

# Actionreport

May  
2009

www.metroouthchamber.com

Leading Businesses  
Leading Communities



**CHAMBER MISSION**

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



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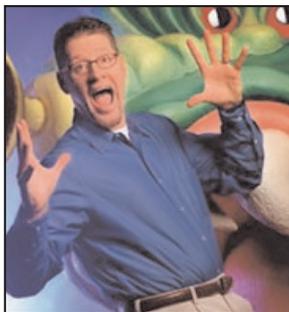
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## Meet Monster.com Creator Jeff Taylor!

Wednesday, May 13, 2009, 12:00 pm - 1:30 pm

The Metro South Small Business Awards Luncheon is scheduled for Wednesday, May 13, at **The Shaw's Center** from 12:00 - 1:30 pm. The Metro South Chamber of Commerce and Bank of America Small Business Services have joined forces to recognize small business achievements and their economic impact on the region. The featured speaker at the luncheon is **Jeffrey Taylor, Monster.com & Eons.com Creator.**



Jeffrey Taylor, Monster.com and Eons Founder

Taylor, an entrepreneur has combined innovation with technology to build a successful career in business. His "monster idea" has become the world's leading online career site and consists of 22 local content and language sites in 20 countries and serves 20 million unique visitors monthly. Taylor's latest unprecedented venture is as the Founder & CEO of Eons.com, an online social community designed specifically for baby boomers. Taylor is a well regarded speaker



who will entertain and inspire.

As always, the Metro South Small Business Awards luncheon is a great networking opportunity. In addition, do not miss the Business Expo from 10:00 am - 3:00 pm. Pre-registration is required. Tickets for the luncheon are \$35 for members and \$45 for non-members. The Expo is open to the public. To register or for further information call the Chamber at 508.586.0500 ext 231. Registration is also available online at [www.metroouthchamber.com/register.html](http://www.metroouthchamber.com/register.html).

**Prior Small Business of the Year Recipients**

Heights Crossing, Westgate Lanes, Cindy's Kitchen, Northeast Wholesale Nail & Fastener Supply Co., Dupliron, Inc., Modern Auto Body, United Furniture, Inc., Robert Sharkansky & Company, CPA

**Prior Entrepreneur of the Year Recipients**

Robert Monahan of UPPA Baby, Howard Wright of Wright Technology, Rob Peters of Rob Peters Entertainment, Jeffrey Chrzanowski of Spark Street Autobody, Charles Bernard of The DJ Experience, James Messinger of The Crazy Chels Caterers, Jerome Offutt of Top Quality Staffing, Randy Yanoff of Eye of the Tiger Karate

For more information on the 2009 Business Expo, see page 2

Grand Sponsor: **Bank of America** Supporting Sponsors: **Comcast** **The Enterprise** **The Shaw's Center** **UNBT** **HSA** **MBK**

## Honoring Women; Awards, Expo, Noted Author

Wednesday, June 17, 7:30 am - 10:00 am

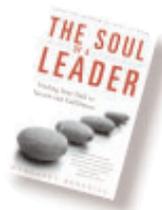


reaching their full leadership potential.

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. By honoring exceptional leaders, others will be encouraged to excel.

The featured speaker is **Margaret Benefiel, Ph.D., CEO of ExecutiveSoul.com & Noted Author.** Margaret Benefiel is the author of *Soul at Work* and *The*

*Soul of a Leader* and has written for many business and managerial magazine publications. Margaret will discuss how businesses can thrive in tough economic times, relating stories of business owners who



"Today's global community desperately needs leaders with soul. Margaret Benefiel's ground breaking book meets that need beautifully, by teaching principles of soulful leadership, illustrated with stories of real leaders who practice them. Required reading."  
- Archbishop Desmond Tutu, Nobel Peace Prize Winner

keep their employees fully engaged in their work, resulting in powerful financial benefits.

Tickets are \$25 for members and \$35 for non-members. The first 100 attendees at the breakfast will receive a copy of Benefiel's book, *The Soul of a Leader*. Tables of 10 are still available. To register or to nominate an individual, please call Kim Prosper at 508.586.0500 x 231, or visit [www.metroouthchamber.com](http://www.metroouthchamber.com).

For information on the ATHENA Expo, see page 2



## Tax Hike to Halt Reform

Let's give reform some more time to work before a 25% tax hike is considered...

See page 10 for full story

## Case Basis on Business Ban

"Brockton businesses are by and large good businesses run by responsible people. This year they have endured property tax, water and sewer rate increases while weathering a national economic storm..."

See page 10 for full story

## Buy Local

Now, more than ever, local merchants and service providers (your friends and neighbors) are offering exceptional value at convenient locations...

See page 10 for full story

## Brockton Tops Mass. Cities

In the areas of industry, education and progress, Brockton has fared better than virtually any city in Massachusetts, according to studies by Pioneer Institute and the Massachusetts Department of Education...

See page 10 for full story

## Comcast Supports Chamber Programs



Mike Iannetta, Comcast, and Christopher Cooney, Chamber President & CEO recently met to discuss Comcast's promotion of their expanded business services within the region

## Small Business Expo 2009



Wednesday, May 13, 2009

10am - 12pm: Business Expo  
 12pm - 1:30pm: Small Business Luncheon  
*Featuring Monster.com Creator Jeffrey Taylor and  
 Small Business & Entrepreneur of the Year Awards*  
 1:30pm - 3pm: Business Expo

Promote your company to prospective clients at the 2009 Business Expo presented in conjunction with the Small Business Awards Luncheon. More than 30 businesses will be featured in this table top Expo. Reserve your table by May 8 and secure an early bird rate of \$259 for members and \$359 for non members. After May 8, the cost of a table will increase to \$299 for members and \$399 for non-members. Prices include 1 lunch ticket. For more information call, Kim Prosper at 508.586.0500 x 231. The Expo is free to attend.

1460 WXBR Radio, Bank of America, Boston Business Journal, Boston Medical Center HealthNet Plan, Bridgewater Savings Bank, Brockton 21st Century Corporation/Building a Better Brockton, Brockton Area Workforce Investment Board, Comcast, Costco Wholesale #303, Curry College, HarborOne, Metro PCS, Metro South Chamber, Old Colony YMCA, Rob Peters Entertainment, SCORE, Sign Design, SEED Corp., Sovereign Bank, The Community Bank, WATD 95.9 FM

## ATHENA Expo Promotes Women Owned Business

Wednesday, June 17, 2009

7:30 am - 8:00 am: Networking & Exhibits  
 8:00 am - 9:00 am: ATHENA Award/Breakfast  
 9:00 am - 10:00 am: Networking & Exhibits



If you are a woman owned business, or a business that supports women, we invite you to display at the 2009 ATHENA Expo. Table top displays are \$99 for members and \$129 for non-members and includes 1 breakfast ticket. For more information or to reserve your table, contact Kimberly Prosper at 508.586.0500 x 231.

## Business After Hours at New Radiation Center

Thursday, May 21, Good Samaritan, 5:30-7:30 pm



The next Business After Hours will take place on Thursday, May 21 from 5:30 pm-7:30 pm at Good Samaritan's new Radiation Therapy Center at 818 Oak Street, Brockton on the main campus.

Radiation Therapy at the Good Samaritan Cancer Center completes the circle of comprehensive cancer care available through Good Samaritan. The cornerstone of care in the radiation therapy building is the linear accelerator, offering both intensity modulated radiation therapy (IMRT) and image-guided radiation



Good Samaritan Medical Center therapy (IGRT). The center also has a CT scanner which is used to develop more precise and accurate treatment plans for patients. It is also the home of the Cancer Support Group and houses the Millie Moynihan Cancer Resource Center, which allows the public to research cancer diagnoses and available treatments. The addition of radiation therapy enables patients to receive world-class cancer care without leaving the community.

