

# Actionreport



March  
2012

www.metroouthchamber.com

Leading Businesses  
Leading Communities



## CHAMBER MISSION

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



Jack Conway, page 5



Laurie Grunin, page 7



Day & Night Market, page 10

## CONTENTS

Calendar of Events	3
Good News	4
Taste of Metro South	6
Renewing Members	10
New Members	10
Member Profiles	12

## "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** along with 100 other door prizes.

### Tickets Available Now!

\$35. Must be purchased in advance. Visit: [metrosouthchamber.com/taste.html](http://metrosouthchamber.com/taste.html) for more information.

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

## Legislative Luncheon; Let Your Voice Be Heard

April 12 or 13, 2012, 12:00 pm

Sponsored  
by:



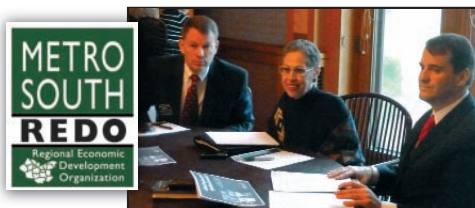
The 2012 Legislative Luncheon is scheduled tentatively for **either April 12 or April 13 at 12:00 pm**. The event will be held at Bridgewater State University in the Campus Center Ballroom.



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 Former U.S. Congressman Bill Delahunt, 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 [events.metroouthchamber.com](http://events.metroouthchamber.com).

## Metro South Region Forming Deeper Partnerships

Dr. Susan Windham Bannister, President & CEO of the Massachusetts Life Sciences Center Holds Strategy Session with REDO Partners



Peter Neville, Chair of the Chamber Board, Dr. Susan Windham Bannister, and Christopher Cooney, Chamber President & CEO

The Metro South Chamber of Commerce and the Massachusetts Office of Business Development (MOBD) recently announced a new partnership designed to generate more economic development dialogue and activity within the region. At meetings drawing from many of the towns that comprise the Metro South region, representatives from business, government and economic development met to discuss issues of individual and mutual importance. MOBD selected the Metro South Chamber as one of

For more information see page 5

## Chamber Testifies Against 10% Water/Sewer Hike

The Brockton Water Commission recently held a hearing to consider a rate increase where Chamber President & CEO Christopher Cooney, CCE, presented data showing the impact of the current water/sewer pricing structure upon high water users. "Brockton's six-tiered structure is stacked against business and dissuades them from growing here. This structure is from the days when Brockton was out of water capacity. Now, Brockton has ample water resources and would be well served by making water use more attractive to businesses with a more progressive and innovative water rate schedule," said Chamber President & CEO, Christopher Cooney, CCE. Cooney presented data showing comparative water/sewer pricing for Brockton businesses when compared with many gateway cities and surrounding towns. Brockton's rates were among the highest yet it has the ability to adjust its schedule to become more attractive to large water users. The Chamber has requested the water commission update the six-tiered schedule to reflect the new reality that Brockton has a valuable asset (desalination plant) it could use to attract and retain business.

## 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 Tutto Bene

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



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

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

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

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

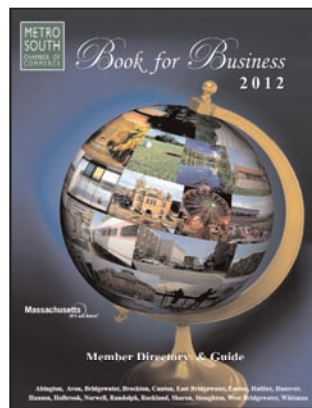


### FEEDback Forum with the Phantom Gourmet: Wednesday, April 18



4:00 pm, Tutto Bene (Prior to Business After Hours)  
Restaurant industry representatives are invited to speak with Dave Andelman, President of the Restaurant and Business Alliance & CEO of Phantom Gourmet. Join us and share your questions and concerns for the Massachusetts Restaurant and Business Industry. RSVP to Kimberly Prosper, [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com), 508.586.0500 x 231. Visit [www.restaurantandbusinessalliance.com](http://www.restaurantandbusinessalliance.com).

## Book For Business Arriving This Month



The Chamber of Commerce will be distributing the **2012 Metro South Book for Business** this month. 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, highlighting hotels, golf courses, industrial parks, town halls and other points of interest. "This year's Book for Business features 100 pages of information useful to residents, visitors, and businesses in the Metro South region. It places the entire Chamber membership at your fingertips," said Christopher Cooney, President and CEO of the Chamber. Copies of

the Book for Business will be distributed throughout the region to banks, real estate offices, town hall offices, all Chamber members, area colleges, and sent to all relocating businesses and families interested in the Metro South area. For more information, contact Alison at 508.586.0500 x 222, [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com).

## 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:

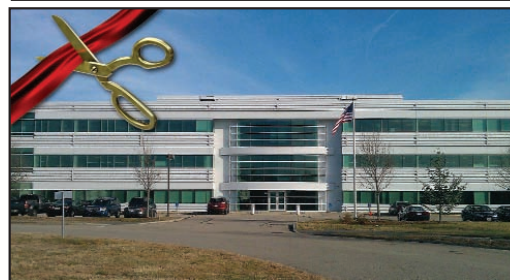
Small Business Counseling (SCORE)

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 21, 2012 and April 18, 2012**. Contact CareerWorks at 508.513.3400 for further workshop information.



## LoJack Ribbon Cutting Ceremony, Canton



GET IT BACK WITH  
**LOJACK**

Thursday,  
March 29, 2012

Join us on **Thursday, March 29** from 2-4pm as we celebrate the **Grand Opening/Ribbon Cutting of LoJack Corporation** global headquarters at **40 Pequot Way in Canton**.

The ribbon cutting ceremony will take place at 2:15 pm, with tours, refreshments and appetizers throughout the day.

LoJack Corporation, the world-wide leader in finding and recovering a wide range of stolen mobile assets including cars, construction equipment and motorcycles, has moved its global headquarters to Canton, Massachusetts. Prior to the move, LoJack had three separate offices; two in Westwood and one in

Canton. The new building is home to approximately 200 employees who reside throughout Massachusetts, Rhode Island and New Hampshire.

Since inventing the stolen vehicle recovery market more than 25 years ago, LoJack has expanded its core competencies into other areas, including the prevention, detection and recovery of stolen cargo and finding and rescuing of people with cognitive conditions such as autism or Alzheimer's.

For more information, call 781-203-4200, visit [www.lojack.com](http://www.lojack.com) or email [corporatecommunications@lojack.com](mailto:corporatecommunications@lojack.com).



## GOVERNMENTAffairs

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

Friday, March 9, 2012

Join us on March 9, 12:00 pm at the Chamber, 60 School Street, Brockton for our monthly Government Affairs Meeting. The guest speaker will be **State Representative Louis L. Kafka**.



Representative  
Louis L. Kafka

Louis L. Kafka (D), first elected in 1990, represents the Eighth Norfolk District, serving the towns of Sharon and Stoughton. He is currently Chair of the Steering, Policy and Scheduling Committee.

