casual attire. Featuring food stations with New Orleans cuisine, DJ Rob Peters, festive bands and dancing, live jazz, silent auctions, raw bar and raffles. \$50 per person. Proceeds benefit the Brockton Day Nursery. For information, call 508-588-2700 or visit [brocktondaynursery.org](http://brocktondaynursery.org).

**Catholic Charities Sunday Jazz Brunch**

Sunday, March 27: Catholic Charities South is hosting a Sunday Jazz Brunch featuring Rebecca Parris and her ensemble. No one quite delivers a song the way Rebecca does. Her deep and warming voice brings you into the heart of the song and the rest of the world melts away. Catholic Charities South is honored to be able to present this amazing talent as we raise funds for our ESOL Programs. Don't miss this exciting event on Sunday March 27th at The Shaw's Center, Brockton. For more information on attending the event, becoming a sponsor or donating a raffle prize, please contact Nicki Meade Draves at 508-587-0815 x264 or [nicki\\_meade-draives@ccab.org](mailto:nicki_meade-draives@ccab.org). Visit [www.ccab.org/JazzBrunch/index.html](http://www.ccab.org/JazzBrunch/index.html)

**MA First Lady Diane Patrick to Keynote Event**

Thursday, March 31, 6PM - 10PM: Mass. First Lady Diane Patrick to Keynote Family & Community Resources, Inc.'s Annual Event for Victims of Domestic Violence. Event: Hope and All That Jazz with GQ & The Lady at the Shaw's Center in Brockton. Cocktail reception and Dinner. For more information or to register for this event visit [www.fcr-ma.org](http://www.fcr-ma.org) or contact [karen.slaby@fcr-ma.org](mailto:karen.slaby@fcr-ma.org).

**Health and Human Services Job Fair**

Careerworks, the Massachusetts One-Stop Career Center serving Greater Brockton is inviting health and human employers to participate in a job fair tailored to the needs of their industries. CareerWorks' fifth annual Health and Human Services Job Fair will be held from 9am-noon on Wednesday, March 16th at the Shaw's Center, 1 Lexington Avenue, Brockton. Employers can get more information about the job fair and a registration form by visiting [www.careerworks.org](http://www.careerworks.org) or by contacting Andrea Kingman at 508-513-3442. All registration forms received by March 11 will receive early bird rate of \$199. After March 11, the price is \$225.

# Travel to Hong Kong & Thailand or China With the Chamber This Fall

Join the Metro South Chamber of Commerce for the adventure of a lifetime...

## HONG KONG & THAILAND

November 1-9, 2011



9 Days • Only \$2,649 inclusive

Bangkok • Pattaya • Ayuthaya • Hong Kong

Featuring: Golden Palace, Emerald Buddha, Anata Samakhom Throne Hall, Klong Tour Thonburi Canal trip, National Snake Farm & Leather Shop, Four Face Buddha, Coral Island beach, Nong Nooch, elephant ride, Pattaya Four Regions Floating market, Temples of Wat Yai Chai Mongkol, Wihan Phra Mongkhon Bophit, and Wat Phra Si Sanphet, Tsing Ma Bridge, Avenue of Arts, The Peak, Victoria Harbor, Peak Tram, Ngong Ping 360 cable cars, Repulse Bay and Stanley, a former fishing village.

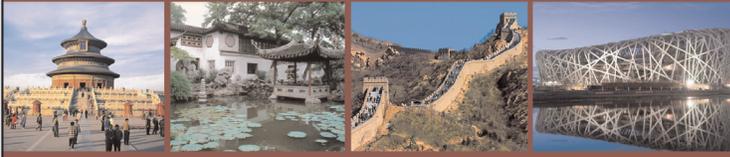
\* Prices includes roundtrip airfare, transportation to and from JFK, most meals, 4 and 5 star accommodations, deluxe bus tours, fluent English-speaking tour guides and entrance to attractions. \$200 deposit due April 15. For more information, contact Alison van Dam at 508.586.0500 x 222 or email [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com)

Join the Metro South Chamber of Commerce for the adventure of a lifetime...

## CHINA

November 1-9, 2011

For Only \$2,050.00



Beijing • Shanghai • Suzhou • Hangzhou

Discover what over 200 travelers in the region have seen and explored in the Chamber's 3rd Annual Trip to China

Featuring: Tiananmen Square, Temple of Heaven, Forbidden City, Summer Palace, Kunming Lake, Longevity Hill, Seventeen-Arch Bridge Great Wall, Ming Tombs Linger Garden, Tiger Hill, National Embroidery Institute, boat cruise on West Lake, Lingyin Temple, Economic Development Zone of Hangzhou, Yu Garden, the Bund, Pudong Economic Development Zone and Shanghai Carpet Mill.

## MassDevelopment Loans Help Local Company

MassDevelopment has provided two loans - a \$350,000 Gateway Cities loan and a \$145,200 Brownfield Redevelopment Fund loan - to 1200 Hoppy LLC, the real estate holding entity of David Lynch, who owns Lynch's Towing in Brockton. Lynch will use loan proceeds to clean up the contaminated property at 1200 Montello Street and undertake various construction projects.