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 members and \$10 for non-members. To register, call Kim at 508.586.0500 x 231 or register online at [www.metroouthchamber.com/register.html](http://www.metroouthchamber.com/register.html)

## Past ATHENA Award Recipients Gather



Past ATHENA Award Recipients gathered for lunch at X&O Restaurant to discuss the ATHENA Program and forming nominating and outreach committees. They also discussed the creation of a woman's network where all past nominees and recipients can come together.

*Pictured: Noelle Foye, Fuller Craft Museum, Barbara Duffy, BAMS!, Christine Karavites, Proteas Consulting, Linda Faria Braun, The Adult Learning Center, Vanessa Tierny, BAMS!. Also in attendance: Loretta Degrazia, East Coast Petroleum, Shailah Stewart, Brockton Public Schools*

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Brockton Area Transit Authority

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508-586-0500 Front Desk x 221

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President and CEO x 223

**Lisa Keene**  
Business Development x 225

**John Nesti**  
Member Services x 229

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- Fred Mason**- National Grid
- Dana Mohler-Faria** - Bridgewater State College
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- Patricia Williams** - HarborOne Credit Union

- Kimberly Prosper**  
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- Kathryn Sayles**  
Competitive Workforce x 227
- Kerry Sullivan**  
Finance x 230
- Alison van Dam**  
Director of Communications x 222

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

**MAY Calendar**

|            |  |                      |
|------------|--|----------------------|
| <b>5,6</b> | <b>Membership Drive</b><br>Stonehill College Alumni Hall, Easton   | 8:30 am              |
| <b>7</b>   | <b>Affirmative Market Program</b>  | 1:00 pm              |
| <b>8</b>   | <b>Government Affairs</b> (State Representative Galvin)  | 12:00 pm             |
| <b>9</b>   | <b>Homebuyer's Fair</b><br>Westgate Mall, Brockton   | 10:00 am             |
| <b>12</b>  | <b>Executive Committee</b>   | 3:00 pm              |
| <b>13</b>  | <b>Small Business Awards and Expo</b><br>Shaw's Center, 1 Feinberg Way, Brockton<br>Business Expo<br>Awards & Luncheon | 10:00 am<br>12:00 pm |
| <b>19</b>  | <b>SOMWBA Workshop</b>   | 10:00 am             |
| <b>20</b>  | <b>QuickBooks for Beginners</b>  | 8:30 am              |
| <b>21</b>  | <b>So, You Want To Be A Consultant</b>   | 8:00 am              |
| <b>21</b>  | <b>Business After Hours</b><br>Good Samaritan new Radiation Center, 818 Oak St., Brockton                              | 5:30 pm              |
| <b>25</b>  | <b>Memorial Day - Chamber Closed</b>   |                      |
| <b>27</b>  | <b>Board of Directors</b>  | 12:00 pm             |

*Coming Up*  
**June**

|           |   |          |
|-----------|---|----------|
| <b>3</b>  | <b>Ambassador Meeting</b>   | 8:00 am  |
| <b>4</b>  | <b>Business After Hours - Ice Cream Social</b><br>Brockton Neighborhood Health Center, 63 Main Street | 5:30 pm  |
| <b>9</b>  | <b>China Information Session</b><br>Moakley Center, Bridgewater State College                         | 9:00 am  |
| <b>12</b> | <b>Government Affairs</b>   | 12:00 pm |
| <b>17</b> | <b>ATHENA Awards Program</b><br>Shaw's Center, 1 Feinberg Way, Brockton                               | 7:30 am  |



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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.

**Photography by Rich Morgan** www.richmorganphotography.com  
**Photo and print production by Mark Mahoney, The Enterprise**

**Do You Have an HR Question?**

*Try the Human Resource Hotline*

Does your business have Human Resource questions?  
Do you know where to turn for the answers?

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The Metro South Chamber of Commerce has developed a hotline for your business to receive professional advice from experts in the HR field. Simply e-mail your questions to the HR hotline at [hrhotline@metrosouthchamber.com](mailto:hrhotline@metrosouthchamber.com) or log onto [www.metroouthchamber.com](http://www.metroouthchamber.com).

For more information contact **Kim Prosper** at 508.586.0500 ext. 231.

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

## GOODNews

Send your Good News to [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com)

### Celebrate the great things going on!

#### Stadelmann Honored



Willy Stadelmann

The Boys & Girls Club of Brockton will honor board member Willy Stadelmann at its second annual signature event, "Black Tie and Tennis Shoes". Stadelmann, a survivor of the Mumbai terrorist attack over Thanksgiving weekend last year, will be feted for his loyal volunteer service to the Club over the last two decades. The Boys & Girls Club of Brockton hopes to raise in excess of \$100,000 to fund vital services for Brockton's youth.

This year, the event will be held on Thursday, May 21st, from 6:00 to 9:30 p.m. at The Shaw's Center. Tickets are \$150.00 each and are available only in advance by calling 508-584-5209 ext. 106. Tables of ten may also be reserved, and include an ad in the program book. Sneakers are the required footwear. Black Tie is optional. The event will feature a "Best Decorated Tennis Shoes" contest, and entertainment by Street Magic, an a cappella "doo-wop" singing group.

#### Poyant Signs Wins Design Awards

Poyant Signs, a leading design/build sign manufacturer serving the New England region, won a total of eight awards in five categories at the Rhode Island Sign Contractors Association's awards dinner held recently.

In a competitive field of over 100 entries in 12 categories, Poyant Signs came away with four First Place awards, two Second Place awards and two Merit awards. The judging criteria included: creativity, uniqueness of design, readability, how well the signage fits in with the architecture of the building and how well the design represents the customer's business. To learn more about this award-winning company and for contact information, please visit [www.poyantsigns.com](http://www.poyantsigns.com).

#### Women's Business Exchange

The Community Bank's Women's Business Exchange is hosting a seminar entitled, "CEO Conversations Over Coffee" on Tuesday, May 12th beginning at 9:00am at Thorny Lea Golf Club, Brockton, MA. Vicki Donlan, Business Broker/Consultant and Founder of Women's Business and Kathy Healy, Partner, Healy & Healy will share their success stories as well as discuss the importance of a business plan. Teri Cavanagh, Director of the Women's Business Exchange will sit in on the panel discussion as the moderator. The event will feature a light breakfast and an opportunity for networking. Registration will be online

only. Visit [www.communitybank.com](http://www.communitybank.com) to register by 5/5. Seating is limited to 60 guests. This series of seminars helps to connect women business owners with experts and resources.

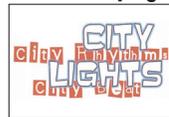
#### Mutual Bank Ends 2008 Record High

Mutual CEO Glen S. White presented the 2008 Report of Operations at their annual meeting, saying that the Bank's total deposits grew to a record high, up \$7.5 million or a 3.9% increase over 2007. Citing strategic initiatives instituted by the management team and unwavering dedication by branch managers and staff in embracing the bank's service culture, White said that assets closed at a record high of \$325 million.

Moreover, Mutual Bank's mortgage loan portfolio grew over 45%, while net income for the year exceeded \$1 million.

With a year-end surplus of \$26.8 million, White said that Mutual Bank is extraordinarily well-capitalized and in a position to withstand any unforeseen future downturns.

#### "Brockton City Lights" Cultural Event



The Brockton Library Foundation, working together with the Brockton Historical Society and the Greater Brockton Society for Poetry and the Arts, will host Brockton City Lights on Saturday, June 20, 2009, from 8:00 p.m. to 12 a.m. The benefit event will be held at the Brockton Public Library, 304 Main Street. Brockton City Lights will feature an evening of live music, great food, jazz, elegant company and engaging performances with overtones of the beat generation.