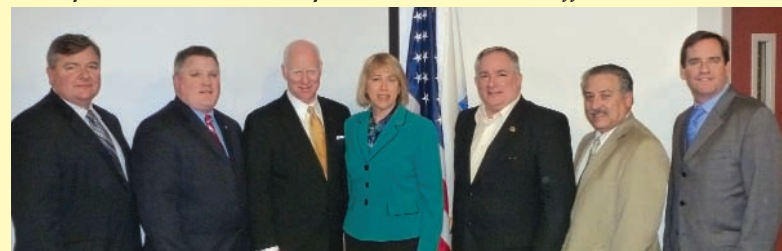
Kafka received his BA from the University of Miami and his JD from the

New England School of Law. He worked for Pathways Incorporated in Boston before becoming Staff Director for the Office of State Senator William Keating. Kafka has also been a part of the Sharon Recreation Committee and the Democratic Town Committee.

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



### Representative Webster Speaks to Government Affairs Committee



At the February Government Affairs Meeting: Jim Murphy, TRACEY Environmental; Philip Carver, UMass Boston; State Representative Daniel Webster; Sue Joss, Chair of Government Affairs Committee; Brockton Neighborhood Health Center; Frank Lynam, Whitman Town Administrator; Pat Caramella, Old Colony Planning Council; 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

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

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**Steve Hall**  
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Vice Chair Government Affairs  
**Susan Joss**  
Brockton Neighborhood Health Center

Vice Chair Membership Development  
**Patricia Williams**  
HarborOne Credit Union

Immediate Past Chair  
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TD Bank

**CHAMBER STAFF**

**Christopher Cooney, CCE**  
President and CEO x 223

**Lisa Keene**  
Business Development x 225

**Kathleen Lynch**  
Connecting Activities/  
Interim Membership Services x 227

**DIRECTORS**

**Jane Callahan** - HR Alternatives

**Richard Colon** - Verizon Communications

**Loretta DeGrazia** - East Coast Petroleum

**Peter Dello Russo** - Bridgewater Savings Bank

**Francis Dillon** - Stonehill College

**Kim Hollon** - Signature Healthcare

**Robert Kenworthy** - Bank of America

**Jeffrey Liebman** -  
Good Samaritan Medical Services

**Marc Lucas** - Attorney at Law

**Dr. Dana Mohler Faria** -  
Bridgewater State University

**Jim Murphy LSP** - TRACEY Environmental

**Gerald Nadeau** - Rockland Trust Company

**Jonathan "Jay" Pike** - Sharkansky LLP

**Bill Scanlon** - Community Newspapers  
(The Enterprise)

**Andrew Schwartz**  
Law Office of Andrew H. Schwartz, LLC

**Larry Siskind** -  
Siskind and Siskind Attorneys at Law

**Art Sullivan** - Consultant

**Peter Vlaco** -  
Brophy & Philips Company, Inc.

**Dr. Charles Wall** -  
Massasoit Community College

**508-586-0500 Front Desk x 221**

**Kimberly Prosper**  
Program Director x 231

**Kerry Sullivan**  
Finance x 230

**Alison van Dam, IOM**  
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.

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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>7</b>	<b>Ambassador Meeting</b>	8:00 am
<b>9</b>	<b>Government Affairs</b>	12:00 pm
<b>13</b>	<b>Executive Committee</b>	3:00 pm
<b>15</b>	<b>SCORE Franchising Workshop</b>	8:00 am
<b>21</b>	<b>SBA Workshop</b> CareerWorks, 34 School Street, Brockton	2:00 pm
<b>21</b>	<b>Taste of Metro South</b> The Shaw's Center, 1 Feinberg Way, Brockton	5:30 pm
<b>28</b>	<b>Board of Directors</b>	12:00 pm
<b>29</b>	<b>Ribbon Cutting at LoJack</b> 40 Pequot Way, Canton	2:00 pm

### Coming Up April

<b>4</b>	<b>Ambassador Meeting</b>	8:00 am
<b>12 or 13</b>	<b>Legislative Luncheon (TBD)</b> Bridgewater State University	12:00 pm
<b>16</b>	<b>Patriot's Day - Chamber Closed</b>	
<b>18</b>	<b>Business After Hours - Tutto Bene</b> 1050 Pearl Street, Brockton	5:30 pm
<b>18</b>	<b>SBA Workshop</b> CareerWorks, 34 School Street, Brockton	2:00 pm
<b>20</b>	<b>Unemployment Law Update</b>	8:00 am
<b>28</b>	<b>China Trip Info Session</b> Brockton Public Library, 304 Main Street, Brockton	2:00 pm

### Save the Date May

<b>2</b>	<b>Ambassador Meeting</b>	8:00 pm
<b>3</b>	<b>Lean Manufacturing Workshop</b>	7:30 am
<b>10</b>	<b>Investing Concerns in a "Fragile" Market</b>	9:00 am
<b>11</b>	<b>Government Affairs</b>	12:00 pm
<b>15</b>	<b>Executive Board Meeting</b>	3:00 pm
<b>16</b>	<b>Small Business Awards &amp; Luncheon</b> The Shaw's Center, 1 Feinberg Way, Brockton EXPO (ends at 3:00 pm ) Luncheon	10:00 am 12:00 pm
<b>22</b>	<b>Business After Hours at Abington Bank</b> 6 Harrison Avenue, Abington	5:30 pm
<b>30</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.



### BAWIB Seeks Trainers

The Brockton Area Workforce Investment Board (BAWIB) is recruiting qualified educational and professional trainers for group trainings in three high growth industries. BAWIB is seeking proposals from interested parties with expertise in the training of Emergency Medical Technicians, Commercial Drivers, and Machine Operators. For more information about BAWIB, call Jason Hunter at (508) 584-3234 ext.13 or visit [www.BAWIB.org](http://www.BAWIB.org).

### Brockton Library Foundation Book Sale

The Brockton Library Foundation is holding a book sale at the Main Library Arnold Swartz Gift Shop, 304 Main Street, on Saturday, March 31, 2012 from 10:00 a.m. till 3:00 p.m. Gently used books, CDs, tapes and much more will be available for purchase. All proceeds will be used for more programming of all sorts at all the libraries. For more information please call Anne at 508-584-6919.

### Brockton Symphony Orchestra

The Brockton Symphony, on Saturday, March 31, 2012 at 3:00 P.M. at the SOUTH MIDDLE SCHOOL, 95 Perkins St, Brockton, will presents, as a gift to the community, a FREE FAMILY CONCERT featuring music tailored for young and old alike. Twelve year old cellist Zlatomir Fung, 2011 Feinberg Competition second place co-winner, will play a movement from Haydn's D Major cello concerto. James M. Orent and Dr. Emilian Badea will conduct. Bugler's Holiday, Dance of the Hours, Sound of Music and much more will make up the program. Brockton's Kennedy Elementary School Chorus, Kate Higgins, director, will sing and the Oliver Ames High School Chamber Orchestra, Kristy Foye, director, will perform. There will be a petting zoo for instruments, face-painting, and door prizes. A collection at the door will benefit the Brockton Public Schools' music program. On May 5, 2012, at The West Middle School, the orchestra will present its season finale, "Love", featuring music by Delibes, Dvorak and Rodrigo. For more details, visit [www.brocktonsymphony.org](http://www.brocktonsymphony.org), call (508) 588-3841 or visit the orchestra on Facebook.

