

# Actionreport



May  
2012

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.



Cheryl O'Neal, page 5



Gary Lee, page 6



Sara Comeau, page 9

## EPA Regulations Costing Region Business, Jobs

### Attorney General Pledges Assistance to Gain Access to Regional Wastewater Capacity



Attorney General Martha Coakley at Metro South Chamber Annual Legislative Luncheon. See page 7 for more pictures.

The Brockton Area Water Reclamation Facility located in Brockton and built to serve the entire region in the 1960s recently underwent more than 100 million dollars in renovations. It is now one of the most efficient and effective facilities within New England. A recent study conducted by the State of Massachusetts has concluded the newly remodeled facility can handle all of the regions sewer needs through 2030. However, the U.S. EPA has yet to grant the approvals necessary to allow the facility to fully serve the region. Instead, these communities are being required to study, plan and build redundant systems at unsustainable costs to their communities. This issue is hurting the entire Metro South region environmentally and economically. A resolution is essential. We cannot afford the loss of more jobs and opportunity. The Chamber's Chairman Peter Neville, Chair Elect Bill Morse and President Christopher Cooney are working with Attorney General Martha Coakley and will travel to Washington D.C. to meet with Senators Kerry and Brown. They will also meet with Congressman Lynch to elicit support and make progress on this important regional issue.

## Awards, Expo, Keynote & Mass Hysteria at Small Biz Luncheon



★ METRO SOUTH CHAMBER OF COMMERCE ★

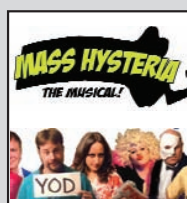
**Wednesday, May 16, 2012**  
The Shaw's Center, Brockton

10am - 12pm: Business Expo  
12pm - 1:30pm: Small Business Luncheon  
1:30pm - 3pm: Business Expo

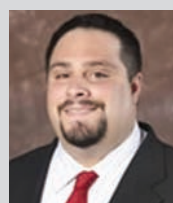
Premier Luncheon Sponsors



2012 Business Expo



MASS HYSTERIA,  
a satirical music revue  
based on current events



Domenic Giandomenico,  
Institute for  
Competitive Workforce

The 2012 Small Business and Entrepreneur of the Year Awards will be presented at a special Luncheon on **Wednesday, May 16, 2012, 12pm** at the Shaw's Center, 1 Feinberg Way, Brockton.

The featured speaker is **Domenic Giandomenico, Director of Education & Workforce for the U.S. Chamber of Commerce's Institute for a Competitive Workforce (ICW)**. Giandomenico, a graduate of American University, leads ICW on higher education and workforce policy issues. He works with corporations and chambers in helping to form policies, programs, and strategies that will enable our nation and its workforce to remain competitive in the global economy. Giandomenico also works to improve education and workforce development through a partnership with the Bill & Melinda Gates Foundation.

At the Luncheon, there will be a special appearance by **MASS HYSTERIA**, a musical satirical cabaret that pokes fun at the local goings-on, personalities and politics of Massachusetts. "Clever and fast-paced!" says Sunday Boston Globe North. "Topical, hilarious and guaranteed to have audiences rolling in laughter" says the Fall River Herald.

The Small Business and Entrepreneur Awards will be presented at the luncheon to businesses that have displayed employment/staying power, growth, innovation

Continued on page 2

**Thursday, June 14, 2012**

The Shaw's Center,  
1 Feinberg Way, Brockton

**8am - 9am:** ATHENA Expo  
**9am - 10am:** ATHENA Breakfast  
**10am - 11am:** ATHENA Expo  
**11am - 12:00pm:** Workshops



On Thursday, June 14, at the Shaw's Center, Brockton, the Metro South Chamber and HarborOne Credit Union will present the 14th 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.



Keynote Speaker:  
Michele McPhee,  
Investigative  
Reporter for WCVB  
Channel 5

The featured speaker is **Michele McPhee, an investigative reporter for WCVB Channel 5 in Boston**. A veteran crime journalist, she is the best-selling true crime author of numerous novels, some of which have been adapted for movies. McPhee was the Police Bureau Chief for the New York Daily News for nearly 10 years, covered Ground Zero on 9/11, and as been a commentator

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# ATHENA Program to Feature Women Achievements, WCVB's McPhee, EXPO and Workshops

**13th Annual ATHENA Program**  
**Thursday, June 14, 2012**  
 The Shaw's Center,  
 1 Feinberg Way, Brockton

8am - 9am: ATHENA Expo  
 9am - 10am: ATHENA Breakfast  
 10am - 11am: ATHENA Expo  
 11am - 12:00pm: Workshops

## ATHENA Continued from page 1

on breaking news for national programs on CNN, MSNBC and the Fox News Network. McPhee has also hosted her own talk radio program and has been awarded first place for "Serious Column" by the New England Press Association. Her books have included "A Professor's Rage", "A Date With Death" based on the Craigslist killer, "When Evil Rules" and "A Mob Story."

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.

Tickets are \$25 for members and \$35 for future-members. Expo tables are \$99. To register, reserve your expo table, or to nominate an individual for an ATHENA award, please call Kim Prosper at 508.586.0500 x 231, or visit [events.metroouthchamber.com](http://events.metroouthchamber.com). Sponsored by HarborOne Credit Union, the Shaw's Center and the Brockton Rox.

## EXPO: 8:00 am - 11:00 am

If you are a woman owned business, or a business that supports women, we invite you to display at the 2012 Women's Expo, presented in conjunction with the ATHENA Program. Table top displays are \$99



for members and \$129 for future-members and includes 1 breakfast ticket.

The EXPO will take place on **Thursday, June 14, 2012 from 8:00 am - 9:00 am and 10:00 am - 11:00 am** at the Shaw's Center, 1 Feinberg Way, Brockton. For more information or to reserve your table, contact Kimberly Prosper at 508.586.0500 x 231 or email [kprosper@metroouthchamber.com](mailto:kprosper@metroouthchamber.com).

## Geek Girls Help Desk: 8:00 am - 12:00 pm

Stop by the famous Geek Girl Tech Help Desk and get your Social Media Questions Answered! The Geek Girls will be on hand to answer your questions on social media, marketing, apps and more. Come with questions, or perhaps sit down for a quick Social Media assessment on your business. Fill out a **Social Media Speed Consulting Form** so we can help you with your strategy. Learn about the hottest and newest apps for your smartphone to make your mobile networking strategy while on the road.

## Join the Chamber at Abington Bank Open House

**Tuesday, May 22, 5:30 pm - 7:30 pm, Abington**

**BUSINESS  
OPEN HOUSE**



Join the Metro South Chamber for an Open House networking event at Abington Bank, 6 Harrison Avenue in, Abington on Tuesday, May 22 from 5:30 pm - 7:30 pm.

Looking for great rates? Tired of the "big bank" impersonal service? Then it's time you tried the truly local alternative - Abington Bank. Abington Bank has been quietly meeting the financial needs of families and individuals since 1888. They are proud of their

record and proud to be local. Abington Bank is also involved in many fundraisers and giving back to the community. 24 hour ATM available. For more information about Abington Bank, call 781-878-0045 or visit [theabingtonbank.com](http://theabingtonbank.com).

This is a casual event that presents a great way to make business contacts, so bring plenty of business cards! In addition, refreshments will be served. This event is free of charge, but reservations are required. To register, visit [events.metroouthchamber.com](http://events.metroouthchamber.com), call Kim at 508.586.0500 x 231 or email [kprosper@metroouthchamber.com](mailto:kprosper@metroouthchamber.com).