Proceeds from this event will be used to continue the ongoing mission of the Brockton Library Foundation, the Brockton Historical Society, and the Greater Brockton Society for Poetry and the Arts. Tickets may be purchased online at [www.brocktoncitylights.com](http://www.brocktoncitylights.com) or by contacting Barbara Lutz at 508.583.4987.

#### Good Sam Receives Accreditation

Good Samaritan Medical Center's laboratory has been awarded an accreditation by the Commission on Laboratory Accreditation of the College of American Pathologists (CAP), based on the results of a recent on-site inspection.

The laboratory's director was advised of this national recognition and congratulated for the "excellence of the services being provided." The Good Samaritan Medical Center Laboratory is one of more than 6,000 CAP-accredited laboratories nationwide.

During the CAP accreditation process, inspectors examine the laboratory's records and quality control of procedures for the preceding two years. The inspectors also examine the entire staff's qualifications, the laboratory's equipment, facilities, safety program and record, as well as overall management of the laboratory.

#### Rocky Marciano Calendar



The Rocky Marciano 2010 limited edition photo calendar is now on sale. The calendar is 10 1/2 "x 8" and contains information on every Rocky match and a complete fight schedule. The calendar also contains high resolution photographs and quotes from Rocky and other legends. Proceeds go towards the Rocky Marciano Foundation, started by Rocky's youngest brother Peter Marciano, awarding scholarships to student athletes from Brockton High School. For more information, visit [www.rockymarcianofoundation.org](http://www.rockymarcianofoundation.org) or call 508-509-3236.

#### Boucher Named Vice Chair

John C. Boucher, President and CEO of South Shore Savings Bank, was recently named by the American Bankers Association as the Vice Chairman of the Advisory Board of the ABA Stonier National Graduate School of Banking at the University of Pennsylvania in Philadelphia, PA. He previously served on the Advisory Council for the America's Community Bankers National School of Banking at Fairfield University, which was merged into the ABA Stonier National Graduate School of Banking.

The ABA Stonier National Graduate School of Banking is the preeminent executive management school for the financial services industry. Designed to develop leaders who are able to compete in the 21st century, the primary objectives of the school are to provide attendees with the knowledge and skills to recognize and solve executive management problems and to implement solutions.

#### Cordoso Promoted to Branch Manager

Mutual Bank, a community bank with nine branches throughout Southeastern Massachusetts and on Cape Cod has named Dalia Cardoso Branch Manager of its new Plymouth location.

Cardoso, an Assistant Vice President of Mutual Bank and the former Branch Manager of the Bank's Brockton West branch, oversees operations at the full service Plymouth location which opened its doors in December, 2008. The Plymouth branch, located at Two Pilgrim Hill Road is the Bank's 9th location in Southeastern

Massachusetts.

The Plymouth branch, located off Samoset Street offers full service, including the bank's "Totally Free Checking" program, business banking services, 24-hour ATM service, two-bay drive-up, and safe deposit boxes.

#### A Journey Into Irish Culture

On Saturday, May 9, the Irish Cultural Centre will hold its new family programming series, "A Journey Into Irish Culture," at 1:00pm. The Cultural Centre's Pub will also be open and will feature a full lunch menu. General admission is \$3.00 per person. Pre-registration is required. Please call 781.821.8291.

#### BHS Present Pajama Game

On May 15-17, Brockton High School will present the musical "Pajama Game" at the BHS Nelson Fine Arts Building. Friday and Saturday night shows start at 7:30 pm and Sunday's night show starts at 6:00 pm. Tickets are \$10 per person. Call 508-580-7653 for more information.

#### 3rd Annual Kevin Faulk Softball Game

On Saturday, May 16th the 3rd Annual Kevin Faulk Celebrity Softball Game will take place. VIP tailgate party starts at 5pm. Proceeds will go to the United Way. First pitch is at 7:05pm. Rare memorabilia will be up for bid during a silent auction. VIP guests will also have a reserved seat behind the dugout. VIP tickets are \$133. General admission tickets are \$10. Many New England Patriots players will be present. For more information, call the ROX front office at 508-559-7000.

#### Brockton ARC \$10,000 Drawing

On Friday, May 22, the Brockton Area ARC will hold its \$10,000 Drawing Event at the Shaw's Center, 1 Feinberg Way, Brockton, from 7:30pm-11:30pm. For a \$100 ticket (which admits 2), receive a 1 in 3 chance to win \$10,000. The event will include live music, Jim Plunkett, dancing, food, cash bar, and additional contests. The event is to raise money to help children and families whose lives are affected by disabilities. For more information or tickets, call 508.583.8030 x 200.

#### Catholic Charities South Springfest

On Wednesday, June 3, Catholic Charities South will hold its Annual Springfest and Auction at Thorny Lea Golf Club, Brockton, from 6-9pm. At the event, Jane Martin will be honored. Celebrate individual stories that together make a big difference in the journey of Catholic Charities South and discover where your help and hope is needed. For more information, call 508.587.0815 x 234.

### Progress over Recession



Christopher Cooney,  
Chamber President & CEO

For more than ninety five years, the Metro South Chamber of Commerce has provided business and community leadership for the greater Brockton area. Our mission, to ensure the economic advancement of the Metro South region, is as important today as ever.

I want to assure you that the Metro South Chamber of Commerce, in the face of this economic downturn, is stepping up the services we provide to members and the community as a whole. Through well-managed assets and good business counsel, the Metro South Chamber of Commerce is well-positioned to provide businesses with exceptional networking, consulting, research, education, and advocacy.

Our goal is to provide abundant opportunity for businesses to access what they need most, more customers, credit and credentials. Chamber programming will increase this year with an emphasis on fostering a competitive workforce and encouraging greater connectivity among local businesses.

In order to achieve this, we have hired two additional chamber professionals who will focus their attention on activities that strengthen our workforce and encourage businesses to buy from local businesses. We will maintain our vigorous activities around business assistance, regional promotions, economic development and political advocacy.

In order to position our businesses and region in the best possible way for economic recovery, we must all "pull together" and derive strength from our regional economic diversity. The opportunities are great for communities who choose progress over recession.

I am confident, with your support, we will emerge a stronger community; well-positioned to capitalize on our regional strengths of location, infrastructure, workforce and diversity.

Thank you for your past support of the Metro South Chamber of Commerce. If you would like additional information about the Chamber, please contact any one of our chamber professionals, or stop by the Chamber offices at Sixty School Street in Brockton. We are happy to assist you.

Sincerely,

Christopher B. Cooney, CCE  
President & CEO

### Business Contracting Opportunities

Local businesses are encouraged to bid on regional stimulus improvement projects by contacting the Office of Small Business Utilization at <http://www.osdbu.gov/offices.html> or contact the United States Small Business Administration (SBA) counselor, Donna O'Connor at the Metro South Chamber of Commerce, 508-586-0500 x221. Donna maintains local office hours at the Chamber of Commerce each Wednesday.



Stephen Fitzgerald, Stonehill Sports Camps Coordinator  
phone: 508.565.1773 • email: [sfzgerald1@stonehill.edu](mailto:sfzgerald1@stonehill.edu)  
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## Connecting Activities SPOTLIGHT

The Metro South Connecting Activities Partnership spotlights youth involved in structured internships with local employers. To learn more about this and other competitive workforce programs, contact Kathryn Sayles at the Chamber by calling (508) 586-0500 ext. 227 or via e-mail [ksayles@metrosouthchamber.com](mailto:ksayles@metrosouthchamber.com).



Intern, Michael Marckini, with supervisor, Meaghan Glassett. Michael, a student from Whitman-Hanson Regional High School, is involved in a 15-week internship at the Clipper Express located in Hanson.