### Breakfast With Champions

The Brockton Youth Foundation has named Brockton Midget Football League and its Executive Board – Kathleen McKernan, Abington, and Joel McKernan, Mike Williams, Dave Rooslet, III, Will Fleury, Bruce Dansby, Jr., and Dave Rooslet, Jr., all of Brockton; Ossie Jordan of Brockton –; Kids Take Action, North Middle School – a community service learning group; Clifford Murray of Abington; Cheryl Oppen of Easton, Founder and Executive Director of School on Wheels of Massachusetts; and the JROTC program at Brockton High School as honorees for its 4th annual

Breakfast with Champions event on Sunday, March 25, 2012 at 10:30 a.m. at the Shaw's Center, One Feinberg Way, Brockton, MA. The event will include a special ceremony to highlight their extraordinary leadership to support Brockton youth. Tickets for the Breakfast with Champions are \$25 for adults and \$15 for students. To reserve your tickets, call Bill at 508.584.2506 by March 13, 2012. For tickets and more information visit [www.brocktonyouthfoundation.com](http://www.brocktonyouthfoundation.com)

### Brockton Historical Society Thanks HarborOne

In appreciation for its sponsorship of many of its events, the Brockton Historical Society presented HarborOne Credit Union with a plaque of recognition. The plaque is mounted on a section of the historic Liberty Tree, a stop on the Underground Railroad in pre-civil war days. HarborOne used the occasion to announce that it would be holding a free drawing in each of its four Brockton branches during the month of March. Each branch will offer five copies of "Brockton Revisited" a newly published collection of historic photographs of the city.

### Children's Museum Plans Renovations

The Children's Museum was recently notified that it has been awarded a \$34,000 capital grant from the Massachusetts Cultural Facilities Fund to renovate and restore the Museum's historic 108-year old fire station building. The grant award is an important first step in the Museum's Fire Station Revitalization Project, a two-phased plan to revitalize and restore this one-of-a-kind institution so that it can support the learning needs of children and families, and contribute to the economic health and vitality of the region. As a requirement of the grant the Museum is required to raise a cash match of \$34,000 to receive the funding. The Museum's Board of Directors has embarked on this initiative as the Museum celebrates its' 20th year of operations. Since 1991, the Children's Museum in Easton has contributed significantly to the educational, cultural and social learning of over 600,000 children and families. To make a donation to support the Museum's Fire Station Revitalization Project, you can donate online at [www.childrensmuseumineaston.org](http://www.childrensmuseumineaston.org) or mail your donation to: The Children's Museum in Easton, P. O. Box 417, North Easton, MA 02356 Attn: Paula Peterson Hutcheson.

### Bridgewater Savings Supports YMCA

Bridgewater Savings Bank and the Bridgewater Savings Bank Charitable Foundation donated \$6,500 to the YMCA's Annual Campaign Fund. The YMCA's annual campaign raises funds to ensure that the YMCA is available to those who need it most. By supporting the campaign, Bridgewater Savings is helping to ensure that children and families, regardless of circumstances, will be able to benefit from the

YMCA's programs. The programs help people of all ages be more healthy, confident, and connected.

### Conway Commercial Brokers Starland

Paul Durgin, Vice-President of Conway Commercial, recently brokered the sale of Starland, the landmark South Shore recreation center on Rte. 53 in Hanover. Durgin represented the seller, RBS Properties LLC, and procured the buyer, Final Four LLC, which purchased the 30-acre sports and games facility for a sale price of \$2,700,000. The new owners will continue to operate Starland, expanding and updating the center to include a large indoor sports complex serving the needs of athletic teams throughout Southeastern Massachusetts. Opening for business in the mid-1960s, Starland has provided entertainment to generations of families with its signature Go-Karts, batting cages, mini-golf course, driving range and indoor arcade. It is a popular venue for group events and celebrations. For all of your commercial, industrial or investment needs, call 781-982-2333.

### Rogers & Gray Announces

Rogers & Gray Insurance recently announced the following additions and changes to the Corporate Officers of the Company: Erin Viehl was elected to the corporate position of Senior Vice President, John Gilligan was elected to the corporate position of Vice President, Allison Frommeyer was elected to the corporate position of Assistant Vice President, and John Foley was affirmed from his date of hire as Vice President. Rogers & Gray Insurance operates 8 offices in Massachusetts and is licensed in 27 states. For more information on the company, please visit [www.rogersgray.com](http://www.rogersgray.com)

### Crescent Credit Sponsors Boys & Girls Club

Crescent Credit Union, title sponsor of the Boys & Girls Club of Brockton's Community Service Initiative, recently contributed \$10,000 to the Club's annual "It Just Takes One" Campaign. The campaign's goal is to raise \$200,000. The "It Just Takes One" campaign ensures that the doors to the Club remain open and accessible to all children, and that the Club can continue to provide: a safe place for kids who may be left alone after school or on the streets with no guidance; life-enhancing and character-building programs that can open young minds; and relationships with caring, trained adults. For more information, please call 508-559-5409 or visit [www.crescentcredit.org](http://www.crescentcredit.org).

### Mutual Bank Annual Meeting Recap

At the 122nd Mutual Bank Annual Meeting, Chairman of the Board of Directors and Chief Executive Officer Glen White reported that Mutual Bank expended its service offerings with the launch of mobile banking and the introduction of a

robust online application portal. The Bauer Financial Five Star rated bank saw an 8% increase in its checking account base during the year 2011 and diversified its loan program, with substantial increases in commercial and wholesale segments of the market. Mutual Bank increased its commercial loan portfolio more than 40% year over year, to nearly \$40 million, said White; in addition the Bank's capital exceeded \$34 million to maintain a ratio nearing 9%, representing a strong capital position. Four existing directors were re-elected to the Board: Sandra Armor, John Duval, David Mullare, and Larry Noonan. The Board acknowledged the retirement of director Samuel Read, recognizing him for thirty-three years of service to the Bank. White announced the Board's election of the following officers of the Bank: Branch Managers Aida Monteiro and Jeanna Veneto were elected Assistant Treasurers; Dan Trout, Vice President was elected Senior Commercial Loan Officer.

### HarborOne Sponsors Special Olympics

More than 800 Special Olympics Athletes and Unified Partners (non-disabled teammates) competed in Special Olympics Massachusetts (SOMA) South Section Basketball Assessment Rounds on February 4. Sixty-seven basketball teams from all over southeastern MA including Cape Cod filled two local gymnasiums to the brim with excitement, sportsmanship, determination and joy. Overall, 1,500 people – including volunteers, family members and other spectators attended the events. The mid-season tournament is designed to assess each basketball team's ability level, in order to ensure the most fair and equitable match-ups at the State Winter Games to be held at gymnasiums across Worcester on March 10 and 11. SOMA's Winter Games serve as the season-ending, statewide tournament for basketball, alpine skiing, snowboarding, floor hockey, and ten pin bowling. SOMA is proud to have a wonderful partner in HarborOne Credit Union as the Tournament's lead \$5,000 sponsor.