## Workshops: 11:00 am - 12:00 pm

Presented in conjunction with the ATHENA Award Program, three concurrent workshops will be presented. The cost to attend a workshop is free with admission to the ATHENA breakfast. The cost to attend a workshop without purchasing an ATHENA Ticket is \$25 for members, \$35 for future-members.

### 5 Steps to Successful Retirement Planning for Women

Women often have unique concerns and needs when it comes to retirement planning, and, in the past, those concerns haven't been adequately addressed by the financial planning community. In this presentation, Mark Singer, certified financial planner, will discuss the importance of retirement planning for women, special concerns for widows or those who are recently divorced, estate planning basics, and more. He'll also outline key steps women can take to strengthen their financial position and get ready for retirement.



Mark Singer

*Mark Singer is a CERTIFIED FINANCIAL PLANNER™ professional and the author of The Changing Landscape of Retirement—What You Don't Know Could Hurt You. An expert on the topic for over 25 years, Mark is the creator of the Retirement Roadmap and the Financial Organizer System, and has shared his expertise nationally in The Wall Street Journal, ABCNews.com, FoxNews.com and Bloomberg Radio, as well as locally on NECN and WRKO.*

### LinkedIn: More Than Just Collecting Numbers



Connecting with people on LinkedIn is more than collecting numbers. LinkedIn is a powerful business tool that provides opportunities to build business relationships never before available. Learn how to effectively interact in groups, use LinkedIn as a communication tool, use the power of Company Pages for businesses and job seekers and 5 tips to building a profile that helps you be found inside and outside of LinkedIn. *Geek Girl is a network of professional women tech experts offering training and workshops in everything from turning on the computer to advanced programming. For more information, visit [geekgirlcamp.com](http://geekgirlcamp.com)*

### Marketing Strategies Using Social Media



Learn how social media has revolutionized how we communicate and what it means for you and your business. This workshop will provide an overview of social media tools to include: search engine optimization (SEO), importance of blogging, social networking (Facebook, LinkedIn, Twitter, Google+, YouTube and Pinterest), Google small business tools, and e-newsletters. *Geek Girl is a network of professional women tech experts offering training and workshops in everything from turning on the computer to advanced programming. For more information, visit [geekgirlcamp.com](http://geekgirlcamp.com)*

## EXPO Featured at Small Biz Luncheon



**Wednesday, May 16, 2012**

10am - 12pm: Business Expo  
 12pm - 1:30pm: Small Business Awards Luncheon  
*Featuring Domenic Giandomenico, Director of Education & Workforce, ICW and MASS HYSTERIA*  
 1:30pm - 3pm: Business Expo

Promote your company to prospective clients at the 2012 Business Expo presented in conjunction with the Small Business Awards Luncheon, May 16, 2012 at the Shaw's Center, Brockton. 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 future-members. Price includes 1 lunch ticket. For more information call, Kim Prosper at 508.586.0500 x 231 or email [kprosper@metroouthchamber.com](mailto:kprosper@metroouthchamber.com). The Expo is free to attend.

### SMALL BIZ LUNCHEON Continued from page 1

and social responsibilities. Tickets are \$35 for members and \$45 for future-members. Register by calling Kim at 508.586.0500 x 231, email [kprosper@metroouthchamber.com](mailto:kprosper@metroouthchamber.com) or online at [events.metroouthchamber.com](http://events.metroouthchamber.com). Sponsored by Bank of America and Comcast Business Class.



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**Lisa Keene**  
Business Development x 225

**Kathleen Lynch**  
Membership Director/  
Connecting Activities Interim x 229

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**Richard Colon** - *Verizon Communications*

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**Francis Dillon** - *Stonehill College*

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508-586-0500 Front Desk x 221

**Kimberly Prosper**  
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**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!

MAY Calendar

3	Principles of Lean Manufacturing	7:30 am
3	Ambassador Meeting/Membership Drive Kickoff	8:00 am
11	Government Affairs	12:00 pm
15	Executive Board Meeting <i>34 School Street, Brockton</i>	3:00 pm
16	Small Business Awards & EXPO <i>The Shaw's Center, 1 Feinberg Way, Brockton</i> EXPO Luncheon & Awards	10:30 am 12:00 pm
22	Open House at Abington Bank <i>6 Harrison Avenue, Abington</i>	5:30 pm
24	Investigating Concerns in a Fragile Market	9:00 am
28	Memorial Day - Chamber Closed	
30	Board Meeting	12:00 pm
30,31	Membership Drive <i>Merkert Tracy Hall, Stonehill College, Easton</i>	TBD
31	Quickbooks Workshop	8:30 am

Coming Up  
June

6	Ambassador Meeting	8:00 am
6	Business After Hours - Bernardi of Brockton <i>300 Manley Street, Brockton</i>	5:30 pm
8	Government Affairs	12:00 pm
12	Financial Statements for Small Businesses	8:30 am
14	ATHENA Awards Program & EXPO <i>Shaw's Center, 1 Feinberg Way, Brockton</i> EXPO Breakfast & Awards Workshops	8:00 am 9:00 am 11:00 am
15	SDO Pre-Certification Workshop	10:00 am
21	Business After Hours/Ribbon Cutting <i>Holiday Inn Express, 195 Westgate Drive, Brockton</i>	5:15 pm
29	SDO Connecting Your Business to the Commonwealth	10:00 am



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The Metro South region provides exceptional value in the heart of Eastern Massachusetts, centrally located between Boston, Providence, Plymouth and Cape Cod. Call 508.586.0500 for your free map and brochure.

Massachusetts  
*It's all here.*

**Metro South Regional Economic Development Organization**  
For more info, contact the Metro South Chamber of Commerce,  
508.586.0500 • www.metroouthchamber.com



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

**Celebrate the great things going on!****Weinstein Named Top Cardiologist**

Cardiologist Joseph Weinstein, MD, has been named one of America's "Top Cardiologists of 2011" by the Consumers' Research Council of America. Dr. Weinstein, who resides in Westwood, is the medical director of Easton Cardiology Associates, 15 Roche Bros. Way, and is affiliated with Good Samaritan Medical Center. The recognition from the Washington, D.C.-based group is determined by evaluating a physician's experience, training, board certification and professional associations. Dr. Weinstein is a recipient of the Bakst Award in Medicine and the Malamud Prize and previously was named to Boston Magazine's "Boston Top Doctors" list. Dr. Weinstein has a special clinical interest in coronary disease and cholesterol. His office may be reached at 781-792-6500.

**YouthWorks Open House**

YouthWorks will be hosting an Open House for the re-opening of the One-Stop Career Center for Youth on Wednesday, May 9, 2012 from 4:00 p.m. - 6:00 p.m. YouthWorks is located on 34 School Street in Brockton and offers employment/career-readiness services to youth ages 14-21. The Brockton Area Workforce Investment Board (BAWIB) provides oversight and funding for YouthWorks through the federal Workforce Investment Act (WIA). Youth, family members, community members, and local employers are encouraged to attend the event to learn more about the services the center provides.