Lynch purchased the property, the former location of Hoppy's Oil, in 2007. With petroleum contamination, the site had concerned Brockton city officials. The brownfields loan will support Lynch's site cleanup, and the Gateway Cities loan will help him complete improvements as the project progresses, including electrical work, masonry, roofing, and equipment. Lynch's Towing previously received a zero-interest loan from MassDevelopment's Brownfields Redevelopment Fund for site assessment.

"Without the tremendous assistance of Lou Texeira and the Mass Development team, I could not revitalize this location to its potential," said David Lynch. "MassDevelopment, Mayor Linda Balzotti and Mary Waldron of the Brockton 21st Century Corporation assisted me with understanding that a brownfields is not something to run away from but with the right resources, can be brought back on the tax rolls and bring jobs to the city. I am appreciative of MassDevelopment's approval of this loan to my business and to Brockton as a Gateway City."

MassDevelopment, the state's finance and development authority, works with businesses, financial institutions, and communities to stimulate economic growth across the Commonwealth. During FY2010, MassDevelopment financed or managed 238 projects in 104 communities across the state generating investment of nearly \$1.4 billion in the Massachusetts economy.

## Timberline Construction Building New Homewood Suites Hotel



Timberline Construction is the General Contractor for a 98 room Homewood Suites Hotel being built in Canton. This 4 story 80,000 square foot hotel project, owned and operated by Buffalo lodging, is located at 50 Royall Street just off exit 2B on Route 93 north. Situated on 2.3 acres this project is under construction with a completion date scheduled for June 2011. Timberline Construction self performs much of the site work and carpentry

## Shoe City Redemption Center



Lars Anderson

By Allison Dimaggio, Brockton Area ARC  
Have you ever driven by West Chestnut Street in Brockton and noticed Shoe City Redemption Center? Maybe you visit the building frequently to cash in your recyclables. But did you know that Shoe City is the contract company in partnership with the Brockton Area Arc that employs over one hundred individuals with intellectual and developmental disabilities?

The Redemption Center was started over 25 years ago with just a few individuals sorting cans and bottles. This was used as a way to teach individuals with

disabilities how to count, while giving them access to the community at the same time. It also promoted awareness to community members about programs like The Arc. Today, Shoe City Redemption Center processes about 216,000 bottles and cans a month and 3.2 million bottles and cans a year. Shoe City sees a lot of regulars that drop off recyclables every week, and they keep coming back to support The Arc. There are also several accounts for schools, churches, sports programs, boy scouts, etc. You can select to have your redemption donated to any of these accounts.

Shoe City employs 6 individuals, who each work three to five days a week under the supervision of Jean Snow-Haskell. If you would like to support Shoe City Redemption Center and The Brockton Area Arc, bring your cans and bottles down to 1250 West Chestnut Street! Visit [www.BrocktonAreaArc.org](http://www.BrocktonAreaArc.org) for more information about the programs and services provided to individuals with intellectual and developmental disabilities and their families.

using local labor.

The Suite concept for hotel design is gaining popularity. There are a combination of studio, one and two bedroom units each with a kitchen. There is an indoor swimming pool, spa, and exercise room that is very popular with guests. The Canton location makes it easy to visit vacation destinations Boston, the seacoast, or the mountains. Many of the units have access to adjoining

rooms to accommodate very large families or groups visiting the area. Other features include a first floor laundry room, gas fired fireplace, and executive center.

Timberline Construction is a full service General Contractor and Construction Management firm located in Canton MA. For more information, visit [www.timberlineconstruction.com](http://www.timberlineconstruction.com) or see member profile on page 12.

# Your Guide to the Restaurants, Online



- View participating restaurants and organizations with full contact information and websites. Updated daily
- View what each restaurant will be serving
- Learn where to buy your tickets, or purchase tickets online
- View photos and videos from past years and read integrated facebook feeds
- View the lineup of entertainment acts

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

## Follow the Taste on Facebook!

Visit the Taste of Metro South Fan Page and click the "Like" button! You will receive live feeds of newly added restaurants and media, learn what restaurants are serving, and expand the Metro South Community. Your support will help the event grow and continue to become more successful. Spread the word of the social and food event of the year! Visit [www.facebook.com](http://www.facebook.com) and search for Taste of Metro South, or click on the Facebook icon at [www.metroouthchamber.com/taste.html](http://www.metroouthchamber.com/taste.html).



## Friends Network Free at the Rox After Hours

April 28, 2011, The Shaw's Center



The Brockton ROX and The Shaw's Center will host a Business After Hours at the Shaw's Center, 1 Feinberg Way, Brockton, on Thursday, April 28, 5:30 pm- 7:30 pm.

In this special edition of the Business After Hours season, members are encouraged to "bring a friend" free of charge. This is a casual event that presents a great way to make business contacts so bring plenty of business



cards! The event is \$5 for Chamber members and \$15 for future-members. To register call Kim Prosper, 508-586-0500 x231.