Intern, Matthew Channell, with supervisor, Ed Lofgren. Matthew, a student from Whitman-Hanson Regional High School, is involved in a 15-week internship at 3A Marine Service located in Hingham.

"Michael Marckini is an intern with the Whitman and Hanson Express newspapers. He works with the staff to ensure complete and quality coverage of the news for these communities. Michael has gained experience working in several areas of the paper industry, such as working to gather and verify information in the community and having articles and photographs published in the Express. He follows directions well, gets his work done on time and he is always ready to start working on the next week's issue. Michael is an enthusiastic and dedicated worker who is able to take on a great deal of responsibility. He is sharp, mature and most importantly reliable."

- Meaghan Glassett, Assistant Editor,  
The Clipper Express

"Matt is an intern in the Jobs In Boating Program housed at Massasoit Community College in Canton and is assigned to 3A Marine Service, a boat dealership in Hingham. This internship is a 'match made in Heaven' for both parties. Matt is a senior at Whitman-Hanson High School who is looking forward to a career as a marine technician, repairing and maintaining boats, marine engines and boating accessories. 3A Marine Service sells and services boats, marine engines and boating accessories and appreciates this hard working, mature, and pleasant intern who has arrived just in time to contribute to this busy boating season."

- Ed Lofgren, President, 3A Marine Service

Funded through the Department of Elementary & Secondary Education and supported by Mayor James Harrington and the City of Brockton, Brockton Area Workforce Investment Board and the Metro South Chamber of Commerce

## Old Colony Hospice

### The Stepping Out for Old Colony Hospice 11th Memorial Walk was a great success thanks to you!

Old Colony Hospice wants to thank the walkers, their donors, the corporate sponsors and the volunteers who made the 11th Memorial Stepping Out for Old Colony Hospice Walk possible. The proceeds of the walk directly benefit the patients we have the privilege of caring for each and every day.



Thank you.



Old Colony Hospice, a non-profit organization, serving more than 40 cities and towns in Bristol, Norfolk and Plymouth Counties since 1979. For more information, please call us at 781-341-4145 or visit us online [www.oldcolonyhospice.org](http://www.oldcolonyhospice.org)



## 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.



State Representative William C. Galvin

The next Government Affairs meeting will be held at the Chamber on Friday, May 8 at 12pm. The speaker will be State Representative William C. Galvin.

William C. Galvin (D) represents

the Sixth Norfolk District, consisting of the towns of Avon, Canton and Stoughton. Galvin has served in the Massachusetts House since 1991. Prior to that, he was on the Board of Library Trustees and the Canton Board of Assessors. Galvin is an insurance broker by profession. He currently serves as the Chair of the House Committee on Personnel and Administration.

This is your opportunity to have an informal discussion with legislators about important issues currently being discussed in the State House.

If you would like to attend this meeting, please contact Lisa at the Chamber, 508.586.0500 x 225, or register online at [www.metroouthchamber.com/register.html](http://www.metroouthchamber.com/register.html). The cost is \$5 for members and \$10 for non-members and includes lunch.

## Ice Cream Social at Neighborhood Health Center

Thursday, June 4, Brockton Neighborhood Health Center, 5:30-7:30 pm



services to low-income and marginalized populations in the greater Brockton area. In its efforts to meet the health care needs of the community, The center currently offers primary, preventive and specialty health and dental services to more than 17,000 patients and provides more than 90,000 visits annually.

BNHC constructed a new \$17 million community health center that doubled its capacity and began seeing patients in November 2007. In the next few months, BNHC will break ground on a new expansion.

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 members and \$10 for non-members. To register, call Kim at 508.586.0500 x 231, or register online at [www.metroouthchamber.com/register.html](http://www.metroouthchamber.com/register.html)

The June Business After Hours will take place on **Thursday, June 4** from 5:30 pm- 7:30 pm at the **Brockton Neighborhood Health Center (BNHC)**, 63 Main Street, Brockton.

The BNHC is pleased to host an Old Fashioned Ice Cream Social and networking opportunity. Attendees will also get a chance to see the new facility and learn more about health care services of interest to companies and staff in these challenging economic times.

BNHC is a non-profit, multicultural, community health center providing

## 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 **June 3** from 8:00 - 9:00 am at the Metro South Chamber of Commerce. To become an Ambassador, call Lisa Keene at the Chamber, 508.586. 0500 x 225.

## China Trip Draws Praise, Produces Business

Info Session: Tuesday, June 9, Bridgewater State College

Recent Chamber of Commerce Testimonials Across the Country:

"..Your tour guides were exceptional, and the flow of activities perfectly laid out. Our rooms were fantastic..Our guests on the trip gave testimonials all saying they had a wonderful time. We even had one person on the trip who is now interested in doing business in China.. The business mixer was a great opportunity.."

" ..[We] just returned from China and the response from our people was just amazing. Everyone, without exception, was impressed and excited about the experience. I first want to thank you and your China crew for an outstanding experience. Secondly, I would like to schedule a second trip!"



Leo Liu, CitiSinc Representative, addresses questions at the China Info Session at Stonehill

The Metro South Chamber of Commerce is chartering an all inclusive travel trip to Beijing, Shanghai, Suzhou, and Hangzhou, China. The nine-day, seven-night trip runs from October



Beijing, China

11 to October 19, 2009. The trip is priced at \$1,999 per person (based on double occupancy) and includes bus transportation to and from John F. Kennedy International Airport, round-trip international airfare, four and five-star hotel accommodations, all in-country transportation, three meals a day and fluent English-speaking tour guides. Groups registering with a total

of 25 will be assigned their own charter bus and travel guide in China. A deposit is due by June 1. For more information, itinerary, or to pay your deposit, visit [www.metroouthchamber.com/china.html](http://www.metroouthchamber.com/china.html)

An additional information session has been added on Tuesday, June 9 at 9:00 am at the Moakley Center, Bridgewater State College.

## Rocky Marciano Honored



Rocky Marciano Jr., Adopted son of Heavyweight Champion Rocky Marciano speaks to a crowd at the post office dedication. Photo courtesy of Tim Correia and The Enterprise



New Rocky Marciano Post Office Sign at 120 Commercial Street, Brockton. Photo courtesy of Tim Correia and The Enterprise

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# Chamber Hosts Attorney General Martha Coakley at Legislative Luncheon

Sponsored By:



Photos by Rich Morgan, www.richmorganphotography.com

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Flowers Donated by Holmes-McDuffy Florists



Jim Barretto, Attorney General's Office;  
State Representative Thomas Kennedy



Mayor James Harrington, City of Brockton; Tim Cruz, Plymouth County District Attorney; Martha Coakley, Attorney General; Christine Karavites, Vice Chair of Government Affairs; Scott Sanborn, Chamber Chair of the Board; Christopher Cooney, Chamber President & CEO.



Brian Bezanson, Town of Whitman;  
Daniel Salvucci, Town of Whitman



Attorney General Martha Coakley



Attorney General Martha Coakley,  
Mayor of Brockton, James Harrington



State Representative  
Michael Brady



Michael Yunits,  
Town of Hollbrook



Shannon Oriola sings the National Anthem



Event Sponsors: Dana Mohler-Faria, President, Bridgewater State College;  
Charles Wall, President, Massasoit Community College

## State Representatives Also in Attendance:



State Representative Allen McCarthy



State Representative Daniel Webster



Kate Archard, Bridgewater State College; John Nesji, Metro South Chamber;  
Anne Beauregard, Brockton Library Foundation

## SBA, SCORE Offer Advice on Recession Survival Secrets

### Article Provided By SCORE

Chamber of Commerce members face challenges on many fronts, including lower consumer spending, tightening credit, and rising unemployment. Inflation pressures have hit both businesses and customers.