**OCPC Bottleneck Analysis Study**

Old Colony Planning Council (OCPC) is currently conducting a Major Bottleneck Analysis Study for the Route 104 Corridor in Bridgewater and the Route 138 Corridor in Stoughton. The geographic scope of the study includes the Route 104 Corridor from South Street to the Raynham Town Line in Bridgewater and the Route 138 Corridor from Brock Street to the Canton Town Line in Stoughton. The purpose of this study is to relieve traffic bottlenecks and to develop solutions to enhance traffic flow and improve bicycle and pedestrian safety. You are invited to participate in the discussion by filling out our 2012 Major Bottleneck Analysis Study Survey at: [http://www.ocpcpa.org/bottleneck\\_survey.html](http://www.ocpcpa.org/bottleneck_survey.html). For more information on these studies, please visit: [http://www.ocpcpa.org/bottleneck\\_studies.html](http://www.ocpcpa.org/bottleneck_studies.html).

**Brockton Symphony Orchestra Concert**

May 6, 2012: Brockton Symphony. Symphonic concert entitled "Love" May 6, 2012, 3 P.M. at West Middle School, West Street Brockton. Fresh from giving a successful free family concert, the Brockton symphony is preparing three great works for their final concert on May 6. Harpist Ina Zdorovetchi will join conductor James M. Orent and play the romantic "Concerto de Aranjuez" by Rodrigo. The romance continues with the music from

the ballet "Sylvia" by Delibes. The theme of "Love" ends with the great Dvorak G-major Symphony, inspired in part by his hidden love for his sister-in-law during her final illness and death. For information [www.brocktonsymphony.org](http://www.brocktonsymphony.org) or 508-588-3841 or visit the symphony on facebook.

**Champions Fighting Cancer Walk**

Signature Healthcare presents the 13th Annual Champions Fighting Cancer Walk being held on May 6th at from 8-10 a.m. starting at Brockton High School and ending at Signature Healthcare Brockton Hospital. Celebrate over a decade of success in our community. Join in as a walker, a volunteer or a donor. For more information please visit, [www.signaturehealthcare.org](http://www.signaturehealthcare.org)

**Bay State Bike Week**

Brockton is celebrating Bay State Bike Week at D.W. Field Park, Brockton, Saturday, May 12th at 10:00 a.m. Whether you're an enthusiastic cyclist, casual rider, or are just looking for an easy, fun and healthy way to reduce your carbon footprint join us as Brockton celebrates Bay State Bike Week with activities geared toward all ages and skill levels. 8:30 Group ride from City Hall - 10:00 Check in at D.W. Field Park, Oak Street. There will be a Bunny Hop competition, Time Trial and Group ride around the park. For more information call 508-826-7598 or e-mail [brocktonbikeweek@gmail.com](mailto:brocktonbikeweek@gmail.com)

**Catholic Charities South Spring Gala**

Catholic Charities South proudly presents A Passion for the Mission - our Annual Spring Gala - honoring the programs and services that bring our mission of "building a just and compassionate society rooted in the dignity of all people" to life! The Peggy Simons Care and Compassion Award will be presented to Carol and Bob Witt - Advisory Board Members, Ambassadors of Compassion and long time friends of Catholic Charities South. Join us on Wednesday May 9, 2012 at The Shaw's Center, Brockton and help raise much needed funds for the Food Pantry, Educational Programs and Basic Needs Client Services offered to the 24,000 men, women and children we assist yearly. Tickets are \$100 per person and available on line now at [www.ccab.org/southgala](http://www.ccab.org/southgala) or by phone at 508-587-0815 x264. For additional information, please contact Nicki Meade Draves at 508-587-0815 x264 or [norma\\_draves@ccab.org](mailto:norma_draves@ccab.org).

**HarborOne in the Community**

The Board of Directors of HarborOne Credit Union recently announced the following donations to local non-profit organizations: Two thousand five hundred dollars to Catholic Charities South; One thousand five hundred dollars to Brockton 21st Century Corporation; Two thousand five hundred dollars to the Alzheimer's Association Plymouth

Walk; Eight thousand dollars to Signature Healthcare Brockton Hospital Foundation

**Old Colony Elder Services Meal Site**

Old Colony Elder Services (OCES) the Brockton based regional elder services agency serving seniors, their families and, has recently opened a new congregate meal site at the Brockton Council on Aging, located at 10 Father Kenney Way. The new meal site, which opened on February 28th, will be open one day a week on Tuesdays to serve a noon time meal. All meals are planned by a Nutritionist and meet one-third of the Recommended Daily Allowance for major nutrients. High sodium foods are not used and there is no salt added in cooking. Anyone age 60 or older and/or individuals with disabilities can make reservations at a congregate meal site. To attend this congregate meal site contact the Brockton Council on Aging by calling 508-580-7811. OCES has 4 additional meals sites in Brockton. To sign up for any of these sites or to learn about other congregate meal sites in our service area, contact OCES at 508-584-1561.

**Bridgewater Savings Approved in EBP**

Bridgewater Savings received approval to offer Federal Home Loan Bank's Equity Builder Program grants for eligible First Time Home Buyers. The grants are part of a New England wide grant program. As an approved participant in the Equity Builder Program (EBP), Bridgewater Savings may submit enrollment requests for funding on behalf of income-eligible home buyers. Grant funds are awarded to participating members in increments of up to \$10,000 on a first-come, first-serve, home-buyer by home-buyer basis; EBP funds are not guaranteed or reserved in advance for any participating member or homebuyer. For more information regarding the Equity Builder Program for First Time Home Buyers or for a free pre-approval, please call 508-884-3300.

**Monteiro Elected Assistant Treasurer**

Mutual Bank announced today that Aida Monteiro, Branch Manager of the Brockton West Banking Center, has been elected an Assistant Treasurer of the Bank. Monteiro joined the bank in 2008 as an Assistant Manager and in 2010 was promoted to Branch Manager. Her career spans fifteen years in banking, as a personal banking and business specialist focusing on the needs and services of local businesses, providing expertise in areas including payroll, business credit cards and merchant services. She is a registered loan originator and notary public. She is fluent in several languages, including Portuguese, Cape Verdean and Spanish, and is an active member of the Cape Verdean Association. Monteiro can be reached at (508) 586-1733. The Brockton West Banking Center is located at 777 Belmont Street.

**Brockton High School to Present Grease**

Brockton High School Drama Club presents Grease, the fun musical about teens in the 60's on May 11th-13th at the Brockton

High School Fine Arts Building located at 470 Forest Avenue, Brockton. The cost is \$12.00 per person. If you have not seen a Brockton High production, it is not to be missed. Show dates are May 11 and May 12th at 7:30 PM & May 13th at 6:00 p.m. Tickets go on sale May 11th. For more information call 508-931-6133.

**MY TURN Gala**

Thursday, May 17: Please join Governor Michael Dukakis and Kitty Dukakis as well as former mayor Jack Yunits and Lees Yunits as honorary chairs at this years MY TURN's Annual HERO Awards Banquet "Global Village, held at the Massasoit Conference Center in Brockton. At the event, the HERO award will be presented to Barry Koretz, principal owner of BKA associates and the outgoing president of HarborOne Credit Union's Board of Directors. Also honored will be Dr. David Mudd, Past President of Caritas Hospital Physicians and Willets Silkworth, VP of Crescent Credit Union and MY TURN board member. The MC will be Pam Cross, WCVB-TV's news anchor. For tickets and info, call 508-580-2659 x 205 visit [www.my-turn.org](http://www.my-turn.org).