The ROX open the 2011 season on Thursday, May 26 against the Worcester Tornadoes at 7:05pm for 4 consecutive days at home. Season tickets, mini-plans, flex packs and group outings are available by calling 508-559-7000. For more information, visit [www.brocktonrox.com](http://www.brocktonrox.com)



### RESTAURANTS

- Art Kitchen at Fuller Craft Museum • Baypoint Rehabilitation  
 Bella's II Pizzeria Seafood & Grille • Belle Epoque Café & Bakery  
 Bertucci's Brockton • Blue Hills Brewery • Brazil Grill • Britley's Cupcakes  
 Brockton High School Fine Arts Café • Brockton Rox  
 Burrito Wraps, Mexican Grill • Chili's Bar and Grill • Christina's Fireside Grille  
 Christo's, Inc. • Edible Arrangements • Freda's Restaurant  
 Fresh Catch Restaurant & Sushi Bar • Good Samaritan Medical Center  
 Gourmet Cafe • Halfway Café • Heights Crossing  
 Helen's Pancake Mix • Honest Tea • Josephines Famous Foods  
 Just Desserts Bakery & Café • McGuiggan's Pub • Mia Regazza Restaurant  
 Montilio's Baking Company • Narragansett Brewing Company • Panera Bread  
 Shake Those Pounds Nutrition Center • Signature Healthcare • Starbucks Coffee  
 Stoneforge Grill • Tamboo • Tastefully Simple • Texas Roadhouse  
 The Breakfast Connection • The Shaw's Center • Trader Joe's • X & O Restaurant
- More restaurants to come!**

### ORGANIZATIONS

- 1460AM WXBR • Baypointe Rehabilitation • Boston Masspass • Brockton Rox  
 Brockton Visiting Nurse Association • Crescent Credit Union  
 Good Samaritan Medical Center • Metro South Chamber of Commerce  
 Old Colony Elder Services • Rob Peters Entertainment  
 Signature Healthcare • WATD 95.9 FM
- More organizations to come!**

### ENTERTAINMENT

- Brockton High School Jazz Band • Rob Peters Entertainment  
 Brockton Symphony Orchestra Chamber Group
- More entertainment acts to come!**



A portion of the proceeds will be donated to the Chamber of Commerce Foundation for Education.

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## Do You Know A Business That Deserves Recognition?

### Small Biz & Entrepreneur of the Year Awards

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

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

*Nominating someone is easy...*

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

#### Criteria...

**Employment/Staying Power.** The Small Business of the Year nominee must have been in business for a minimum of three consecutive years under the current ownership, and have less than 50 full-time equivalent employees. The Entrepreneur of the Year nominee must have been in business less than three years, and have fewer than 10 full-time equivalent employees. **Growth.** The nominee should demonstrate growth in employees, revenues, and profitability. **Innovation.** The firm should demonstrate creativity and imagination in the development of its business or in its product or service. **Social Responsibility.** Nominees should reflect internal and external social responsibility.

Nominations are due by April 22, 2011. Call the Chamber office at 508-586-0500 ext 231 for more information.. Winners will be announced at the **Small Business Awards and Expo on Wednesday, May 18, 10:30 am - 3:00 pm** at the Shaw's Center in Brockton. Register for this event online: [www.metroouthchamber.com/register.html](http://www.metroouthchamber.com/register.html).



Left: Patricia Winberg, Topnotch Design Studio, 2010 Entrepreneur of the Year. Right: Stephen Priso, Priso's Market, 2010 Small Business of the Year



#### Prior Small Business of the Year Recipients

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

#### Prior Entrepreneur of the Year Recipients

2009 Michelle Cully, XPressman Trucking & Courier  
2008 Robert Monahan of UPPAbaby  
2007 Howard Wright of Wright Technology  
2006 Rob Peters of Rob Peters Entertainment  
2005 Jeffrey Chrzanowski of Spark Street Autobody  
2004 Charles Bernard of The DJ Experience  
2003 James Messinger of The Crazy Chefs Caterers  
2002 Jerome Offutt of Top Quality Staffing  
2001 Randy Yanoff of Eye of the Tiger Karate

### 13th Annual Athena Awards

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

Sponsored by: **HARBORONE**  
Credit Union

The Metro South Chamber of Commerce and HarborOne Credit Union are pleased to announce the 2011 ATHENA Awards program. The program was created in 1982 and has expanded to over 350 cities in the United States, Russia, and Canada. It is presented in the form of a hand-cast bronze sculpture, symbolizing the strength, courage and wisdom of the recipient.

The Metro South Chamber of Commerce believes in the values underlying the ATHENA Foundation's philosophy of incorporating the talents and expertise of women into the leadership of our businesses, our communities, and our government. The spirit of the ATHENA Program is captured in the following quotation from Plato: "What is honored in a country will be cultivated there." By honoring exceptional leaders, others will be encouraged to excel.



2010 ATHENA Award Recipient Anne DeMinico, Executive Director, St. Joseph's Manor

On Thursday, June 16, the Metro South Chamber of Commerce will present the ATHENA Award to an exceptional individual who has achieved excellence in his/her business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential. The speaker is Carol Hardy-Fanta from the Women in Politics and Public Policy at UMass Boston. (See page 8.)