Southeastern Massachusetts SCORE offers Chamber of Commerce members a free business review and planning session. The volunteer experts at SCORE have experience in a wide range of business areas. SCORE offers tips on how small businesses can survive and even thrive during a recession.

### Small Business Survival Tips

**1. Stay positive.** Be calm and realistic as you review your business. Focus on the fundamentals and what you can control about your business. Look for customer feedback on the things you do well. There is a bigger payoff in capitalizing on the things you do well rather than the areas that need improvement.

**2. Continue your marketing.** This is the time you need marketing the most. It reassures your customers that you are still there to serve them. Invest in your company's internet marketing. Consider publishing email newsletters and sales alerts.

**3. Find ways to cut costs.** Check your cash flow on a regular basis. Re-examine your expenses and cut back wherever possible. Make sure you have good collection policies. Keep good control of your inventory and be careful not to overstock your shelves.

**4. Look for local funding.** Contact the SBA for new programs that you can benefit from. Consider SEED as a possible source of capital for your business. Many economic development offices have programs for qualified small firms. At this time community banks and credit unions may be a better source of capital than larger institutions. A solid business plan can



help you make your case and SCORE can help prepare you.

**5. Consult your mentors.** Get feedback from informal advisors you trust. Ask SCORE for advice and meet to review the health of your business. Plan for a profitable year in 2009, even with potentially little or no growth.

For more information, and to schedule a free, confidential meeting with SCORE counselors, call 508-587-2673. Visit SCORE online at [www.score.org](http://www.score.org). SCORE is located inside the Metro South Chamber of Commerce Building.



**MAYOR'S HIGHER EDUCATION COLLABORATIVE PARTNERS**

The Honorable James E. Harrington, Mayor City of Brockton  
 Dr. Charles Wall, Massasoit Community College  
 Dr. J. Lynn Griesemer, UMass Donahue Institute  
 Christopher Cooney, Metro South Chamber of Commerce

Bridgewater State College • Brockton 21st Century • Brockton Area Transit • Brockton Area Workforce Investment Board • CareerWorks • City of Brockton • Curry College • Massasoit Community College • Metro South Chamber of Commerce • Old Colony Planning Council • Southeastern Technical Institute • Stonehill College • TERI College Access • The University of Massachusetts at Boston • The University of Massachusetts at Dartmouth • UMass Donahue Institute

# Connecting to College and Careers



"The business, economic development and higher education partnership creates an economic engine for the region and supports the region's adults and high school graduates to enhance their qualifications and career opportunities."

Mayor James E. Harrington,  
City of Brockton



"Bridgewater State College is forging deep and lasting partnerships with Brockton and the region to educate a new generation of leaders and to be an engine of positive socio-economic change."

President Dana Mohler-Faria,  
Bridgewater State College



"Acquiring new skills and credentials through a certificate or degree program at Curry College allows our students and graduates to improve their marketability and increase their earning potential."

President Kenneth K. Quigley,  
Curry College



"Massasoit is the vital link between the educational objectives of the citizens living in the Metro South area and the needs of the business community."

President Charles Wall,  
Massasoit Community College

The Mayor's Higher Education Collaborative, under the direction of Mayor James E. Harrington, strives to increase college and career opportunities for the constituents of Brockton and the Metro South Region.

Business, economic development, transportation, career and workforce development leaders join the Region's higher education institutions to help adults and youth change their lives by promoting "going to college" and expanding their careers.

"Connecting to College and Careers" contains information about the higher education institutions in the Region and contains valuable information to help make college and career choices.

Certificate programs, professional development workshops and preparatory courses are offered in downtown Brockton at three locations through the strong commitment of: CareerWorks, the Metro South Chamber of Commerce and City Hall.

Special information gathering sessions will be held in June at the Metro South Chamber of Commerce (see schedule) to hear your needs, and in the fall, workshops will be offered to assist with making college and career decisions.

**We are here to help you!** Please take the time to contact the Collaborative. Good luck as you map your path "Connecting to College and Careers".

"Stonehill College believes in partnerships with the local community. Our students, faculty and staff engage our neighbors often and in many varied ways. We believe both we and the community are enriched."



Reverend Mark Cregan,  
President, Stonehill College

The University of Massachusetts promotes continued prosperity for the region, its business community and its constituents with a strong commitment of the UMass system through the Donahue Institute, CareerWorks, UMass Boston and UMass Dartmouth."



President Jack M. Wilson,  
University of Massachusetts

"The University of Massachusetts at Boston supports the region and its citizens to achieve success in college and careers, promote research and development, and serve as a resource for our knowledge-based economy."



Chancellor Keith J. Motley,  
University of Massachusetts Boston

"The University of Massachusetts Dartmouth is committed to excellence through instructional programs, research and service to the community. We play a major role in the economic life of the region."



Chancellor Jean MacCormack,  
University of Massachusetts Dartmouth



**Bridgewater State College**  
Bridgewater, Massachusetts  
www.bridgew.edu  
(508) 531-1000

Office of Professional Development  
Jenna Stephenson  
(508) 531-2725



**University of Massachusetts Boston**  
Boston, Massachusetts  
www.umb.edu  
(617) 287-6000

Division of Corporate  
and Professional Training  
Olga Lauterbach  
(617) 287-7298



**Curry College**  
Milton, Massachusetts  
www.curry.edu  
(617) 333-2364

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(617) 979-3547



**University of Massachusetts Dartmouth**  
Dartmouth, Massachusetts  
www.umassd.edu  
(508) 999-8000

Professional & Continuing Education Center  
Joy McGuirl Hadley  
(508) 999-8621



**Massasoit Community College**  
Brockton, Massachusetts  
www.massasoit.mass.edu  
(508) 588-9100

Professional Development Center  
James Miller  
(508) 588-9100, extension 2013



**University of Massachusetts Donahue Institute**  
Shrewsbury, Massachusetts  
www.donahue.umassp.edu  
(774) 455-7361

Corporate Training  
Christopher Robbins  
(508) 856-1307

**CareerWorks**  
Brockton, Massachusetts  
www.careerworks.com  
(508) 856-1307



**Stonehill College**  
Easton, Massachusetts  
www.stonehill.edu  
(508) 565-1321

Center for Nonprofit Management  
Georgia Antonopoulos  
(508) 565-1858



## Juniors & Seniors : Plan Your College Career

| June  | July  | August   | September   | October  | November   | December   | January   | February  | March                                     | April   | May  |
|---|---|--|---|--|--|--|---|---|---|---|--|
| <p><b>Take SAT I and SAT II tests</b> if pre-registered</p> <p><b>Talk to advisor</b> - Make sure you are still on track to graduate</p>  | <p><b>Participate</b> in a summer program, internship or college prep program</p> <p><b>Request</b> applications from organizations that sponsor scholarships</p> | <p><b>Talk</b> to parents about college suggestions</p> <p><b>Request</b> college catalogues, applications and financial aid information online</p> <p><b>Visit</b> college campuses</p> | <p><b>Visit</b> college campuses on "top ten" list</p> <p><b>Ask</b> teachers for letters of recommendation - Provide copies of forms</p>  | <p><b>Meet</b> with guidance counselor or college advisor to plan courses and evaluate transcript</p> <p><b>Take</b> SAT I, SAT II, Subject Tests, ACT if pre-registered</p> | <p><b>Write</b> draft of college essay - Ask teachers to review and make comments</p> <p><b>Narrow</b> college applications to six to eight colleges</p> | <p><b>Research</b> potential scholarships, grants and loans</p> <p><b>Complete</b> final draft of college essay</p> <p><b>Remind</b> teachers to complete and submit their letters of recommendation</p> <p><b>Make</b> copies of FAFSA and scholarship application forms</p>  | <p><b>Complete</b> and submit the FAFSA as soon after January 1 as possible</p> <p><b>Check</b> college application deadlines</p> | <p><b>Complete</b> individual college financial aid forms</p>  | <p><b>Schedule</b> college interviews</p> | <p><b>College</b> acceptance and rejection letters begin to arrive</p> <p><b>ACCEPTED</b></p>  | <p><b>Inform</b> college about your decision to accept or reject Admission Offer</p> <p><b>GRADUATION!</b></p>  |

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### Degree Completion

#### Occupational Outlook Handbook 2008-2009

The Occupational Outlook Handbook - a nationally recognized source of career information - provides valuable assistance to individuals making decisions about their future work lives.