**Race Against Hunger**

Sunday, May 20: The Charity Guild and the Brockton Rox will be hosting the third annual Race Against Hunger at Campanelli Stadium. The event will include a Family Fun Day. There will be a Dash Around the Bases for kids 3-10 at 1:45 followed by a 3-mile run and 1.5 mile walk at 2pm. After the races, the Rox will offer refreshments and a number of children's activities. There is a \$20 entry fee for runners or walkers with proceeds benefiting the Charity Guild food pantry. Family Fun Day passes are \$10 per family. Local businesses are invited to form teams or become sponsors, donating \$125-500. For more info or to register, visit <http://www.thecharityguild.org> or call Michael at 781-784-1928.

**Boston Irish Festival**

June 8-June 10: Boston Irish Festival at the Irish Cultural Centre of New England, 200 New Boston Drive, Canton. Join us for amusements, irish goods, irish culture, dancing, food, irish music, crafts and more. Visit [www.bostonirishfestival.info](http://www.bostonirishfestival.info) for more information. Call 1-888-GO-IRISH. Tickets are \$15 per person per day.

**Knocking Down Diabetes**

Brockton will be "Knocking Down Diabetes" with an intensive city-wide two week campaign running from June 9-June 23. Activities will include a Tradeshaw and Fair, free workshops and presentations, culminating with a "Walk, Just For Walking" at June 23 at HarborOne Credit Union. For more info, call 508-895-1314.



# BioReady Seminar for Municipalities

The Massachusetts Biotechnology Council (MassBio) will present a Community BioReady Seminar with the purpose of providing background to municipal officials about the biotech industry and guidance on how to position a municipality as a destination for biotech laboratory and manufacturing facilities. The topics presented in the seminars includes a background on the biotech industry, its economic impact, facility requirements of biotech laboratory and manufacturing space, bio-safety, and municipal approvals practices that are conducive to supporting biotech opportunities.

Existing BioReady communities in the Metro South region are Brockton, Canton, Randolph and West



Bridgewater. Those communities interested in becoming pre-certified BioReady should attend this meeting.

The seminar will be held on May 18. Please contact Lisa Keene, 508-586-0500, ext. 225 or email lkeene@metroouthchamber.com for more information.

The Metro South Chamber will have a booth at the 2012 Bio International Convention at the Boston Convention Center June 18-21, 2012. Visit [convention.bio.org](http://convention.bio.org) to learn more.



## 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, May 11, 2012

Join us on May 11, 12:00 pm at the Chamber, 60 School Street, Brockton for our monthly Government Affairs Meeting. The guest speaker will be **Geoff O'Hara**, Executive Director of the Eastern Region of the U.S. Chamber of Commerce



Geoff O'Hara,  
US Chamber of Commerce

As Executive Director of the Eastern Region of the U.S. Chamber of Commerce, Geoff O'Hara is responsible for legislative and political grassroots strategy in the eleven states included in the Chamber's Eastern Region. The mission

of the U.S. Chamber's Regional Offices is to develop and maintain legislative, political and grassroots resources for the achievement of the U.S. Chamber's public policy goals. Geoff seeks to expand the Chamber's Eastern Regional operations and strengthen relationships with Chamber member businesses, associations, and chambers of commerce.

If you would like to attend this meeting, please contact Lisa at the Chamber, 508.586.0500 x 225, email lkeene@metroouthchamber.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.

Sponsor:



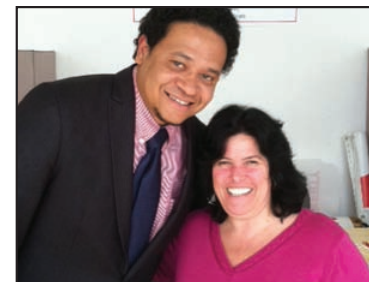
### SAVE THE DATE: June Government Affairs

June 8, 2012, 12:00 pm, Metro South Chamber

The Featured speaker will be **John Regan**, Executive Director of **Associated Industries of Massachusetts (AIM)**. AIM proactively advocates for fair and equitable public policy, and provides relevant, reliable information and services.



## Liberty Tax Opens on S. Main Street, Brockton



Liberty Tax has opened at 1554 S. South Main in Brockton, across from DeSantis Chevrolet. For more information, call 508-638-1500. Liberty Tax provides the feeling of a personal tax consultant alongside the security, confidence and protection that a large company can provide. Liberty Tax has been named one of the "Top Tax Firms" by Accounting Today in 2010 and 2011.

Pictured: Amilcar Monteiro, Technology Assistant at the Metro South Chamber with Cheryl O'Neal of Liberty Tax.

## Bernardi Honda Business After Hours

Wednesday, June 6, 2012, 5:30 pm - 7:30 pm



Join the Metro South Chamber of Commerce and Bernardi Honda of Brockton for a Business After Hours on Wednesday, June 6, 2012, 5:30 pm - 7:30 pm, at Bernardi Honda, 300 Manley Street in Brockton. There will be networking opportunities, refreshments and prizes!

Bernardi Honda has one of the largest inventories of certified Honda cars, trucks and SUVs in the Central Massachusetts area. Featuring a busi-



ness center with desks where customers can hook up their laptops as well as eat at the 1950's style Jimbo's Diner. For more information, visit [www.bernardihonda.com](http://www.bernardihonda.com).

This event is complimentary for members. Please RSVP in advance, this event will sell out. To register or for more information, register online at [events.metroouthchamber.com](http://events.metroouthchamber.com) or contact Kimberly Prosper at 508.586.0500 x 231, [kprosper@metroouthchamber.com](mailto:kprosper@metroouthchamber.com). Don't forget your business cards!

## Holiday Inn Express Business After Hours

& Ribbon Cutting Ceremony: June 21, 2012

Join the Metro South Chamber of Commerce and Holiday Inn Express as we celebrate the Grand Opening of the new Holiday Inn Express with a Business After Hours networking event and Ribbon Cutting Ceremony. This black & white themed celebration will take place on Thursday, June 21, 2012 at 405 Westgate Drive in Brockton from 5:15 pm - 7:30 pm with the ribbon cutting ceremony at 5:15 pm. This fun filled evening will include refreshments, a hotel scavenger hunt and great prizes!

Holiday Inn Express Hotel Brockton offers travelers comfort, convenience and affordability.



The hotel is within minutes of the area's historic sites, universities and business destinations, and is within walking distance to Westgate Mall. Great for business or pleasure, the Holiday Inn Express also contains free wi-fi and business center resources, as well as complimentary hot breakfast and free parking.

This event is complimentary for members and \$10 for future members. Please RSVP in advance, this event will sell out. To register or for more information, register online at [events.metroouthchamber.com](http://events.metroouthchamber.com) or contact Kimberly Prosper at 508.586.0500 x 231, [kprosper@metroouthchamber.com](mailto:kprosper@metroouthchamber.com). Don't forget your business cards!

## Save on Postage, Time - Every Door Direct Mail

Learn more on May 14, 8:30 am, Conference Center @ Massasoit



The U.S. Postal Service is now offering a new service allowing businesses to reach every home, every address, every time, for as little as \$0.145 per piece. No addresses or names are necessary, simply identify target neighborhoods. Send as many as 5,000 pieces per day with no postage permit required and no annual fees. A flexible range of sizes are available, making it a deal for quick sales announcements to coupons to store maps or menus to in-depth products

stories.