To nominate an individual, please contact Kim Prosper at 508.586.0500 ext 231. An ATHENA Award nomination form will be mailed upon request. **Nominations are due by May 6.**

#### Prior ATHENA Recipients

2009 Sue Joss, Brockton Neighborhood Health Center  
2008 Vanessa Tierny, Brockton Area Multi-Services  
2007 Susan Szachowicz, Brockton High Principal  
2006 Loretta Degrazia, East Coast Petroleum  
2005 Marianne Wroble Cox, WXHR 1460am Radio  
2004 Shailah Stewart, Brockton Public Schools  
2003 Linda Faria Braun, The Adult Learning Center  
2002 Christine Karavites, Proteas Consulting  
2001 Barbara Duffy, My Turn, Inc.  
2000 Noelle Foye, Brockton Elementary School Nurse  
1999 Janice Cunningham, East Bridgewater Police

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# Mayor, Healthcare, Census at Breakfast

Photographs by Rich Morgan, [www.richmorganphotography.com](http://www.richmorganphotography.com)  
Entertainment by Rob Peters, [www.robpetersentertainment.com](http://www.robpetersentertainment.com)



Mayor Linda Balzotti,  
City of Brockton

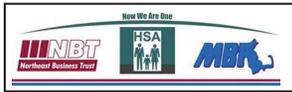


Arthur Bakis, Information Services  
Specialist for the U.S. Census Bureau



Jeff Liebman, New President & CEO  
of Good Samaritan Medical Center

Sponsored by:



Jeff Rich, Health Services Administrators  
(HSA). See page 9 for open enrollment.



Fran Dillon, Stonehill College, Emcee of the  
event held at the Shaw's Center, Brockton.



Rob Peters of Rob Peters Entertainment  
conducts a special networking session.

# ATHENA Awards Recognize Women

Thursday, June 16, 2011, The Shaw's Center, Brockton

On Thursday, June 16, at the Shaw's Center, Brockton, the Metro South Chamber of Commerce and HarborOne Credit Union will present the 13th Annual ATHENA Award during a special breakfast to an exceptional individual who has achieved excellence in his/her business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.



Carol Hardy-Fanta

The ATHENA Awards Program was created in 1982 and has expanded to over 500 cities in the United States, Russia, Canada, China, The United Arab Emirates and the United Kingdom. The Metro South Chamber of Commerce believes in the values underlying the ATHENA Foundation's philosophy of incorporating the talents and expertise of women into the leadership of our businesses, communities and government.

The featured speaker is Dr. Carol Hardy-Fanta, Director of the Center for Women in Politics and Public Policy at UMass Boston's John W. McCormack Graduate School of Policy and Global Studies. Dr. Hardy-Fanta is a nationally recognized scholar on Latina/o politics and has published widely on the intersection of gender, race and ethnicity in politics and public policy. Her public policy focuses on benchmarking women's economic and political progress.

The breakfast awards program will run from 9am-10am with the ATHENA Woman's Expo running from 8am - 11am. Tickets are \$25 for members and \$35 for future-members, and expo tables are \$99. To register or to nominate an individual for an ATHENA award, please call Kim Prosper at 508.586.0500 x 231, or visit [www.metroouthchamber.com](http://www.metroouthchamber.com).

# Workers May Qualify for EITC



Low to moderate-income families in the Greater Brockton area are again eligible for this free service. Most people can get their state refund in 3 to 5 days and their federal refund in about 7 days saving hundreds of dollars in tax preparer and loan fees. With both the federal and state tax credits, workers may get up to \$5,666 in refunds. Workers can claim both the federal and state EITC, even if they do not owe income tax, simply by filing federal and state income tax returns. You will receive a state credit equal to 15% of the federal amount. Millions of eligible workers risk missing out on these important federal tax benefits which are also matched to a lesser degree by the state.

Trained volunteer tax preparers are available at two sites in the city:

**HarborOne's Multicultural Banking Center**, 68 Legion Parkway, Mondays from 4 to 7 PM from February 7 through April 11 with the exception of February 21 and

**Self Help's Healthy Housing and Community Resource Center**, 142

Crescent Street, Saturdays from 9 AM to 3 PM starting February 5 and Tuesday evenings from 4 to 7 PM starting February 7.

### Who Is Eligible?

•Workers who were raising one child in their home and had income of less than \$35,463 (or \$40,463 for married workers) in 2009 can get an EIC of up to \$3,043.

•Workers who were raising two children in their home and had income of less than \$40,295 (or \$45,295 for married workers) in 2009 can get an EIC of up to \$5,028.

•Workers who were not raising children in their home, were between ages 25 and 64 on December 31, 2010, and had income below \$13,440 (or \$18,440 for married workers) can get an EIC up to \$457.

Taxpayers should bring: All household W-2 and/or 1099 forms, Social Security Cards for yourself, your spouse and all dependent children from your household. Also bring a valid driver's license or photo ID and proof of health insurance.

Call 508-588-4049, ext 116 for more information.

# Open Enrollment for Health Insurance

This is an excellent opportunity for Chamber of Commerce members to review their benefit options, to make changes to their health coverage plans, and to enroll any eligible employee who may have previously waived coverage.

This open enrollment is also an opportunity to learn about the various products Health Services Administrators offers to members, such as health savings accounts (HSA) health plans; a new Health Reimbursement Account (HRA) arrangement, and a Flexible Spending Account (FSA) which provides a pre-tax benefit to both employers and employees.



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

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

# Expanded Health Insurance Services Via Web



We are pleased to announce our expanded relations with Health Service Administrators (HSA). The Chamber in combined efforts with

HSA is offering to all members the One Resource Solution website. The One Resource Solution offers the most up to date information and resources about today's health plan choices allowing you to make informed decisions about choosing a health plan for you, your business, your employees and your families. Whether your questions pertain to comparing health plan benefits (from ALL state approved providers), how to get access to a variety of plans with affordable rates, or how the changing health care platform may affect an employer, the Chamber Team at HSA can help. For more information, click the "Affordable Health Insurance" link at [metroouthchamber.com/insurance.html](http://metroouthchamber.com/insurance.html).