### All Aboard the Arc!

The Brockton Area Arc, serving children and adults with intellectual and developmental disabilities and their families, is participating in year two of All Aboard The Arc! All Aboard The Arc! will take place on Sunday, April 29, 2012. A caravan of buses will be departing from The Shaw's Center in Brockton at 9:00 a.m. On board the buses will be hundreds of passengers who, individually, will have solicited pledge donations. The destination will be the Back Bay Events Center in the original John Hancock Building in Boston. A noontime rally followed by an entertainment program will follow. For more information on becoming a rider call 508-583-8030 x 304.

# Metro South Region Forming Deeper Partnerships



The REDO Affiliates meeting included representatives from the Stoughton Chamber, Campello Business Association, East Bridgewater Business Association, and the Avon Industrial Park



The REDO Partners meeting included representatives from Massasoit, Brockton 21st Century Corporation, Bridgewater State University, City of Brockton, Proteas Consulting, BAT and Old Colony Planning Council



The REDO Town Managers meeting included representatives from Whitman, Stoughton and Avon



REDO Partners, Affiliates, Economic Development Agencies, and Government and Town Officials meet at Stonehill College

Continued From Page 1...



eleven organizations statewide to facilitate dialogue around regional economic development. Topics that quickly rose to the surface are regional wastewater, water supply, shared planning, branding/marketing and state highway route 24 becoming an interstate. The recent designation will provide matching funds to pursue action-oriented plans to increase dialogue among town managers, conduct research to explore workable models, write responses to requests for proposals and promote regional assets that attract and retain businesses. The Metro South Region is planning to exhibit at the Bio International Convention being held in Boston in June. The region will participate within the Massachusetts Pavilion and feature several of our communities that have achieved Bio Ready status ranging from bronze to platinum. Workshops for towns interested in becoming designated bio-ready communities will be coordinated through the chamber in the coming months leading up to the Bio International Conference in June. For more information, contact, Lisa Keene at [lkeene@metrosouthchamber.com](mailto:lkeene@metrosouthchamber.com) or 508-586-0500 x225.

# Grant for Small Business to Increase Export Sales

The Massachusetts Office of International Trade and Investment (MOITI), in collaboration with the Massachusetts Small Business Development Center (MSBDC) and the Massachusetts Export Center (MEC), recently launched the Massachusetts State Trade and Export Promotion (STEP) Grant Program through a grant from the United States Small Business Administration (SBA). The STEP grant program offers financial assistance to eligible Massachusetts small businesses seeking new and increased export sales of their goods and services. The grant program is intended to help offset international business development and related marketing costs for small businesses. Grants under the STEP Program will be capped at \$10,000 per business to reimburse for costs associated with projects, activities or services undertaken during the period March 1, 2012 to September



29, 2012. Each grant recipient will be required to provide a match to cover 25% of the total approved cost for any project, activity or service. MOITI will accept submissions for consideration during the following two application periods: (1) March 1 - April 2, 2012 (2) April 16 - May 15, 2012 Applicants not accepted in the first application period may reapply in the second period. To apply for the STEP program, companies or firms must meet the U.S. Small Business Administration definition of small business. To apply, visit [www.mass.gov/hed/economic/eohed/moiti/index.html](http://www.mass.gov/hed/economic/eohed/moiti/index.html). To learn about SBA's definition of a small business, visit [www.sba.gov](http://www.sba.gov). If you have any additional questions, please contact Naomi Grossman at 617-830-5404 or email [step@moiti.org](mailto:step@moiti.org).

# Jack Conway 25th Conway Country Convention



More than five hundred people attended the recent Conway Country Convention held at the Boston Marriott Quincy where Jack Conway, founder and Carol Bulman, CEO bestowed the Citizen of the Year on Brigadier Gen. Thomas J. Sellars, a Randolph resident who was commander of the Massachusetts Army National Guard from 2007 to 2011. Sellars was recognized for the leadership he showed in preparing troops from Massachusetts for the battlefields in Iraq and for civil support operations. Sellars joined the National Guard on his 17th birthday in 1974. Sellars, who lives in Randolph with his wife Nancy, is a Brockton native and a graduate of the Stoughton public school system. His son Jason also serves in the National Guard and recently returned from active duty in Iraq.

# Calling All Businesses; Career Day

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

The Brockton Area CAP (Connecting Activities Partnership) is proud to announce its 15th Annual Connecting Activities Career Day sponsored by the Brockton Area Workforce Investment Board, Rotary Club of Brockton, and the Metro South Chamber of Commerce. This event will be held on Tuesday, April 10th at The Shaw's Center in Brockton from 8:00 a.m. - 11:45 a.m. This initiative is designed as an opportunity to build stronger connections between schools and the community.



By connecting schools with area businesses, students can see the meaning and relevance of what they are learning in school, invigorating the school culture and the classroom, while they begin to consider their potential careers. Businesses or High Schools who would like to get involved should contact Kathleen Lynch, Connecting Activities Coordinator at 508-586-0500 x 227 or [klynch@metrosouthchamber.com](mailto:klynch@metrosouthchamber.com)

## Upcoming Business After Hours

Business After Hours are informal networking events held at member companies. Attendance ranges from 75-150 people. All After Hours take place from 5:30 pm - 7:30 pm

- Wednesday, April 18, 2012**  
(Tutto Bene, Brockton)
- Tuesday, May 22, 2012**  
(Abington Bank, Abington)
- Wednesday, June 6, 2012**  
(Bernardi Honda, Brockton)
- Thursday, June 21, 2012**  
(Holiday Inn Express, Brockton.  
5:00 pm Ribbon Cutting Ceremony)
- Wednesday, August 15, 2012**  
(Baypointe Rehabilitation Center, Brockton)
- Wednesday, September 12, 2012**  
(Bridgewater Savings Bank, Bridgewater Center)
- Wednesday, September 26, 2012**  
(Crescent Credit Union, Commercial Street, Brockton)
- Thursday, October 11, 2012**  
(Bath Fitter, West Bridgewater)
- Wednesday, October 17, 2012**  
(Mutual Bank, Belmont Street, Brockton)
- Wednesday, December 5, 2012**  
(Sponsor: Good Samaritan Medical Center. Location TBD)



## Your Guide to the Restaurants, Online

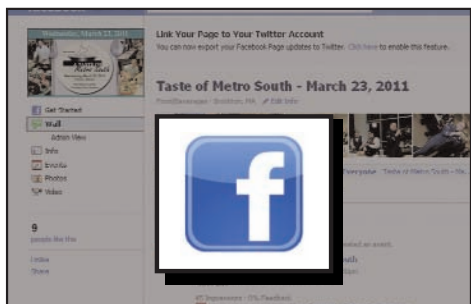


- View participating restaurants and organizations with full contact information and websites, updated daily
- View what each restaurant will be serving
- Learn where to buy your tickets, or purchase tickets online
- View photos and videos from past years and read integrated facebook feeds
- View the 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. Also, like the Chamber on facebook at [www.facebook.com/metroouthchambercommerce](http://www.facebook.com/metroouthchambercommerce).