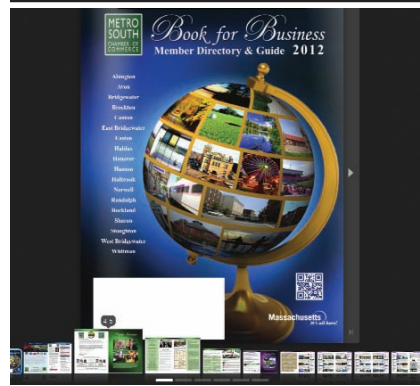
Join USPS on Monday May 14, 2012 from 8:30 am - 11:00 am at the Conference Center at Massasoit, 770 Crescent Street, Brockton, for a special conference to learn more about Every Door Direct Mail and how to sign up on the Business Customer Gateway. Register by contacting [bostonconsumeraffairs@usps.gov](mailto:bostonconsumeraffairs@usps.gov) or call 617-654-5740. For more information, visit [www.usps.com/everydoordirectmail](http://www.usps.com/everydoordirectmail).

Sponsored by:





# 2012 Book for Business Available Online!



The Chamber has posted the 2012 Book for Business on the website through Issuu, a powerful publication site with a dynamic library. Visitors can now flip through pages of Chamber publications with ease in an interactive book format, as well as comment on and download the documents.

The Book for Business is a 100 page full color Member Directory and Resource Guide, featuring area dining, lodging, public golf courses, recreation, legislative leaders, education, community demographics, a map of the region, member listings and more. To view the directory, visit [metrosouthchamber.com/b4b.html](http://metrosouthchamber.com/b4b.html) or [issuu.com/metrosouthchamber/docs/b4b2012](http://issuu.com/metrosouthchamber/docs/b4b2012). For more information on any Chamber publication, including advertising, inclusion, or to receive your hard copy of the Book, please contact Alison van Dam at 508.586.0500 x 222 or email [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com).

## Rocky Marciano "Champion Park" Breaks Ground

**Statue Dedication  
September 22, 2012**

Rocky Marciano's brother Peter and son Rocky Jr. recently joined city officials and residents at a groundbreaking ceremony of the future site of Champion Park at Brockton High School.

Champion Park will pay tribute to Rocky Marciano with a 20 foot statue of Rocky Marciano landing his knock-out punch against Joe Walcott. The statue will stand on a hexagon-shaped granite platform surrounded by a 32 foot wide circle of brick pavers and a brick wall with plaques boasting Rocky's accomplishments. The 27 foot long walkway will be surrounded by flowers and green space leading to a 10 foot wide iron arch welcoming visitors to "Champion Park." The park is the design of Brockton landscape architect Bob Keene and R.J. Messina is serving as the general contractor.



Emcee Bill Carpenter, Larry Siskind, Chair of Rocky Marciano Statue Committee and Michael George, high official of the World Boxing Council

Fundraising is currently underway, calling for a major sponsor of the park and sponsors of the 3,000 engraved bricks in the 32 foot circle of brick pavers. The park benches are also open for sponsorship.

The statue dedication will coincide with a series of events during the weekend of September 22, 2012, nearly 60 years to the day after Marciano knocked out Jersey Joe Walcott to earn the heavy-weight title. For more information, visit [www.rockystatue.org](http://www.rockystatue.org).

# Tutto Bene After Hours; Phantom Gourmet Speaks



Dave Andelman, the Phantom Gourmet; Kimberly Prosper, Metro South Chamber; Vincent Errichetti, MA Restaurant & Business Alliance



Joanne DeFeo, Crescent Credit Union; Shelly Clough, Crescent Credit Union, Gary Lee, DeSantis Chevrolet



Rich McNeil and Steve McNeil, Electric by Design; John Nesti, Comcast Business Class; Timothy Holick, Wood Palace Kitchens



Corrin Kosinski, Verizon Wireless; BethAnne Higgins, Emmanuel House Residence

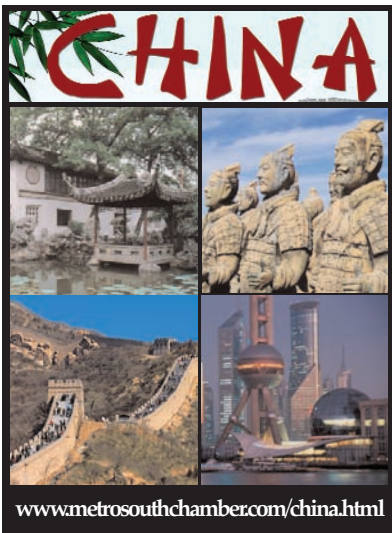


Alyssa Lefrancois, Boston Masspass  
Joanne Lupo and Barry Walters, Boston Limo & Shuttle; Janine Higgins, Boston Masspass



Isandra Andrade and Laura Forth, Lincoln Tech; Stephen Huthcheson, Mansfield Bank; Paula Peterson, The Children's Museum in Easton; Sheryl Savage, Massasoit Community College

## China Trip Draws Praise, Fourth Trip Offered



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

**October 17-25, 2012**

**9 Days All Inclusive,  
Only \$2,199 per person**

After a successful trip the past two years, The Metro South Chamber of Commerce is chartering an all inclusive travel trip to Beijing, Shanghai, Suzhou, & Hangzhou, China.

The nine-day, seven-night trip runs from October 17-25, 2012. The trip is priced at \$2,199 per person 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. A \$300 deposit is due by May 12. For more information, itinerary, or to pay your deposit, visit [www.metroouthchamber.com/china.html](http://www.metroouthchamber.com/china.html).

Featured attractions include the Great Wall of China, Tiananmen Square, Temple of Heaven, Forbidden City, Ming Tombs, Yu Garden, Jade Factory, Summer Palace, Tiger Hill, Green Tea Plantation, Chinese Acrobat Show, and more. To learn more, contact Alison van Dam at 508.586.0500 x 222, [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com), or Lisa Keene at 508.586.0500 x 225.

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NW-012712290



## Legislative Luncheon Features Attorney General Martha Coakley

Photos by www.RichMorganPhotography.com. Sound by www.RobPetersEntertainment.com. Video by Brockton Community Access.

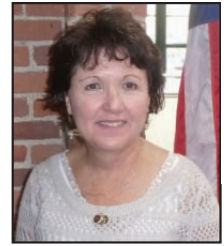


Peter Neville, Chair of the Board; Attorney General Martha Coakley, State Representative Louis Kafka; District Attorney Tim Cruz; State Representative Geraldine Creedon; Plymouth County Clerk of Courts Robert Creedon; Registrar of Deeds John Buckley; Christopher Cooney, Chamber President & CEO; Sue Joss, Chair of Government Affairs; State Representative William Galvin; Shaynah Barnes, Office of Congressman Stephen Lynch



Attorney General Martha Coakley is interviewed by Sue Joss, Brockton Neighborhood Health Center, Chair of Government Affairs

## Chamber Supports Health Care Sector



Beverly Pusateri

The Metro South Chamber of Commerce has received a Workforce Training Fund consortium grant in the amount of \$249,234.00 to train the region's incumbent health care workers. This important grant enables us to train the region's health care workers to meet the current and future workforce needs of the healthcare facilities in the Metro South region. The program targets entry and advanced level health care employees who seek career and workplace advancement but require higher education, certification, or licensure. These needs will be addressed through training that provides essential support to entry level employees seeking higher skill and higher paying positions as well as professional employees who require additional education and training to achieve essential higher level licensure.

**Beverly Pusateri**, BSN, MEd, RN, Training Provider is the administrator for the Careers in Health Workforce Training Fund. For more information, contact Beverly at [beverly@metroouthchamber.com](mailto:beverly@metroouthchamber.com).