To Advertise in this Newsletter,  
Contact Bonnie Brunetti, 508-638-5582.

# Social Media Workshop Series for Business



## Marketing Strategies Using Social Media

Wednesday, April 20, 2011  
9:00 am - 11:00 am

Join us for this FREE workshop will you will receive a basic overview of social media tools to include: search engine optimization (SEO), social networking (Facebook, LinkedIn, Twitter, YouTube and Myspace), Blogs and e-newsletters.

## Using LinkedIn & Facebook for Your Business

Wednesday, May 11, 2011  
9:00 am - 11:00 am

Join us for this FREE workshop where you will learn a basic walkthrough of both networks to include: overview of social networking, setting up personal profiles, identifying business to business (B2B) and business to consumer (B2C) uses, building business profiles on each network, and monitoring results.

## Tweets & Blogs: How This Can Help With SEO

Wednesday, June 8, 2011  
9:00 am - 11:00 am

Join us for this FREE workshop where you will learn a basic overview of Twitter and blogging, how they work with search engine optimization (SEO), investigating their uses along with three recognized blogging platforms (Wordpress, Typepad and Blogger), Widget and conversion mechanisms, structuring of blogs, ideas for writing and case studies of different types of blogs.

All workshops are free and will take place at Crescent Credit Union, 115 Commercial Street, Brockton. For registration/information, contact Tammi or Alison at the MSBDC at 508-673-9783 or register online at [www.msbdc.org/semass](http://www.msbdc.org/semass) and click on Event Calendar. Funded in part through a cooperative agreement with SBA.

# Brockton Promotes Economic Development

Mayor Linda M. Balzotti is pleased to announce that Brockton's community and economic development initiatives are well underway, heralding a new era of revitalization in Brockton.

In July 2010, Balzotti re-established the Brockton Redevelopment Authority. The mission of the BRA is to equitably distribute federal Community Development Block Grants (CDBG) for the benefit of all Brockton residents. In addition to full-time staff members, the BRA also has a Board of Directors. This month, Marc Resnick was named Executive Director of the Brockton Redevelopment Authority. Resnick, has over two decades of planning experience, and has most recently been the Foxborough Town Planner since 2001. While in Foxborough, he managed the municipal review of plans and site construction for Patriot Place at Gillette Stadium and coordinated the planning, rezoning, and permitting for the redevelopment of the 150-acre Foxborough State Hospital site.

This week, McCabe Enterprises began work as the development planning consultant to the Brockton 21st Century Corporation. The Massachusetts Department of Community Housing and Development awarded the Brockton 21st Century Corporation \$90,000 in

October 2010 to fund the hiring of a consultant to focus on: downtown redevelopment including moving project forward and developing a pipeline of potential development, community stabilization opportunities and neighborhood revitalization efforts in the Campello neighborhood. Kathleen McCabe, the Principal of the Boston-based McCabe Enterprises, has a strong background in planning and economic development. The McCabe team working with B21 will include: Urban Planner Jen Mecca, lawyers Betsy Lane and Jeanne McKnight of Kopleman & Page PC; and Peter Bradley of Project Management and cost.

Rian Amiton has been hired as the city's new Junior Planner. As Junior Planner, Amiton will focus on: site plan and development impact review; demographic analysis; conducting planning studies relative to land use, open space, housing, economic development and transportation. For more information about the Brockton Redevelopment Authority, please call (508) 586-3887. For more information about the Brockton 21st Century Corporation, please contact Mary Waldron at (508) 586-0021. For any other questions, please call the Mayor's Office at (508) 580-7123.

# Networking, Leads at St. Joseph Manor



Rob Sheldon, ABC Specialtees,  
Matt Pilczak, McCall Ambulance Service



John Lloyd, OnPoint Coaching,  
Susan McKenna, BAWIB



Paul Key, Father Bill's & Mainspring,  
Filomena Veiga, Prudential



Brian Hemmert, Patch.com,  
Fransisco Hernandez, Burrito Wraps



Sandii Rollok, WATD 95.9 FM, Murry Vetstein, Source4,  
Karen Slaby, Family & Community Resources



Lourdes Nieves, Harborone Credit Union,  
State Representative Michael Brady



Delicious food served at  
St. Joseph Manor in Brockton



Anne DelMinico and Patricia Shaheen, St. Joseph Manor,  
Honey Cooper, John Cooper Paving & Sealing

St. Joseph Manor, located at 215 Thatcher Street, Brockton provides short-term rehabilitative care, long-term care, respite care and an adult day health program. For more information, visit [www.sjmbrockton.org](http://www.sjmbrockton.org) or call 508-583-5834. Photos by RichMorganPhotography.com.



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www.miaregazza.com  
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Ms. Rachael Phinney  
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Boston, MA 02110  
(617) 778-1200 Ext:106  
*Attorneys*

## Metro South Chamber Members Bowl for Charity



Members and staff of the Chamber at a recent charity event at Boston Bowl in Hanover.