## Geek Girl Cape Cod Tech Conference 2012



Join us for the largest Tech Conference for Women and Men in the area on St. Patrick's Day, March 17, 2012, 8am-6pm at the Cape Cod Community College in Barnstable.

Whether you are a beginner newbie who needs hand-holding on all things computer, to the intermediate self-starter entrepreneur who needs some new tools, to those entirely tuned in code toads looking to learn jQuery, you'll find it all here. Featuring workshops on Adobe products (Photoshop, Indesign, Dreamweaver), PC and Mac Instruction, Microsoft programs (Word, Excel and Powerpoint, Outlook), Social Media, Social Apps, Web Design, Web Development, WordPress, SEO & Analytics, Digital Photography, Video, Blogging and more!

The cost to attend is \$169, but Metro South Chamber of Commerce members are invited to receive a 20% discount! Contact Alison at 508.586.0500 x 222, or email [avandam@metroouthchamber.com](mailto:avandam@metroouthchamber.com) for your exclusive code. Advertising and volunteer opportunities also available. Visit [www.geekgirlc.com](http://www.geekgirlc.com).

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### RESTAURANTS

39 Broad Street Pub Featuring the Black Irish Grille • Bamboo Café  
Baypointe Rehabilitation • Bella's II Pizzeria Seafood & Grille •  
Bertucci's Brockton • Blue Hills Brewery • Brazil Grill  
Brockton Rox • Bryantville Deli • Burrito Wraps, Mexican Grill  
Café Francesca • Cake in the Box! • Christo's  
Crocetti's Oakdale Packaging Company • Donna's Love Bites  
Edible Arrangements • Freda's Restaurant • Fresh Catch Restaurant  
Gourmet Café • Gowell's Candy Shop • Hardy's Fine Food & Catering  
Heights Crossing • Hill-Top Candy • Hungry Coyote • Jake's Bar And Grill  
Just Desserts Bakery & Café • Legal Sea Foods - South Shore • Lobster Barn  
McGuigan's Pub • Montilio's Baking Company • Olde Hitching Post Restaurant  
Panera Bread LLC • Pinches and Pounds • Seema's • Skinner's Sugar House  
Smith's Restaurant • St. Joseph Manor • Starbucks • Stoneforge Grill  
Strela - Cabo Verde - Beer • Texas Roadhouse • The Shaw's Center  
Trader Joe's • Vinny's Casa Grande  
**More restaurants to come!**

### ORGANIZATIONS

Baypointe Rehabilitation • Boston Masspass • Brockton Rox  
Brockton Visiting Nurse Association • Crescent Credit Union • Heights Crossing  
Good Samaritan Medical Center • Metro South Chamber of Commerce  
Old Colony Elder Services • Rob Peters Entertainment  
Signature Healthcare • St. Joseph Manor • 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 Foundation for Education.

# New Business Relationships Formed; Business After Hours & Orientation at LOCO Tapas

Over 125 people attended the Business After Hours & Member Orientation at LOCO Tapas & Wine Bar, 520 Foundry Street, Easton  
Photos by **Rich Morgan Photography**, [www.richmorganphotography.com](http://www.richmorganphotography.com), and **Jim Rober Photography**, [www.jimroberphotography.com](http://www.jimroberphotography.com)



Susan Nelson, HarborOne Credit Union;  
Jennifer White, Boys & Girls Club of Brockton



Barbara Alicea, Triple Berries Events;  
Dominic Damiano, Four Deep Sports Talk



Yvenet Montauban, The Stork's Helper; Murray Vetstein,  
Source4; Laurie Grunin, Laurie Grunin Design



Diane Shannon, North Easton Savings Bank, Angela Knight, SEED Corp;  
Jean Delaney, Father Bills & MainSpring, Tamarah Bacon, SEED Corp



Linda Werman, Old Colony Hospice;  
Teri Harrigan, Capeway Paints



Sara Fahey, Brockton Public Library;  
Latonia Francois, H&L Imprints



Member Orientation at LOCO Tapas & Wine Bar in Easton  
[www.locotapas.com](http://www.locotapas.com)



Robert E. Mance, Robert E. Mance - Wealth Management  
Advisor; Tom Pezzella, Devcon Security Services



Brian Droukas, Sovereign Bank; Jass Stewart, Brockton City  
Council; Pat Ciaramella, Old Colony Planning Council



Mary Ryan, Jayne Kelleher, Kathy Goolsky;  
Advantage Home Health Care Services



Lisa Wyn and Mario Conde;  
Bath Fitter



Jim Rober, Jim Rober Photography; Alison van Dam,  
Metro South Chamber of Commerce

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## Exciting Travel Open to All!

The Metro South Chamber is offering exciting international travel. Travel with a reputable organization at a great value. For more information, contact Alison van Dam at 508.586.0500 x 222, [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com) or visit [www.metroouthchamber.com](http://www.metroouthchamber.com).

### Cuba: May 3 - May 11, 2012



License. Be one of the first to visit Cuba since 1959. \$3,399 based on double occupancy from Miami. For more information, visit [www.metroouthchamber.com/pdf/cuba.pdf](http://www.metroouthchamber.com/pdf/cuba.pdf).

### China: October 17- October 25, 2012



For more information, visit [www.metroouthchamber.com/china.html](http://www.metroouthchamber.com/china.html). **FREE INFO SESSION: Saturday, April 28, 2:00 pm at the Brockton Public Library Main Branch.**

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



pancy. For more information, visit [www.metroouthchamber.com/pdf/amalfiitin.pdf](http://www.metroouthchamber.com/pdf/amalfiitin.pdf).

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



will also visit Giverny in France, the place that gives life to Monet's Water Lillies, the cathedral of Notre Dame and enjoy dinner in the Eiffel Tower. \$3899 based on double occupancy. Book now and save \$100. Additional dates are available, contact the Chamber for for availability. For more information, visit [www.collettevacations.com/link/497680](http://www.collettevacations.com/link/497680).

### Costa Rica: March 9 -17, 2013



bridges and relax on the beach. This trip offers something for everyone. \$2279 based on double occupancy. Book now and save \$100. For more information, visit [www.collettevacations.com/link/499244](http://www.collettevacations.com/link/499244).

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

License. Be one of the first to visit Cuba since 1959. \$3,399 based on double occupancy from Miami. For more information, visit [www.metroouthchamber.com/pdf/cuba.pdf](http://www.metroouthchamber.com/pdf/cuba.pdf).

Visit Beijing, Suzhou, Hangzhou and Shanghai, China. Attractions include Tiananmen Square, the Great Wall of China, Yu Garden, Cruise on the West Lake, Lingering Garden, Forbidden Palace, Jade Factory, Pearl Factory, and more. \$2,199 based on double occupancy.

For more information, visit [www.metroouthchamber.com/china.html](http://www.metroouthchamber.com/china.html). **FREE INFO SESSION: Saturday, April 28, 2:00 pm at the Brockton Public Library Main Branch.**

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

For more information, visit [www.metroouthchamber.com/pdf/amalfiitin.pdf](http://www.metroouthchamber.com/pdf/amalfiitin.pdf).