### Grand Sponsors:



### Contributing Sponsor:



Peter Neville, Concord Foods, Chair of the Board



Christopher Cooney, Chamber President & CEO



Sara Comeau, BSU freshman sings the National Anthem



Dr. Dana Mohler Faria, President of Bridgewater State University



Dr. Charles Wall, President of Massasoit Community College



State Representative Michael Brady, Dr. Dana Mohler Faria, Bridgewater State University; State Representative William Galvin



Heather Nelson, Sovereign Bank; John Cowan, East Bridgewater Police Department; Beth Roll Smith, W. Bridgewater Library



Over 200 people attended the Legislative Luncheon held at the Rondileau Campus Center at Bridgewater State University

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# Connecting to College and Careers



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Office of Professional Development  
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www.curry.edu  
(617) 333-2364

Continuing Education & Graduate  
Studies  
(617) 979-3547

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

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

**Stonehill College**  
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www.stonehill.edu  
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Center for Nonprofit Management  
(508) 565-1858

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

Division of Corporate  
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**University of Massachusetts Dartmouth**  
Dartmouth, Massachusetts  
www.umassd.edu  
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Professional & Continuing Education  
Center  
(508) 999-8621

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

Corporate Training  
(508) 856-1307

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

## Useful Websites

**www.act.org** - American College Testing program that provides monthly newsletters and tips for college-bound students and their parents

**www.collegeispossible.org** - Coalition of America's Colleges and Universities provides information on how to choose and pay for college

**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.connectsema.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.fafsa4casterd.gov** - Federal student financial aid information & assistance in completing the FAFSA aid form.

**www.firstinthefamily.org** - Straight-up, practical advice from first-generation students who have made it to college.

**www.knowhow2go.org** - American Council on Education - Focus on assisting students and parents in the college application process.

**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** - The College Board - Helps connect students to college information.

**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** - Loads of information on selecting schools - Advice on how to fill out applications - Scholarship information and college/university rankings.

**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** - Information on colleges and universities in Rhode Island - Financial aid and scholarship information - French, Spanish, Portuguese, English college application information.










**www.mycollegeoptions.com** - College Search site that helps find the school that is the best match for you. Resources for parents, too!

**readyssetgotocollege.com** - MA Department of Education - Sites encourages more high school and middle school students to think about attending college.

**www.students.gov** - Lots of good information about financial aid and federal and local programs to help students get ready to attend college.

Reprinted with permission from the National Association for College Admission Counseling, 2009.

## 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>Inform</b> college about your decision to accept or reject Admission Offer</p> <p><b>GRADUATION!</b></p> 

Reprinted with permission from the National Association for College Admission Counseling, 2009

## Chamber Cultivates Awareness of Cape Verde Culture and Opportunity



Back: James Blake, HarborOne Credit Union, Christopher Cooney, Metro South Chamber. Front: Jose Ulisses Correia e Silva, Mayor of Praia and Adrianne O'Neal, U.S. Ambassador



The Brockton delegation arrives in Cape Verde

A delegation of business leaders, led by the Metro South Chamber, recently returned from a trade mission to Cape Verde to explore business opportunities for the area.

Approximately 100,000 Cape Verdeans

live within 30 miles of Brockton, earning Brockton the reputation as the "11th island" of the 10-island nation off the western coast of Africa. Yet almost all of the U.S. development money spent by Cape Verde (\$110 million in 2005 alone) has gone to contracts with European companies, not American ones.

Cape Verde is a growing country with 5.6% growth in 2011. There is great opportunity in Cape Verde, however very little American presence.

The recent trade mission marks the first American group to make a trip to Cape Verde to explore business opportunities for Brockton area businesses.

The delegation included Christopher Cooney, Chamber President & CEO; James Blake, President of HarborOne Credit Union; Brockton Councilor at Large Jass Stewart; Sheila Sullivan-Jardim, Executive Director of BAWIB; Peter Vlaco of Brophy & Philips and Ken DeDominici of Churchill Linens. The delegation met with the Prime Minister and ministers in banking and development, the head of the stock exchange and the U.S. Ambassador.

Cooney said strong partnerships can produce mutual benefits to businesses and people in the U.S. and Cape Verde. Several opportunities are being explored.



## Special Thanks to Membership Drive Team Captains



Friend Weiler,  
Drive Campaign Chair

**TEAM CAPTAINS:** Ed Sousa, Bridgewater Savings Bank; Tom Healy, Brockton Rox; William Morse, Mutual Bank (standing in for Dan Trout); Sandii Rollock, WATD 95.9 FM; Friend Weiler (chair), HarborOne Credit Union; Joe Tansey, Rockland Trust; Katie Kelley (standing in for Marie Dwyer), The Community Bank; Jeff Russell, Old Colony YMCA; Heather Nelson, Sovereign Bank; Charles Brown, Sharkansky, LLP, CPA's (standing in for Jay Pike); Diana Jennings, Bridgewater State University; Sheila Sullivan Jardim, Brockton Area Workforce Investment Board; Andrea Papadopoulos, Arista Associates; Mark Cocuzzo, Comcast Business Class; Bob Gustafson, Crescent Credit Union; John King, Cires, Inc. **Not Pictured:** Jim Blake, HarborOne Credit Union; Lorraine McGrath, Signature Healthcare; Mark Resnick, Brockton Redevelopment Authority; Scott Sanborn, TD Bank; John McGovern, Rodman & Rodman, PC, CPAs

## Call for Membership Drive Volunteers & Prizes

May 30 and 31, Merkert Tracy Hall, Stonehill College



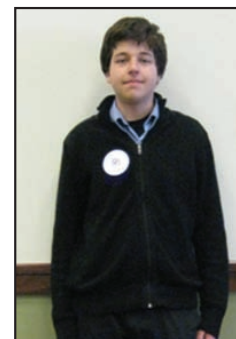
May of 2012 is an important month for the Metro South Chamber as we will be focusing on growing our membership in anticipation of our 2013 Centennial Celebration! The membership campaign will culminate in a Membership Telephone Drive on Wednesday, May 30 and Thursday, May 31 at Merkert Tracy Hall on the campus of Stonehill College. Chamber members are encouraged to volunteer during this time to share their stories of success and

help spread the positive message of what the Chamber does for the community. Join us and grow your contacts while continuing to strengthen the Chamber!

The Chamber is also seeking prizes to be donated to volunteers during the Membership Drive. This is a simple and easy way to promote your business, gain extra visibility, and introduce your business to new, potential customers. Suggested donations include gift certifications, free passes to cultural or educational events or concerts, vacation packages, free ads, or other traditional or creative prizes.

For more information, to volunteer, or to donate a prize, contact Kathleen Lynch at 508.586.0500 x 229, klynch@metrosouthchamber.com.