## Free Costco Shopping Day for Chamber Members



Metro South Chamber Members are invited to join us for Costco Wholesale's FREE Shopping Day on Saturday, March 12, 2011 from 9:30 am - 6:00 pm. Brought to you by Costco

Wholesale and the Metro South Chamber of Commerce, please pick up a Free Day Pass flyer at the Metro South Chamber or Costco located at 120 Stockwell Drive, Avon. Shop during the event with a FREE Shopping Pass or become a Costco member and receive: 2 Money Saving Membership Options. 1) \$10 Costco Cash Card for a \$50 GoldStar Membership. 2) \$20 Costco Cash Card for a \$100 Executive Membership.

## Career Day at Shaw's Center

**April 12th**  
**8:15-11:45**

The Enterprise Newspaper In Education (NIE) program is proud to announce its 14th Annual Career Day sponsored by The Enterprise, Brockton Area Workforce Investment Board, Rotary Club of Brockton, Brockton Public Schools and the Metro South Chamber of Commerce. This event will be held on Tuesday, April 12th at The Shaw's Center in Brockton from 8:15-11:45.

This initiative is designed as an opportunity to build stronger connections between schools and the community. By connecting schools with area businesses, students can see the meaning and relevance of what they are learning in school, invigorating the school culture and the classroom, while they begin to consider their potential careers.

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

## RENEWING *Members Thank You!*

Battles Farm Village Apartments  
Bella's Pizzeria II Seafood & Grille  
Bill's Taxi/A & A Metro Transportation  
Boys and Girls Club of Brockton, Inc.  
Brockton Rox  
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Central Glass Company, Inc.  
Columbia Gas of Massachusetts  
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National Grid  
Northeast Visionlink  
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Old Colony YMCA  
Peter & Elaine Leahy  
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Reed, Adami & Kaiser, P.C.  
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Timber Lanes, Inc.  
WATD 95.9FM  
Westgate Hotel & Conference Center  
Westgate Mall  
William E. Beyer Design

## May Membership Month Kicks Off With Drive, May 4



May is membership month at the Chamber. The month-long campaign will kick off on **Wednesday, May 4** at Stonehill College with a focused call drive to area businesses that can benefit from joining the Chamber's network. The **Membership Drive** will take place at Merkert Tracy Hall at **Stonehill College from 8:30 am - 4:30 pm**. If you are a Chamber member who would like to participate in the drive in order to form a stronger business community and express to others what Chamber membership has meant to you, please contact John Nesti at 508.586.0500 x 229 or email [jnesti@metroouthchamber.com](mailto:jnesti@metroouthchamber.com). We are also accepting prize donations for drive participants.

### *Join the Chamber Today!*

Becoming a member of the Metro South Chamber of Commerce provides your business opportunities to accelerate its growth. When you join the Chamber, you become a leader within the business community and a member of the region's most dynamic advocacy organization. Membership means potential new business prospects, new savings, access to valuable resources and information, access to health and dental plans, a variety of marketing opportunities and more, for you and your business.

If you are not currently a Chamber

member, take this opportunity to listen to someone who is. Chamber membership is affordable no matter how small your business - 70% of our members have 10 or fewer employees - and it provides your business with tremendous opportunity.

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

## Black History Month - Connecting Activities



Students proudly display a 6 ft poster board containing biographical information on Brockton Educators, Bo and Eugene Marrow at the 3rd Annual Black History Month Exhibition held on February 17, 2011. Pictured: Jason McCarthy, Eugene Marrow, Jonathan Beckford, and Bo Marrow.

## Brockton Diversity Business Celebration

Thursday, March 3, 2011 • THRIVE Award Presentation

The Brockton 21st Century Corporation in conjunction with Mayor Linda M. Balzotti and the Brockton City Council will be holding a Diversity Business Celebration on



This event is being coordinated as a way of continuing to provide technical assistance and outreach to business owners in the City of Brockton. Small businesses create and retain jobs and are the backbone of our community that help us "THRIVE" not just survive!

**Thursday, March 3rd, 2011 at the Shaw's Center from 4:30 p.m. - 7:30 p.m.** Stakeholders involved include the Metro South Chamber of Commerce, Small Business Administration (SBA), SCORE, SEED, MassDevelopment, MSBDC and the Supplier Diversity Office (SDO). The program goals are to: **recognize** the various businesses and their impact on the local economy, bring **awareness** of the available resources at their fingertips, **educate** the various businesses on new developments, programs financing seminars and workshops readily available and to **award**, through a ceremony, selected businesses so that their personal success stories can be shared.

The event agenda includes keynote speaker Mayor Linda Balzotti in addition to a panel discussion by the stakeholder organizations offering advice and information. Light fare and refreshments will be served throughout the duration of the program

Those interested in attending should contact the Brockton 21st Century Corporation at 508-586-0021 or email [smallbusiness@brockton21.com](mailto:smallbusiness@brockton21.com). This event is free to attend, but RSVP is mandatory. If you are a woman and/or minority owned business, entrepreneur or start up business in Brockton, this event is for you.

## MEMBERProfile

### Wireless City



Mary Charest, Store Manager

*What is unique or special about your firm:*

Our local ownership and management enables Wireless City to develop longstanding relationships with our customers. As a Premium Retailer for Verizon Wireless, we pride ourselves on investing in the communities we serve.

*Awards, honors, Recognitions:*

Recognized as a "Top Retail Company" by Inc 5000 in 2010. Verizon Wireless Top Agent Regional Growth 2010.

*Main Business Objective:*

Wireless City provides Metro South Consumers and Small to Mid size business with the personalized service of a Wireless Expert, combining the latest wireless technology with Verizon Wireless' Award Winning Network.