Hundreds of different jobs listed-such as teacher, lawyer, and nurse!

The Occupational Outlook Handbook tells you:

- the training and education needed
- earnings
- expected job prospects
- what workers do on the job
- working conditions
- gives job search tips
- links to information about the job market in each State, and more.

For more information visit the Occupational Outlook Handbook website: [www.bls.gov/oco/home.html](http://www.bls.gov/oco/home.html)

- To find out about a specific occupation or topic, use the Search box that is on every page-enter your search term in the box.
- To find out about many occupations, browse through listings using the Occupations links that are on the left side of each page

### Mayor's Higher Ed. Collaborative Upcoming Workshops & Listserve

Look for upcoming workshops in the fall! These workshops will help students, parents and adults prepare for and connect to college and success.

Add your name and email to the Mayor's Higher Education listserv to receive information about upcoming Workshops/ Professional Development/ Degree and Certificate Programs. Visit [metroouthchamber.com/highered.html](http://metroouthchamber.com/highered.html), or email your information to [ksayles@metroouthchamber.com](mailto:ksayles@metroouthchamber.com)

### Discover More About Careers Through Internships



Connecting Activities provides High School Seniors throughout the Metro South Region the opportunity to participate in a structured internship with area employers. The workplace experience assists students to make more informed decisions about their future education and career choices while developing fundamental skills for success in high performance workplaces.

To learn more about the Connecting Activities Program, please visit the Metro South Connecting Activities Partnership website located at [www.metroouthchamber.com/ca.html](http://www.metroouthchamber.com/ca.html) or contact Kathryn Sayles at the Chamber by calling (508) 586-0500, extension 227.

Every month, the Metro South Connecting Activities Partnership highlights youth involved in structured internships with their employers. Please see page 5 for this month's "Connecting Activities Spotlight."

Connecting Activities is an initiative funded through the Department of Elementary and Secondary Education and is supported by the Metro South Connecting Activities Partnership, a collaboration of the City of Brockton Office of Mayor James E. Harrington, the Brockton Area Workforce Investment Board, and the Metro South Chamber of Commerce.

### Useful Websites

[www.act.org](http://www.act.org) - American College Testing program that provides monthly newsletters and tips for college-bound students and their parents

[www.collegeispossible.org](http://www.collegeispossible.org) - Coalition of America's Colleges and Universities provides information on how to choose and pay for college

[www.college.gov](http://www.college.gov) - US Department of Education - Provides important information and a road map through the college planning process - Includes good articles and advice for students and parents.

[www.connectmass.org](http://www.connectmass.org) - CONNECT goals: To improve the quality, accessibility and affordability of higher education - To advance the economic, educational and cultural life of Southeastern Massachusetts.

[www.fafsa4caster.ed.gov](http://www.fafsa4caster.ed.gov) - Federal student financial aid information and assistance in completing the FAFSA aid form.

[www.firstinthefamily.org](http://www.firstinthefamily.org) - Straight-up, practical advice from first-generation students who have made it to college.

[www.knowhow2go.org](http://www.knowhow2go.org) - American Council on Education - Focus on assisting students and parents in the college application process.

[www.yesican.gov/secondary/index.html](http://www.yesican.gov/secondary/index.html) - White House Initiative on Educational Excellence for Hispanic Americans - Contains information on preparing for and paying for college.

[www.collegeboard.com](http://www.collegeboard.com) - The College Board - Helps connect students to college information.

[www.nacacnet.org](http://www.nacacnet.org) - National Association for College Admission Counseling - Great newsletters and resources for parents and students. Newsletter "Steps to College" - English and Spanish Guides for parents

[www.princetonreview.com](http://www.princetonreview.com) - Loads of information on selecting schools - Advice on how to fill out applications - Scholarship information and college/university rankings.

[www.schoolsuccessinfo.org](http://www.schoolsuccessinfo.org) - Lots of information for parents on how to help your son or daughter as they search for the right college or educational program

[www.righe.org](http://www.righe.org) - Information on colleges and universities in Rhode Island - Financial aid and scholarship information - French, Spanish, Portuguese, English college application information.

[www.mycollegeoptions.com](http://www.mycollegeoptions.com) - College Search site that helps find the school that is the best match for you. Resources for parents, too!

[readysetgotocollege.com](http://readysetgotocollege.com) - MA Department of Education - Sites encourages more high school and middle school students to think about attending college.

[www.students.gov](http://www.students.gov) - Lots of good information about financial aid and federal and local programs to help students get ready to attend college.

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**We want to hear from you!** Your input will help us as we design upcoming programs

**Information Gathering Sessions to hear your needs:**

Tuesday, June 2, 2009, 5:30 - 6:30 pm

Wednesday, June 3, 2009, 3:00 - 4:00 pm & 5:30 - 6:30 pm

Location: Metro South Chamber of Commerce

60 School Street, Brockton, MA

**Respond to online survey:**

[metroouthchamber.com/highered.html](http://metroouthchamber.com/highered.html)

**Contact Us:**

**Christine Karavites,**

Collaborative Coordinator

[ckaravites@donahue.umassp.edu](mailto:ckaravites@donahue.umassp.edu)

508.982.4276

**Kathryn Sayles,**

Connecting Activities Coordinator

[ksayles@metroouthchamber.com](mailto:ksayles@metroouthchamber.com)

508.586.0500 x 227

## RENEWING Members Thank You !

AB General Contractors, Inc.  
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Anderson Insulation  
AT & T Advertising Solutions  
Avon Co-operative Bank  
Back Bay Bagel  
Bemis Drug Inc.  
Boys and Girls Club of Brockton, Inc.  
Bridgewater Credit Union  
Brockton Area Workforce Investment Board  
Brockton Housing Authority  
Colonial Maintenance Contractors Inc.  
Connolly Insurance  
Costco Wholesale #303  
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CWB Contractors, Inc.  
Embassy Rehabilitation and Health Center  
EMH Recovery INC.  
Good Days Restaurant, Inc.  
Gouthro Plumbing & Heating  
Hackwell-Boone Insurance Agency, Inc.  
Hale Street Properties  
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R. E. Lyons & Son Fire Equipment Corp  
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Trojan Recycling, Inc. and Transfer Station  
VHS Transportation Company, Inc.  
Vieira & DiGianfilippo, Ltd.  
W. B. Mason Company, Inc.  
Webster Bank, N.A.  
Westfield Child Center  
William M. Callahan Real Estate  
World Wide Drying  
Wright Technology Group  
Yankee Sprinkler Company

## Buy Local

The Metro South Chamber of Commerce is urging businesses and consumers to buy local. Now, more than ever, local merchants and service providers (your friends and neighbors) are offering exceptional value at con-

venient locations. Special discount offers can be registered and viewed on-line at metrosouthchamber.com. To offer a discount at your business contact Alison van Dam at [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com) or call 508-586-0500 x222.

## Chamber Urges Case Basis on Business Ban

Chamber President and CEO, Christopher Cooney, testified before the Brockton City Council urging restraint on placing any additional burden on local businesses. "Brockton businesses are by and large good businesses run by responsible people. This year they have endured property tax, water/sewer rate increases while

weathering a national economic storm. The vast majority of them give more than anything to this community. As a whole they contribute a great deal to this community and few of them have anything to do with the incidents that have led to this overreaching proposal. I urge you to take action on a case by case basis," said Christopher Cooney.