Featuring the Floriade World Horticultural Expo, held only once every ten years. enjoy immersion in the culture of the Benelux region. Cruise the canals of Amsterdam by candlelight, stroll through the colorful displays of Keukenhof Gardens, explore historic Bruges and stroll the boulevards of Paris, France. You

will also visit Giverny in France, the place that gives life to Monet's Water Lillies, the cathedral of Notre Dame and enjoy dinner in the Eiffel Tower. \$3899 based on double occupancy. Book now and save \$100. Additional dates are available, contact the Chamber for for availability. For more information, visit [www.collettevacations.com/link/497680](http://www.collettevacations.com/link/497680).

Learn about Costa Rica's unique vegetation on a guided nature walk through the cloud forest, spot indigenous wildlife on a Cano Negro river boat cruise, and enjoy the tropical landscapes and breathtaking scenery surrounding Arenal Volcano. You will also visit a coffee plantation, visit a local school, explore the hanging bridges and relax on the beach. This trip offers something for everyone. \$2279 based on double occupancy. Book now and save \$100. For more information, visit [www.collettevacations.com/link/499244](http://www.collettevacations.com/link/499244).

## 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 at **Health Services Administrators** at the following toll free number: **1.877.777.4414** x 124 or x 125.

## 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

## Workers May Qualify for EITC, Up to \$7,770

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 \$7,770 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 now through April 9

(with the exception of February 20) and **Self Help's Healthy Housing and Community Resource Center**, 142 Crescent Street, Saturdays from 8 am to 3 pm, Tuesdays 9 am- 1 2pm and 4 pm-7 pm, and Thursdays 4 pm-7 pm. You can also call 508-591-5479 for more information or to set up an appointment.

### Who Is Eligible?

#### Earned Income Credit Income Limits Tax year 2011

# of children	Single	Married	Receive
none	\$13,660	\$18,740	\$464
one	\$36,052	\$41,132	\$3,094
two	\$40,094	\$46,044	\$5,112
three +	\$43,998	\$49,078	\$5,751

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.

## 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 7 and April 4** from 8:00 - 9:00 am at the Metro South Chamber of Commerce. To become an Ambassador, call Kathleen Lynch at the Chamber, 508.586.0500 ext. 227.



# Call For Small Biz Award Nominations

**METRO SOUTH**  
CHAMBER OF COMMERCE

The Metro South Chamber of Commerce recognizes the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region. All members are invited to participate in the selection process to name the 2012 Annual Small Business of the Year and Entrepreneur of the Year award winners.

**Nominating someone is easy...**

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

**Criteria...**

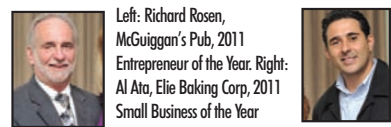
**Small Business of the Year Award:** 50 or less full-time equivalent employees (Two part-time employees = one full-time); in business more than 3 consecutive years under the current ownership; for-profit business.

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

Companies will be rated on their creativity and imagination in the development of their business, their demon-

stration of growth, and a reflection on **Bank of America** internal and external social responsibility.

Nominations are due by April 6, 2012. Visit [www.metroouthchamber.com](http://www.metroouthchamber.com) to download the nomination form. Winners will be announced at the Small Business and Entrepreneur Luncheon on **May 16th, 2012** and will receive an engraved plaque and publicity. For more info, call Kimberly Prosper at 508.586.0500 x 231.



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

- Prior Small Business of the Year Recipients**
- 2010 Prisco's Market
  - 2009 MCG Partners
  - 2008 Heights Crossing
  - 2007 Westgate Lanes
  - 2006 Cindy's Kitchen
  - 2005 Northeast Wholesale Nail & Fastener Supply Co.
  - 2004 Duplitron, Inc.
  - 2003 Modern Auto Body
  - 2002 United Furniture, Inc.
  - 2001 Robert Sharkansky & Company, CPA
- Prior Entrepreneur of the Year Recipients**
- 2010 Patricia Winberg, Topnotch Design Studio
  - 2009 Michelle Cully, XPressman Trucking & Courier
  - 2008 Robert Monahan of UPPAbaby
  - 2007 Howard Wright of Wright Technology
  - 2006 Rob Peters of Rob Peters Entertainment
  - 2005 Jeffrey 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

# ATHENA Awards Recognizes Women

Thursday, June 14, 2012, Call for Nominations

On Thursday, June 14, 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.

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 breakfast awards program will begin at 9:00 am with the ATHENA Woman's Expo running from 8:00 am - 11:00 am. Tickets are \$25 for members and \$35 for future-members. To register or to nominate an individual for an ATHENA award, visit [metrosouthchamber.com](http://metrosouthchamber.com). The deadline is May 4. Questions, call Kim at 508.586.0500 x 231.

**Prior ATHENA Recipients**

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

# Breakfast Features Phantom and Life Sciences

Sponsored by the Martin Institute at Stonehill College. Photos by Rich Morgan Photography, [www.richmorganphotography.com](http://www.richmorganphotography.com)



Dave Andelman, President & CEO of Phantom Gourmet



Dr. Susan Windham-Bannister, President & CEO of the Massachusetts Life Sciences Center



Rob Peters, Rob Peters Entertainment



Dr. Peter Ubertaccio, Director, the Joseph Martin Institute for Law & Society at Stonehill College



Dan Gallagher, CEO, OpenCape (right) is interviewed by Dan Trout of Mutual Bank



Over 200 people attended Good Morning Metro South at Stonehill College



Dave Andelman of Phantom Gourmet speaks with Dr. Susan Windham Bannister of the Massachusetts Life Sciences Center



Ruth Littleton, Chuck Comeau, Bob McNulty, Chris Aghajyan, Jessica Wainright, and Kelly Le, Brockton Area Networking Group



Dave Andelman of Phantom Gourmet and Fran Dillon of Stonehill College (Emcee for the event)



Lisa Lundin, Just Desserts, Dave Andelman, the Phantom Gourmet



# WELCOME *New Members*

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www.network-health.org  
*Insurance Health*

**Strategis**  
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www.strategisadv.com  
*Agencies/Association*

**Tiger Payment Solutions**  
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Kingston, MA 02364  
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www.tigerprocessing.com  
*Credit Card Processing*

Join the Chamber and see your name here!  
Call *Kathleen Lynch* at 508.586.0500 x 227  
or email *klynch@metrosouthchamber.com*.

# Day & Night Market Opens in Brockton



Day & Night Market, located at 96 North Main Street, Brockton, (the former Old Country Garden building), recently celebrated their grand opening with a ribbon cutting ceremony and traditional lion dance. Day & Night Market is dedicated to providing excellent value with a wide variety of quality products combined with exceptional customer service. Day & Night sells fresh fruits, vegetables, milk, grocery items and other essential daily need products at the lowest prices in town. Meat department with food court serving fresh food will be opening soon. For more information, contact Tom Chung at 617.438.4234.