## Students Dress For Success at CareerDay



At the 15th Annual Connecting Activities Career Day, students were offered the opportunity to showcase their level of professionalism by attending the event in formal/business attire. Students Scott Lebbossiere of Stoughton High School and Riana Teixeira of Brockton High School received the top award in this year's "Dress for Success" competition



Participating Businesses in the 15th Annual Connecting Activities Career Day:

Adventure Dental, Ailano School of Cosmetology, Brockton Area Workforce Investment Board, Brockton Community Access, Baypointe Rehabilitation & Skilled Care Center, Beacon Financial Planning Inc., Boys & Girls Club of Brockton, Bridgewater State University, Brockton Area ARC, Brockton Community Access Cable, Brockton Fire Department, Brockton Neighborhood Health Center, Brockton Police Department, Brockton Visiting Nurses, Blue Hills Regional Technical School, Practical Nursing Program, CareerWorks, Catholic Charities South, Denim Nation of America, Federal Bureau of Investigation (FBI), Faithwalkers Partnership, Good Samaritan Medical Center, IBEW Local 223 (Electrical Workers), ITT Technical Institute, J.M. Pet Resort, Law Offices of Victor & Goldman, PA, Lincoln Tech., Mansfield Bank, Mary Kay Cosmetics, MA Army National Guard, MA State Police, Massasoit Community College, MD Communications, Metro South Chamber of Commerce, National Grid, Office of District Attorney Timothy J. Cruz, Old Colony Elder Services, Old Colony Y, Porter & Chester Institute, Price Waterhouse Coopers LLC, Signature Health Care, Southeastern Technical Institute, Sullivan & Cogliano Training Center, Tuxedos by Merian, UPS, YouthWorks

## Join the Chamber In May, \$2,000+ in Incentives

Including The Enterprise Ad, \$100 W.B. Mason Coupon, 8 weeks of the Boston Business Journal, networking opportunities and 2013 Centennial Book Listing



Becoming a member of the Metro South Chamber of Commerce provides your business opportunities to accelerate its growth. When you join the Chamber, you become a leader within the business community and a member of the region's most dynamic advocacy organization. Membership means potential new business prospects, new savings, access to valuable resources and information, access to health and dental plans, a variety of marketing opportunities and more, for you and your business. Chamber membership is affordable no matter how small your business - 70% of our members have 10 or fewer employees - and it provides your business with tremendous opportunity.

### JOIN DURING THE MONTH OF MAY TO RECEIVE:

- FREE** 2 col. X 5" ad in The Enterprise or The Enterprise Action Report (based on availability), \$500 value
- FREE** \$100 Coupon to W.B. Mason's WhattaBargain Outlet, \$100 value
- 10 FREE** 30 second radio spots on WXBR Radio AM 1460, \$500 value
- FREE** 8 Week Delivery of the Boston Business Journal (8 weeks)
- FREE** Set of Chamber Membership Mailing Labels (800 prospects) \$150 value
- FREE** Enhanced member listing on the Chamber website with hotlink to website a \$50 value
- FREE** admission to 4 business after hours, \$60 value
- FREE** admission to ATHENA Awards Program, \$35 value (RSVP required)
- FREE** member profile in the Action Report Newsletter distributed through the Enterprise, \$150 value
- 2 FREE** Listings in the 2013 Centennial Edition, Book for Business Membership Directory & Resource Guide
- FREE** pass for Member Orientation
- FREE** listing in the Action Report Newsletter with contact information
- FREE** enhanced member listing on the Chamber website with hotlink
- 2 FREE** tickets to a Brockton Rox Game, courtesy of Metro South Chamber of Commerce!
- FREE** access to members-only page of website to post discounts, events, and more
- FREE** copy of the 2012 Annual Book for Business
- FREE** opportunity to promote company at event share tables and at the Chamber
- FREE** opportunity to promote company in the Action Report and the e-Update blast

= **OVER \$2,000.00 IN PROMOTIONAL BENEFITS**  
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For more information or to set up an appointment, contact Kathleen Lynch at 508.586.0500 x 229 or email klynch@metrosouthchamber.com. You can also find more information on our website at [www.metroouthchamber.com](http://www.metroouthchamber.com).

## 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."

Linda Balzotti, 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!"

Angel Nieves, Aflac



"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

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www.citizensbank.com

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www.geoinsight.com  
Environmental Consultants

May is Membership Month at the Metro South Chamber (see page 9 for more information). To join the Chamber, contact **Kathleen Lynch**, 508.586.0500 x 229, [klynch@metroouthchamber.com](mailto:klynch@metroouthchamber.com).

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@metroouthchamber.com](mailto:avandam@metroouthchamber.com) or visit [www.metroouthchamber.com](http://www.metroouthchamber.com).

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



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 Lilies, 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 availability. For more information, visit [collettevacations.com/link/497680](http://collettevacations.com/link/497680).

Costa Rica: March 9 -17, 2013



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 [collettevacations.com/link/499244](http://collettevacations.com/link/499244).

RENEWINGMembers Thank You !

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Weiss Sheet Metal  
William M. Callahan Real Estate

Chamber Affiliation News & Events

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



The **Bridgewater Business Association (BBA)** hosts meetings the 3rd Tuesday of each month. For more information on joining the BBA or to host a meeting, visit [www.bridgewaterbiz.biz](http://www.bridgewaterbiz.biz) or email [membership@bridgewaterbiz.biz](mailto:membership@bridgewaterbiz.biz).

The **Stoughton Chamber of Commerce** will host its monthly meeting on Monday, May 7, 11:30 am - 1:00 pm at Alta at Indian Woods. The topic will be Retirement Plans for Business Owners. The presentation will be presented by Mark Cohen of Ameriprise Financial. Bill Considine, Ameriprise regional retirement plan expert for greater NE will be the guest speaker. For more information, visit [stoughtonma.com](http://stoughtonma.com)



The **Norwell Chamber of Commerce** will host the Citizen of the Year Dinner on Thursday, May 17, 6-9pm at Barker Tavern, 21 Barker Road, Situate. The cost to attend is \$45. The 2012 Citizen of the Year Awards will be presented to Chip (David) Ennis. To register, contact Reiko at [Reiko@trbdesigns.com](mailto:Reiko@trbdesigns.com). The Norwell Chamber of Commerce has a newly design website. Visit [norwellchamberofcommerce.com](http://norwellchamberofcommerce.com).

The **East Bridgewater Business Association (EBBA)** was founded in 1993 to promote a healthy business environment in East Bridgewater by providing a unified voice for business, providing a forum for networking, providing education of businesses and providing support to community activities. 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.

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# Principles of Lean Manufacturing

Thursday, May 3, 2012  
8:00 am - 4:00 pm (7:30 am registration)  
Metro South Chamber, 60 School Street, Brockton

Using a performance based simulated manufacturing environment, our experts will help transform you team into a Lean manufacturing enterprise, eliminating waste, increasing productivity and profitability and allowing you to gain a competitive edge in the marketplace. Workshop participants have reported a 90% reduction in lead time, 85% improvement in quality, 50% increase in productivity and a 50% reduction in floor space.

Traditional manufacturing philosophies stress high utilization of machinery and manpower with less attention spent focusing on cycle time reduction or manufacturing waste. Lean manufacturing focuses on creating greater production efficiencies by implement-



ing value-added activities to minimize waste. By utilizing a performance based learning environment, workshop participants experience a complete Lean transformation and learn how to implement Lean principles through their own manufacturing enterprise in the 8 hour workshop and simulation.

Lean implementation focuses on eliminating overproduction, wait time, transportation, inefficient processes, inventory, motion, defects, and production bottlenecks.

The cost to attend is \$79 for Massachusetts companies and \$325 for non-Massachusetts companies. Continental breakfast and lunch are included. Register online at [www.massmep.org](http://www.massmep.org) or call 508-831-7020 x 11.

# Investing Concerns in a "Fragile" Market

Thursday, May 24, 2012, 8:30 am - 10:30 am  
Metro South Chamber, 60 School Street, Brockton

The U.S. economy is heating up, learn how to grow your money wisely and why "down" markets create investment opportunities for the wise investor. Do you know what you're doing what you're doing when you invest? Learn about the "cash flow" eliminator, debt, and admit that spending before planning is terminal to



investing. Presented by Kevin Woods of the Society for Financial Awareness, a non-profit educational speaker's bureau.