## Brockton Homebuyers Fair May 9th

Qualified home buyers can receive up to \$10,500. in assistance to buy a bank-owned, foreclosed or short sale property in Brockton. The current 30 year interest rate is 4.5% with no points. The program is valid for a limited time and number of properties. The property may be financed up to a 100% value. The loan will be underwritten by a local bank or credit union. The Buy Brockton program is a partnership between the Brockton Housing Partnership, Mayor James Harrington and the Metro South Chamber of Commerce. To learn more, visit the Brockton Home Buyers Fair on Saturday May 9th at the Westgate Mall from 10:00 am until 4:00 pm or visit [www.BuyBrockton.org](http://www.BuyBrockton.org).

## Tax Hike Bad for Local Business

Let's give reform some more time to work before a 25% tax hike is considered. Each week as the leadership pursues pension and budget reform we learn of more pension and tax abuses. The call for "reform before revenue" actually seems to be working. Let's see how far it can take us before considering these huge sales tax increase proposals. This proposal discourages consumers from buying local. It only benefits out of state and on-line retailers. This tax proposal is bad for local business.

## WELCOME New Members

### Making an Investment in Our Community

**Advanced Hearing Care, Inc.**  
Dr. Julie Breton  
1324 Belmont Street, Suite 204  
Brockton, MA 02301  
(508) 559-9200  
[www.advancedhearingcare.com](http://www.advancedhearingcare.com)  
*Medical*

**America's Best Defense**  
Mr. John Tiano  
20 Roche Brothers Way #2  
North Easton, MA 02356  
(508) 238-5633  
[www.abdma.com](http://www.abdma.com)  
*Health and Fitness*

**Asiatic Publishing**  
Mr. John C. Williams  
72 Sycamore Ave.  
Brockton, MA 02301  
(904) 651-7176  
*Music*

**Dress Barn**  
Ms. Pauline Bartlett  
39 Memorial Parkway  
Randolph, MA 02368  
(781) 963-7061  
[www.dressbarn.com](http://www.dressbarn.com)  
*Apparel*

**FSH Realty & Associates**  
Ms. Michael Salabanzi  
16 Jackson Street  
Brockton, MA 02302  
(508) 588-0405  
*Real Estate/Residential*

**Gomes Plaster & Drywall**  
Mr. John Gomes, Sr.  
54 Michael Road  
Bridgewater, MA 02324-1652  
(508) 697-3552  
*Contractors Specialty*

**Harrington Insurance Agency, Inc.**  
Mr. Nick McCummings  
111 Torrey Street, Suite 4  
Brockton, MA 02301  
(508) 583-7393  
[harringtonllc.com](http://harringtonllc.com)  
*Insurance*

**MacDonald Plumbing & Heating**  
Mr. Nathan MacDonald  
PO Box 755  
East Bridgewater, MA 02333  
(508) 583-6800  
*Plumbing & Heating*

**National Athletic Training & Fitness Institute**  
Mr. Paul Torney  
One Pearl Street, Suite 1700  
Brockton, MA 02301  
(508) 580-1690  
*Physical Therapy*

**Southeastern Massachusetts Convention & Visitors Center**  
Mr. Arthur Motta  
70 North Second St.  
New Bedford, MA 02741-0976  
(508) 997-1250  
[www.bristol-county.org](http://www.bristol-county.org)  
*Marketing/Public Relations*

**Speedee Oil Change & Tune-up**  
Mr. Jerry Toppa  
800 A Crescent Street  
Brockton, MA 02302  
(508) 580-0063  
[speedeeoilchange&tuneup.com](http://speedeeoilchange&tuneup.com)  
*Automotive Service*

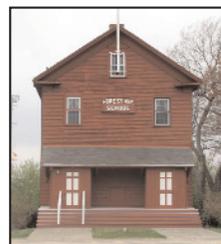
**Stonehill Sports Camp**  
Mr. Stephen Fitzgerald  
320 Washington Street  
Easton, MA 02357-5210  
(508) 565-1773  
[www.stonehillssportscamp.com](http://www.stonehillssportscamp.com)  
*Summer Camp*

## Brockton Tops Mass. Cities

In the areas of industry, education and progress Brockton has fared better than virtually any city in Massachusetts. "Between 2001 and 2006, Brockton experienced the fastest rate of business growth of any of the 14 Middle Cities, seeing gains in 16 of 18 industries analyzed. The city schools have also been achieving gains, reaching their mandated adequate yearly progress for improving student performance in each of

the last two school years," according to the Pioneer Institute. In addition, a recent Massachusetts Department of Education study has placed Brockton among the best cities for high school graduation rates. "I believe Brockton is one of the very few urban school districts in Massachusetts where people move to the community for the quality of the schools", said Chamber President and CEO Christopher Cooney.

## Brophy and Phillips Provides Firm Footing



The Little Red School House, a schoolhouse to thousands of former Brockton Elementary School Students and current site of the city wide spelling bee, recently underwent some major repairs to its failing front steps. John Vlaco, President of Brophy and Phillips, donated the construction and materials to completely repair and rebuild the stairs. Special thanks go out to John and the entire crew for putting our students on a firm footing once more.

## AMP Workshop for SOMWBA



Thursday, May 7, 2009, 1:00 p.m. - 3:00 p.m.

Metro South Chamber of Commerce, 60 School Street, Brockton

The Commonwealth's Affirmative Market Program (AMP) invites all Minority- and Women-Owned Businesses (M/WBES) who are new to state procurement and are interested in learning:

- How to maximize your M/WBE status;
- How to find opportunities for AMP partnerships; and
- How to market as an AMP participant to state entities.

These trainings are designed as an introduction to the services that AMP provides and what it means to be a certified vendor. All M/WBES in all fields including goods, services, construction and design are welcome to join us. To register, call Lisa, 508-586-0500 x 225 or email lkeene@metrosouthchamber.com. This workshop is free to attend.

## QuickBooks Workshop

Wednesday, May 20, 2009, 8:30 am - 3:00 pm

Metro South Chamber of Commerce, 60 School Street, Brockton

**8:30 am - 12:30 pm: QuickBooks for Beginners.**

Gain the tools you need to successfully operate your business. You will receive a quick overview of QuickBooks, learn key setup features and understand the basics of recording income, expenses and reconciling bank accounts.

**1:00 pm - 3:00 pm: How to Use QuickBooks to Manage Difficult Times**

Learn to use QuickBooks to manage your business more effectively during these difficult economic times. Learn about budgeting and advanced reporting features that allow you to dig deeper into QuickBooks data and go beyond the standard Profit and Loss and Balance Sheet. After this workshop, you will be able to isolate and intelligently analyze out of control expenses or sagging sales.

Instructor Frank Guinan has owned his own business, Integrity Business Solutions for 8 years. Through his business he provides CFO services including internal system review, financial report analysis, and strategic planning. He is also a "QuickBooks Guru" providing setup, maintenance and troubleshooting as a Certified ProAdvisor.



To register for this workshop, please call Lisa at 508.586.0500 x 225 or email lkeene@metrosouthchamber.com. This workshop, co-sponsored by Coastal Community Capital, is free to attend.

## Brockton Shoes to Carlton Fisk



Red Sox Catcher and Hall of Famer, Carlton Fisk was recently presented one of the very last pairs of custom, hand-made shoes to be produced in Brockton(FootJoy). He received the gift in a presentation from Chamber President Christopher Cooney, Mayor James Harrington, Rox President Jack Yunits and former Rox manager Ed Nottles during a recent

visit to the area. The Red Sox slugger was very impressed with the gift. He immediately put the golf shoes on and wore them the entire evening. Fisk visited the area to help present scholarships to students during the annual meeting of the University of Massachusetts-Dartmouth Center for Marketing Research.