# RENEWINGMembers *Thank You !*

AFLAC-Brockton  
Bank of America  
Brockton Area Transit Authority  
Brockton Fair  
Brockton Public Library  
Brophy & Phillips Co., Inc.  
Campanelli Companies  
Chapel of New Hope, Inc.  
Colonial Maintenance Contractors Inc.  
Controller Service & Sales Co., Inc.  
Country Inn & Suites  
Edward J. Thibeault, CPA P.C.  
Everett's Auto Parts  
Family Rehab Clinic, Inc., Physical Therapy  
George Washington Toma TV & Appliance  
H&R Block Business Services  
Harrington Insurance Agency, Inc.  
James E. Holmgren, CPA

Lincoln Technical Institute  
Massasoit Community College  
Michael Haikal Real Estate  
Motorcars International, Inc.  
N-Hance  
Old Colony Hospice  
Packard Paper Corporation  
Rich Morgan Photography  
Super 8 Metro South  
Tech Mechanical  
The Children's Museum in Easton  
The Community Bank  
The Enterprise  
The Shaw's Center / Brockton Rox  
Timber Lanes, Inc.  
TWB Associates, Inc.  
Venus Cafe, Inc.  
VHS Transportation Company, Inc.  
W.B. Mason Company, Inc.  
Westgate Mall

## MEMBERProfile



1 Wholesale Way,  
Cranston, R.I. 02920  
1-800-69-SHRED  
Email: *chris.sheehan@shred-itprovidence.com*  
*www.shredit.com*



Chris Sheehan, Compliance Agent

**Year Established:** Founded in 1988 & servicing South eastern Mass and R.I. for over 15 years

**Products or Services:** On site

document security and shredding services  
**Number of Employees:** Locally we have 25 and growing, over 2,600 worldwide

**What is unique or special about your firm and the products and services you offer?** Shred-it has become the experts in the industry when it comes to protecting businesses and citizens from identity theft. As a Compliance Agent it is my responsibility to inform a business owner of the Federal and State laws that may effect them when it come to the protection of personal and confidential information. It is also my commitment to stay up to date with any industry specific guidelines that may need to be in place for a business. In order to do this, Shred-it provides a series of Webinars and Informational sessions to assist a business with on going education and training through-out the year.

**What is your market area?** Shred-it is an International Company and provides service in 16 different countries. Shred-it has the largest fleet of on site trucks in the North East and service Southeastern Mass and R.I. from its Cranston, R.I. branch each and every day.

**What markets do you serve?** Shred-it will grow to over 300,000 global, national and local businesses by 2014. This will include the world's top intelligence and security agen-

cies, more than 500 police forces, over 1,500 hospitals, more than 8,500 bank branches and 1,200 universities and colleges.

**What awards, honors or special recognition your firm has received:** Shred-it is a AAA NAID Certified Company. Shred-it has received Congressional Recognition

from the U.S. House of Representatives. Above and Beyond Award, presented by the United States Armed Forces. Shred-it has an A+ rating from the BBB.

**What is your main businesses objective concerning your customers and the business community?**

Today, more Americans than ever before are concerned about identity theft, and they have a good reason to be. Identity theft is the fastest growing form of consumer fraud in the United States. The consequences for a business are enormous both in terms of direct costs and potential damage to corporate reputation. It is important to understand your company's privacy and document destruction policies. Keep information that needs to be kept, and shred information when it's time to dispose of it. Shred-it also has an Environmental Commitment to the communities as well. Today, Shred-it recycles more than 520,000 tons of paper each year. This means we have saved 3.6 billion gallons of water; 9.4 million trees will keep growing and saved 522 thousand cubic meters of landfill space. Together with our customers; we are a Greener company.



# Buying a Franchise, Is It For You?

Thursday, March 15, 2012, 8:00 am - 10:00 am



Join us for the upcoming workshop, Buying a Franchise, Is It For You? This workshop will be held at the Chamber, 60 School Street, Brockton, on March 15, 2012 from 8-10 am.

Business franchising offers many opportunities; this form of ownership has helped many entrepreneurs get started in business and succeed. A well-known brand name, a clear business model to follow and mentors on hand to give advice may be that franchising is an ideal solution for you.

Learn from our franchising industry expert Mr. John Rogozenski, a Business Counselor from SCORE who has helped hundreds of individuals in evaluating the franchise industry. He has been associated with the franchise industry for more than 25 years and has worked for national retail concepts including Dunkin Donuts and Baskin-Robbins. He was personally responsible for developing over 300 new facilities and was a senior development executive for many years.

The content is designed to provide you with what you need to know about deciding if franchising is the right vehicle for you, selecting a brand, financing and the due diligence process. The instructor brings years of experience in all aspects of the franchising industry. Attendees are encouraged to bring their specific questions to the workshop.

This workshop is free to attend. Reserve your space today by calling 508.586.0500 x 225 or emailing lkeene@metrosouthchamber.com.

# Starting Your Own Business Workshop

A 5- Part Workshop Series, March 28-May 9



Attend SCORE's Simple Steps to Starting

Your Own Business Workshop Series, part of Massasoit Community College's Community Education Program. In this series you will learn how to:

- Define and evaluate your ideas
- Develop a marketing strategy
- Make your financial projections
- Identify the best ways to fund your business.

When you complete the workshop series, you'll be ready to create a compelling business plan that gives life to your business idea.

**March 28:** Start-Up Basics  
**April 8:** Business Concept  
**April 25:** Marketing Plan  
**May 2:** Financial Projections  
**May 9:** Funding Sources

The Workshops will take place at Massasoit Community College on the Canton Campus, 6pm-8:30 pm.

For a course description and to register, visit [www.massasoit.mass.edu](http://www.massasoit.mass.edu). Use the Quick Course Search and select Spring 2012, Canton Campus, non-credit, business or call Community Education Director Rose Paquette at 508-588-9100 x 1307 or email [rpaquette@massasoit.mass.edu](mailto:rpaquette@massasoit.mass.edu).

# Chamber Assists in Relocating Company to Town



West Bridgewater Selectmen recently recognized the Metro South Chamber of Commerce and REDO (Regional Economic Development Organization) for their part in assisting Cheer Pack, a manufacturer of squeezable packaging, to town. Cheer Pack met with the REDO business attraction and retention team comprised of representatives from the Chamber, OCPC and BAWIB. Cheer Pack is expected to move to a partially vacant building in West Bridgewater and employ more than one hundred people. To learn more, visit [www.cheerpack.com](http://www.cheerpack.com)

# Comcast Referral Program Offers Discounts

Chamber Welcomes New Comcast Business Reps

The Chamber welcomes new Comcast Business Class Representatives to the area. Left: Justin Jette, Business Account Executive, Greater Boston Region; Right: Mark Cocuzzo, Sales Manager, Greater Boston Region.

Comcast is offering a special referral program for Metro South Chamber members. Deluxe internet for \$160 a month, premium internet for \$85 a month, and special phone pricing for just \$29.95 each per month! Designed with advanced business technologies to meet your demands. For more information, contact Mark at [Mark\\_Cocuzzo@cable.comcast.com](mailto:Mark_Cocuzzo@cable.comcast.com).