**Address:** 1274 Main Street  
Brockton, MA 02301  
(508) 559-2355  
[www.wireless-city.com](http://www.wireless-city.com)

**Year Established:** 2005

**Products and Services:**

Verizon Wireless Premium Retailer

**Number of Employees:**

10 serving Metro South, 120 Nationally

**What is your market area?**

Greater Boston

**What Markets do you serve?**

Consumer and Small to Mid size business

## The Ambassador Team • Win-Win Opportunity!

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

The next **Ambassador meeting** will meet on Wednesdays, **March 2 and April 6** from 8:00 - 9:00 am at the Metro South Chamber of Commerce.

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

## Employment Law Update, What You Need To Know



Thursday, April 28, 2011, 8:00 am - 11:30 am

Irish Cultural Centre, 200 New Boston Drive, Canton

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

- Health Care Reform
- Criminal Offender Record Information (CORI) Reform
- Legal Issues Regarding Social Networking
- Wage and Hour Law
- Privacy Issues

Registration and networking will begin at 8:00 am. The cost of this workshop is \$49 for members and \$69 for non-members and includes coffee, full breakfast, and extensive handouts including best practices. RSVP for this event by contacting Kim Prosper at 508.586.0500 x 231, email [kprosp@metrosouthchamber.com](mailto:kprosp@metrosouthchamber.com), or register online at [www.metroouthchamber.com/register.html](http://www.metroouthchamber.com/register.html).

Murphy, Hesse, Toomey & Lehane, LLP is a multi-service law firm based in Quincy, Boston and Springfield. One of the 50 largest firms in Massachusetts, their years of experience and resources offer clients a wide range of legal services while maintaining a "hands-on-touch" that is important in Client-Attorney relationships. For more information about Murphy, Hesse, Toomey & Lehane, visit [www.mhfl.com](http://www.mhfl.com).

## MSBDC Marketing Workshop at the Chamber

Leave Your Competition in the Dust!

Tuesday, May 24, 2011

8:30 a.m. Registration, Workshop 9:00 a.m. - 11:00 a.m.

Metro South Chamber of Commerce, 60 School Street, Brockton



Times are tough. But this is not the time to cut your marketing efforts and budget. Come and learn low cost ways to actually increase your market penetration and sales revenue at this FREE workshop. We will be discussing marketing and sales tactics including: branding, promotion, pricing, networking and e-tools.

For Registration contact Alison Moriarty at the MSBDC @ 508-673-9783 or register online @ [www.msbd.org/semass](http://www.msbd.org/semass) under Event Calendar.

## Chamber Affiliation News & Events

To become an affiliate organization of the Chamber, contact John Nesti at 508.586.0500 x 229 or email [jnesti@metrosouthchamber.com](mailto:jnesti@metrosouthchamber.com).

Join the **Stoughton Chamber of Commerce** for their **March Dinner Meeting on Tuesday, March 8, 5:45pm-8:30 pm**, hosted by the Old Colony YMCA in **Stoughton**. The meeting topic will be Marketing Strategies Using Social Media. For more information, visit [www.stoughtonma.com](http://www.stoughtonma.com) or call 781-297-7450.



Norwell Chamber of Commerce

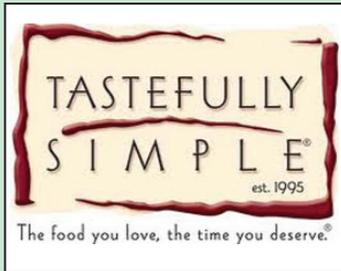
The **Norwell Chamber of Commerce** will hold a **Business After Hours** event at **Rockland Trust** on **March 16, 5:30 pm - 7:00 pm**. All are welcome to attend. The event is free, so come to Queen Anne's Plaza (corner of Rt. 228 & 53), Norwell and enjoy some light refreshments and networking. Hope to see you there! Please RSVP: <http://norwellchamberofcommerce.com>

The **East Bridgewater Business Association** works to "promote a healthy business environment in East Bridgewater and to provide services to assist its members including education, networking and fellowship." For more information, visit [www.eastbridgewaterbiz.com](http://www.eastbridgewaterbiz.com)



## Buy Local From These Chamber of Commerce Members

### Tastefully Simple



Contact Barbara Maraglia: 508-269-7689  
www.tastefullysimple.com/web/bmaraglia

From main dishes to desserts, we offer a wide variety of easy-to-prepare foods and gifts for every day & every occasion. Our products can be enjoyed right out of the package or prepared within minutes! We offer a wide selection of convenient, easy-to-prepare foods designed to help people spend less time in the kitchen and more time enjoying the rest of their lives. Our products are available through independent Tastefully Simple consultants primarily at home taste-testing parties nationwide. Call Barbara Maraglia!

### N-Hance



16 Russell Trufant Road, Carver • 781-561-5263  
www.nhance.com/southshore

N-Hance, with over 150 franchises, provides a system for renewing a variety of woods used for floor and cabinetry. From San Francisco to New Jersey, homeowners, proprietors, real estate investors and apartment building owners are enjoying an alternative for replacing worn floors and kitchen cabinets. The N-Hance process thoroughly cleans the surface, removes old coatings, repairs damaged areas, and applies an elegant, durable, and protective finish.