## Main Street Facades to Get Face Lift

Building a Better Brockton will announce a new Main Street façade improvement program soon. The program will provide incentives for building owners to invest some creativity in sprucing up their building facades. It is designed to encourage upgraded facades that will be attractive to consumers visiting Main Street in Brockton. The Chamber will assist with marketing the program when it is announced within the coming weeks.

## SOMWBA Workshop



Tuesday, May 19, 10:00 am - 1:00 pm

Metro South Chamber of Commerce, 60 School Street, Brockton

The State Office of Minority and Women Business Assistance (SOMWBA) reviews the eligibility of minority and women business enterprises, and minority and female controlled non-profits, to participate in affirmative purchasing and contracting opportunities. Workshops are required for all interested principals of minority and women businesses or nonprofit organizations applying for certification through the State Office of Minority & Women Business Assistance.

### WHAT THE WORKSHOP WILL COVER...

Business Affirmative Market Programs, SOMWBA's certification application, explanation of regulatory language & criteria necessary to be certified, required documentation for certification, explanation of the certification process

### WHO SHOULD ATTEND...

The eligible owner/principal of any minority or women business enterprise, those assisting in the SOMWBA certification process (attorney, business advisor, or accountant)

Pre-registration is required. To register, visit [www.somwba.state.ma.us](http://www.somwba.state.ma.us) or call 617-973-8692. An additional SOMWBA workshop is scheduled for June 18.

## So You Want To Be A Consultant!

Thursday, May 21, 2009, 8:00 am - 10:30 am

Metro South Chamber of Commerce, 60 School Street, Brockton

If you're thinking about taking your expertise and experience to become a consultant, join us for a free workshop on How to Start a Consulting Practice. Let us give you the tools to help you build a successful consulting practice in these difficult economic times.

The workshop will focus on the following topics:

- Legal and start up issues
- Management and financial issues
- Marketing and identity issues

The panelists will include Kate Archard at BSC, Trish White, Senior Management Advisor at MSBDC and Melinda Ailes, Regional Director at MSBDC. To register, please call Lisa, 508-586-0500 x 225 or email lkeene@metrosouthchamber.com.



## U.S. Small Business Administration Programs

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 May 20 and June 17, 2009. Contact CareerWorks at 508.513.3400 for further workshop information.

## Brockton, Canton, Southfield; BioReady

Bio Tech companies have recently received notice by the Massachusetts Biotechnology Council, that Brockton, Canton and Southfield(Weymouth, Abington and Rockland) have been deemed BioReady. The designation recognizes these communities as having superior facilities and resources to provide the best suited buildings and sites for the expansion of Biotech companies within Massachusetts. In the coming months, the Brockton City Council will be requested to approve additional items that will place Brockton at the top of the list. An abundant water supply through the construction of a desalination plant has further strengthened Brockton's BioReady designation.

# It is a Great Time to Join the Chamber

Join the Chamber During the Month of May to Enjoy:

- Free Mini Member Profile

distributed to over 35,000 homes and businesses through The Enterprise

New Member Profile Examples:

### New York's X'Clusive



39 Torrey Street, Brockton • 508-588-0028  
www.myspace.com/newyorkexclusive

"Brockton's Newest Female Clothing Store," located next door to West Side Pizza. Come see our unique great quality styles we offer. "Dress Expensive..Pay Les." Free gift with every purchase of \$30 or more. Pictured: Nessley Pierre, Eva Rodrigues, Stanley Pierre

### Bridgewater Square Chiropractic A Creating Wellness Center



63 Main Street, Bridgewater • 508-697-0050  
www.bwatersqchiro.com

Dr. Kevin Perry stands next to the ProAdjuster, a new computerized instrument that can analyze and treat the spine for subluxations and nerve impingement syndrome, which is the root of many common health conditions. It is one of the few in the area.

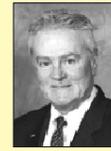
### Punch Kettlebell Gym



609 Belmont Street, Brockton • 508-559-9900  
www.punchgym.com/brockton

Punch Kettlebell Gym uses kettlebells as the central tool for strength, endurance and body shaping. It represents the hottest new trend in American fitness with appeal for all fitness levels, ages and genders. Pictured: Rick, Derek, and Denise Goldsmith.

## Chamber Membership is Key to Your Business Success



"The Metro South Chamber of Commerce is a major force promoting and serving Brockton's business community. I always encourage area businesses to become active in the Chamber. The Chamber is a great advocate for the city and we're fortunate to have such a committed organization working to enhance the future of Brockton."

James Harrington  
Mayor, City of Brockton



"My membership in the Chamber continues to be invaluable in raising the visibility of my business through quality networking, the directory listing, and advertising opportunities. The Chamber offers key information for the growth of my business and is one of my best business partners!"

John Costa,  
BC Tent & Awning



"The Metro South Chamber of Commerce has always been an important element in the fabric of the community. The chamber does a great job bringing businesses and our elected officials together to find solutions to challenging issues."

Christine Karavites,  
Proteas Consulting,  
Chamber Vice Chair of Government Affairs

### In addition, you will receive . . .

- Free chance to win a membership for one year (2nd year)
- 2 Free Listings in the Metro South 2010 Book for Business
- Free listing on the Chamber website with an active link to YOUR website
- Free 2009 Membership Directory
- Ten Free 30-second radio spots on WXBR Radio AM 1460
- Free pass to attend next 2 Chamber Events: Business After Hours on May 21 and ATHENA Awards Breakfast on June 17
- Free set of membership mailing labels (over 800 businesses)
- Free listing in the Chamber's "Action Report" newsletter
- Health insurance opportunities
- Money back guarantee (Call for details)

To join the Chamber, call John Nesti, Membership Services Director at 508.586.0500 x 229 or email [jnesti@metrosouthchamber.com](mailto:jnesti@metrosouthchamber.com)

## BUSINESS EVENTS Planner

### May 8

#### Government Affairs

12:00 pm

Metro South Chamber of Commerce

60 School Street, Brockton

Join other Chamber members for this opportunity to interact with legislators and learn more about activity on Beacon Hill. Featuring State Representative Galvin.

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

Please RSVP at Call 508.586.0500 x 225

### May 13

#### Business Luncheon & EXPO

10:00 am - 3:00 pm

The Shaw's Center

1 Feinberg Way, Brockton

Be a part of this premier venue showcasing products and services from local businesses. The day is packed with events, speakers, and awards. Featuring Monster.com Creator Jeffrey Taylor at noon lunch.

Tickets: \$35 members, \$45 non-members

Please RSVP at 508.586.0500 ext. 231

### May 21

#### Business After Hours

5:30 pm - 7:30 pm

Good Samaritan Medical Center

New Radiation Center, 818 Oak St., Brockton

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

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

Please RSVP at 508.586.0500 ext. 231

### IT'S EASY TO REGISTER!

508-586-0500 x 231

508-587-1340

E-mail: [kprospser@metrosouthchamber.com](mailto:kprospser@metrosouthchamber.com)

Register online at [www.metrosouthchamber.com](http://www.metrosouthchamber.com)

Send reservation and payment to:

**MSCC**  
Sixty School Street  
Brockton, MA 02301-4087



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

## GRO-N-THINGS, INC.

Interior Plant Maintenance and Design Service

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Middleboro, MA 02346  
508.947.8433 (p)  
781.767.2244 (f)



Shelley Tierney  
OWNER

SERVING AREA BUSINESS SINCE 1975

Names of Persons Attending: \_\_\_\_\_

Event: \_\_\_\_\_

Company: \_\_\_\_\_

Phone: \_\_\_\_\_

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