# Employment Law Update, What You Need To Know



Friday, April 20, 2011, 8:30 am - 12:00 pm  
(Registration & Networking: 8:00 am)  
Metro South Chamber, 60 School Street, Brockton

The experienced attorneys of Murphy, Hesse, Toomey & 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:

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

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

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.mhlt.com](http://www.mhlt.com). For more information about the content of this program, call Monty Vaughn at 617-691-1951 or email [mvaughn@mhlt.com](mailto:mvaughn@mhlt.com).

# Chamber Affiliation News & Events

To become an affiliate organization of the Chamber, contact Christopher Cooney at 508.586.0500 x 222 or email [chris@metrosouthchamber.com](mailto:chris@metrosouthchamber.com).



The Bridgewater Business Association (BBA) will host a meeting on Thursday, March 15, 7:30 pm at Get in Shape For Women, located at 180 Winter Street in Bridgewater. The April meeting will be held on April 19, 6:30 pm at Stardust Gym located at 612 Plymouth Street in East Bridgewater. Visit [www.bridgewaterbiz.biz](http://www.bridgewaterbiz.biz) for more information.

The Stoughton Chamber of Commerce will roast Mike Sammarco on Saturday, March 10, 7-9pm at the VFW Post 1645, 837 Washington Street, Stoughton. Sammarco is known for his decades of service to the youth through Babe Ruth baseball, and numerous charitable contributions. Hosted by Mark Snyder. Desserts by Panera Bread. \$25 per ticket. For more information, visit [www.stoughtonma.com](http://www.stoughtonma.com) or call 617-212-2365



The Norwell Chamber of Commerce holds regular meetings from September-June, featuring guest speakers and special programs, Candidate's Night, Holiday Gathering, Business After Hours and the Taste of Norwell. For more information, visit [norwellchamberofcommerce.com](http://norwellchamberofcommerce.com).

The East Bridgewater Business Association (EBBA) was founded in 1993 to promote a healthy and ethical 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)



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

## Buy Local From These Chamber of Commerce Members

### Compete Group

**Compete Group**  
Organizational Training and Development

117 Tower Ave., Mansfield • www.competegroup.com  
Call Jack Parsons: 1-800-491-0264

Compete Group provides businesses with employee training, assessments and OD services that focus on leadership, productivity, and strategic planning. The fundamental purpose is to help businesses who want to bring their organizations from chaos to stability and beyond. We instill permanent employee growth through cutting-edge, spaced-repetition training, while providing our clients the knowledge, tools, and support services to help them accomplish their strategic goals and visions.

### Network Health

 **NETWORK HEALTH**

101 Station Landing, 4th Floor, Medford  
781-393-3189 • www.network-health.org

Network Health is a nonprofit, comprehensive Massachusetts health plan that provides access to high-quality health care coverage for more than 200,000 members through its Network Health Together® (MassHealth), Network Health Forward® (Commonwealth Care), and Network Health Extend (Medical Security Program) plans. We are an integrated care model, providing a team of medical, behavioral health, social care and pharmacy professionals.

### Tiger Payment Solutions, LLC

  
**TIGER**  
PAYMENT SOLUTIONS

82 Main Street, Kingston • 617-395-6565

tigerprocessing.com • kevin@tigerprocessing.com  
Tiger is a multi-faceted payment solutions company with a wide range of payment products including Credit & Debit Card Processing and Payroll Services which includes Human Resource Consulting, "Pay As You Go" Workman's Comp, 401K, Time & Attendance Solutions, E-Commerce Consulting, Mobile Payments, Loyalty Card Programs, Cash Advance Services, Check Processing & Warranty, and more. No Set-up Fees, No Contracts! Call Today for a FREE Savings Analysis!

### The Stork's Helpers

  
*The Stork's Helpers*  
helping hands for your growing family

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508-638-0864 • www.thestorkshelpers.com

The Stork's Helpers is the helping hands for your growing family. Our mother's helpers services are perfect for expectant moms placed on bed rest and new parents. Our back up care service is available to address interruption in normal childcare routine. Please visit our website at www.thestorkshelpers.com or contact Elle Montauban at 508-638-0864 today for more information.

### Strategis

  
a marketing communications company

12 Welch Ave., Suites 7&8, Stoughton  
George Irish: 781-297-9200 • www.strategisadv.com

Strategis is a full-service marketing and communications agency dedicated to helping our clients build recognizable, lifelong brands with marketing campaigns that reach defined target markets, pinpoint distinct competitive advantages, and facilitate and strengthen consumer relationships. Our strength is our ability to create lasting, emotional contact, not simply between our team and our clients, but between our clients' service or product and their customer. Call today to learn how to grow your business.

### ABC Disposal Service

  
abc Disposal Service Inc.

1245 Shawmut Avenue, New Bedford  
800-310-9111 • www.abcdisposal.com

ABC Disposal Service is a full service waste disposal and recycling company offering garbage removal, compaction services and dumpster rentals to residential, industrial, construction and commercial clients. We have been providing quality waste services in Massachusetts, Rhode Island, and Martha's Vineyard for more than 40 years. We offer waste removal services to fit your schedule and have the perfect recycling program to match the needs of your business.

### Impact .

It takes the right tools to start - or grow - a business. And it takes customers to keep business growing.

The Metro South Chamber of Commerce builds strong businesses and communities by connecting you to new customers and suppliers, as well as to those who influence the local economy and quality of life. You'll get the tools and resources you need to grow and make a positive impact.

Access to the right tools. One more way the Chamber makes an impact. Call Kathleen at 508.586.0500 x 227 or visit www.metroouthchamber.com



### GRO-N-THINGS, INC.

Interior Plant Maintenance and Design Service

P.O. Box 1246  
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508.947.8433 (p)



Shelley Tierney  
OWNER

## BUSINESS EVENTS Planner

### March 9

#### 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 15

#### SCORE Franchising Workshop

8:00 am - 10:00 am

**Metro South Chamber of Commerce**

60 School Street, Brockton

Learn if owning a franchise is right for you, about selecting a brand, financing and the due diligence process.

Free to Attend

Please RSVP at 508.586.0500 ext. 225

### March 21

#### Taste of Metro South

5:30 pm - 8:00 pm

**The Shaw's Center**

1 Feinberg Way, 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: \$35. Must be purchased in advance.

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@metroouthchamber.com

Online: www.metroouthchamber.com

Send reservation and payment to:

**Metro South Chamber of Commerce**

Sixty School Street

Brockton, MA 02301-4087



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issuu.com/metroouthchamber

### March 29

#### LoJack Ribbon Cutting

2:00 pm - 4:00 pm

**LoJack Corporation**

40 Pequot Way, Canton

Help celebrate the grand opening of LoJack's Headquarters in Canton with a ribbon cutting, networking, tours, refreshments and more.

Free to Attend

Call 781-203-4200 for more information.

### April 12 or 13

#### Legislative Luncheon

12:15 pm - 1:45 pm

**Bridgewater State University**

Bridgewater, MA

Join other Chamber members for this opportunity to interact with legislators. Speaker and date TBA.

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

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

### April 18

#### Business After Hours

5:30 pm - 7:30 pm

**Tutto Bene**

1050 Pearl Street, Brockton

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

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

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