### Chili's Grill & Bar



726 West Center Street, West Bridgewater  
508-427-9906 • www.chilis.com

General Manager Joe Costa invites you to stop by soon for lunch specials ranging from \$6.99-\$8.99. Call ahead seating and call ahead eating means your meal will be cooked and ready for you upon arrival. Enjoy Happy Hour appetizer specials Monday through Friday, 3pm-6pm, 9pm-close, and all day Sundays. Savor the sizzle at Chili's, conveniently located right off Rt. 24 at exit 16B in W. Bridgewater. Make sure to stop by the Chili's table at the Taste of Metro South on March 23.

### H&R Block Business Services



District Manager Mary Morgado, Tax Associate Rachelle Pericles and Business Services Coordinator Michael Lemke at the Westgate Drive location.

165 Westgate Drive, Suite A, Brockton  
508-588-5659 • www.hrblock.com

H&R Block specialists partner with you to alleviate the burden of administrative tasks so you can focus on your core revenue-generating business activities. By providing year-round expertise and one-on-one attention, H&R Block Business Services can provide the solutions you need to keep your business running smoothly. We'll make it easy by offering a full range of business services including bookkeeping, payroll, tax preparation and advisory services.

### Timberline Construction Corporation



300 Pine Street, Canton • 339-502-5000  
www.timberlineconstruction.com

Timberline Construction is a full service General Contractor and Construction Management firm. We have a varied portfolio that includes work in sectors that include retail establishments, restaurants, wireless telecommunications installations, commercial healthcare, higher education and hospitality. Timberline Construction was started in 2002 by Stephen P. Kelly. Today, the company has gross revenues of \$25 Million with 85 employees. To learn more, contact Rich Gladdy.

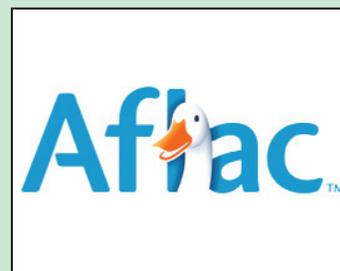
### Servpro of Weymouth



PO Box 15, South Weymouth • 781-337-0344  
www.servproofweymouth.com

When it's Your Home or Business, the Restoration Company You Choose Matters. SERVPRO of Weymouth is the #1 Choice for Restoration. Whether it's fire, smoke, water removal, mold remediation, or any other unforeseen disaster, SERVPRO is committed to restoring your home or business back to the way it was: Like it never even happened.® That's why insurance professionals, adjusters, and customers have relied on Servpro of Weymouth for more than two decades.

### Aflac - Brockton



Contact: Angel Nieves • 508-232-0197  
angel-nieves@us.aflac.com • www.aflac.com

AFLAC offers a full range of employee benefits such as Accident, Cancer, Disability, Life, Dental, Critical Illness, and Hospital Insurance at ZERO cost to the employer. We do not change or replace any existing benefits an organization may already have in place and we help a business save money with their payroll taxing. To learn more about AFLAC benefits please contact your local AFLAC agent Angel Nieves at 508-232-0197

### JOIN THE CHAMBER FOR GREAT BENEFITS

## YOUR BUSINESS PROFILE HERE...

...When You Join the Chamber.  
Call John at 508.586.0500 x 229,  
or email:  
jnesti@metrosouthchamber.com

60 School Street, Brockton • 508-586-0500 x 229  
www.metroouthchamber.com

Join the Chamber and network your business to success! The Chamber hosts informative meetings, networking events, and puts you in touch with your legislators. We also offer marketing and advertising opportunities, referrals, publicity and exposure. In addition, we offer Health Insurance packages and access to Comcast Savings, Discounts, and Energy Purchasing Programs. Call John to learn more today!

## BUSINESS EVENTS *Planner*

### March 11

#### 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, \$15 future-members  
Please RSVP at 508.586.0500 ext. 225

### March 18

#### Cellular Connection Ribbon Cutting

11:00 am - All Day  
Cellular Connection  
371 Centre Avenue, Abington

Help celebrate the grand opening of Cellular Connection in Abington with a ribbon cutting, networking, entertainment, giveaways and more.

Free to Attend  
Call 781-261-9747 for more information.

### March 23

#### 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. www.metroouthchamber.com/taste.html

Tickets: \$25 in advance, \$30 at the door.  
For more information, call 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**

### April 13

#### Business After Hours

5:30 pm - 7:30 pm  
Brockton Visiting Nurse Association  
500 Belmont Street, #200, Brockton

Enjoy networking at a Chamber member business. Refreshments will be served. Do not forget your business cards! Co-sponsored by Old Colony Hospice.

Tickets: \$5 members, \$15 future-members  
For more information, call 508-586-0500 ext. 231

### April 15

#### Legislative Luncheon

12:15 pm - 1:45 pm  
Massasoit Conference Center  
770 Crescent Street, Brockton

Join other Chamber members for this opportunity to interact with legislators. \*Speaker TBA. Date subject to change.

Tickets: \$39 members, \$49 non-members  
For more information, call 508-586-0500 ext. 225

### April 28

#### Business After Hours

5:30 pm - 7:30 pm  
The Shaw's Center  
1 Lexington Avenue, Brockton

Enjoy networking at a Chamber member business. Refreshments will be served. Do not forget your business cards!

Tickets: \$5 members, \$15 future-members  
For more information, call 508-586-0500 ext. 231