To register for this free workshop, contact Lisa Keene at 508.586.0500 x 225, email [lkeene@metrosouthchamber.com](mailto:lkeene@metrosouthchamber.com), or register online at [events.metroouthchamber.com](http://events.metroouthchamber.com)

# Connecting Your Business to the Commonwealth

Friday, June 29, 2012, 10:00 am - 3:00 pm  
Metro South Chamber of Commerce, 60 School Street, Brockton

The Connecting Your Business to the Commonwealth is open to ALL Vendors and provides businesses that are interested in doing business with the Commonwealth training on the procurement process and Comm-PASS (the Commonwealth's e-Procurement system).

The Operational Services Division, Supplier Diversity Office (formerly SOMWBA), Supplier Diversity Program (formerly Affirmative Market Program) offers this FREE workshop designed for businesses who are interested in learning how to do business with the State. This workshop includes: Where to find bidding opportunities, Bidding process for Statewide Contracts, Where to find ARRA - federal stimulus procurement & grant opportunities, Comm-PASS Overview, Marketing to public entities, How to become SDO Certified, How the

Supplier Diversity Program supports SDO Certified businesses. These free workshops is held in every region of the State with the intention of increasing the number of potential State vendors - large and small. These workshops normally fill-up in a short time.

This is a 3.5 hour interactive session. Expect this workshop to be packed with businesses energized for success. Additional details are available at [www.mass.gov/osd](http://www.mass.gov/osd). Register at [www.mass.gov/somwba](http://www.mass.gov/somwba), select Sessions>Instructor Led Sessions> Connecting Your Business to the Commonwealth. You may also contact Lisa Keene at 508.586.0500 x 225 or email [lkeene@metrosouthchamber.com](mailto:lkeene@metrosouthchamber.com).



# QuickBooks Workshop at the Chamber

Thursday, May 31, 2012, 8:30 am - 10:00 am  
Metro South Chamber, 60 School Street, Brockton

Sharkansky CPA's LLP will present a QuickBooks workshop for beginners. Whether you are a business owner or responsible for keeping the books at a small business, this workshop will teach you how to set up QuickBooks, add customers and invoice items, add vendors and payment criteria, select a Chart of Accounts, and use Classes to track divisions. You will also learn how to gain efficiency by reconciling your bank statement and budgeting and selecting bills to pay, as well as

using memorized transactions on a monthly basis, printing checks that are recorded instantly and using online bill pay options.

For more information, or to register for this free workshop, contact Lisa Keene at 508.586.0500 x 225, [lkeene@metrosouthchamber.com](mailto:lkeene@metrosouthchamber.com), or register online at [events.metroouthchamber.com](http://events.metroouthchamber.com).



# Financial Statement Analysis for Small Business

Tuesday, June 12, 2012, 8:30 am - 10:00 am  
Metro South Chamber, 60 School Street, Brockton

Sharkansky CPA's LLP will present a workshop on financial statement analysis for small business on Tuesday, June 12 at the Chamber office. Attendees will receive an overview of financial statements, an introduction to ratios, learn how to calculate basic ratios, learn about the effect on bottom line with marginal



improvements and learn ways to improve cash flow and profitability.

For more information, or to register for this free workshop, contact Lisa Keene at 508.586.0500 x 225, [lkeene@metrosouthchamber.com](mailto:lkeene@metrosouthchamber.com), or register online at [events.metroouthchamber.com](http://events.metroouthchamber.com).

# Supplier Diversity Office Pre-Certification Workshop

Friday, June 15, 2012, 10:00 am - 12:00 pm  
Metro South Chamber, 60 School Street, Brockton



Learn about the state certification process and explore how certification can benefit your business from the Supplier Diversity Office (formerly the State Office of Minority and Women Business Assistance)

The Supplier Diversity Office requires all interested businesses to attend this session in order to apply for certification as a Minority, Women, or Disadvantaged Business Enterprise. This session will include information about the regulations, qualifications, process, and other information needed to begin the certification process. It will also include information from the Supplier Diversity Program (for-

merly AMP) detailing the process to take advantage of upcoming opportunities for certified M/WBE's.

This workshop is free to attend. To register, visit [mass.gov/somwba](http://mass.gov/somwba), select Sessions>Instructor Led Sessions> A Pre Certification Session. If you have any additional questions, contact Lisa Keene at 508.586.0500 x 225 or email [lkeene@metrosouthchamber.com](mailto:lkeene@metrosouthchamber.com)

# U.S. Small Business Programs Offered

Attend a FREE SBA workshop designed to highlight the various SBA programs and services. 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 16 and June 20, 2012. Contact CareerWorks at 508.513.3400 for further workshop information.

Buy Local From These Chamber of Commerce Members

Cheer Pack North America



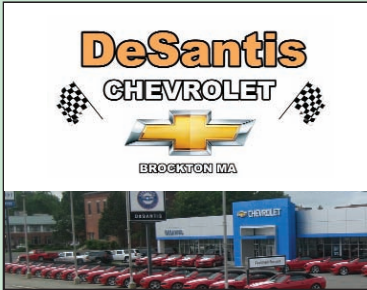
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781-277-1044 • [www.cheerpack.com](http://www.cheerpack.com)  
Cheer Pack North America LLC is a strategic partnership established in 2008 to develop and support spouted pouch technology in North America. Cheer Pack provides an engineered packaging solution which includes film development, injection molded straws and caps and converting to meet your exact requirements. Location in W. Bridgewater opening soon! Visit our website at: [www.cheerpack.com](http://www.cheerpack.com) for more information on our products and services.

Hilliards House of Candy



316 Main Street, North Easton  
508-238-6231 • [www.hilliardscandy.com](http://www.hilliardscandy.com)  
For close to 90 years, the name Hilliards has been identified with the highest quality homemade candy: gourmet chocolates, truffles, premium fudge, chocolate dipped fruit, toffee, and more. Today, Hilliards House of Candy, with three stores, Easton, Canton, and Hanover produces its delicious confections fresh and on site. Hilliards House of Candy is also a "go to" provider of handcrafted chocolates and gift baskets, wedding favors, corporate gift programs and fundraisers.

DeSantis Chevrolet



1555 Main Street, Brockton  
508-586-7900 • [www.desantischevrolet.com](http://www.desantischevrolet.com)  
DeSantis Chevrolet is a full service Chevrolet dealership located in Brockton Massachusetts. DeSantis Chevrolet is a family owned business that has been in business since 1981. In 1989 Dan DeSantis took over for his father Richard and continues to run the dealership today. DeSantis Chevrolet is active member of our community supporting local charities, youth groups and sports leagues.

MASCA



PO Box 366, Bryantville, 02327  
781-293-2835 • [www.masca.org](http://www.masca.org)  
The mission of MASCA is to advocate for school counselors in Massachusetts by providing leadership, collaboration and professional development. Through its publications, workshops and seminars, MASCA works to help professional school counselors better understand their role and make more effective use of their skills and talents as they guide students to become college and career ready. Visit us at [www.masca.org](http://www.masca.org).

School on Wheels of MA



790 West Chestnut Street, Brockton  
508-587-9091 • [www.sowma.org](http://www.sowma.org)  
School on Wheels provides customized academic support services for children impacted by homelessness. Services include: one-on-one tutoring, backpacks filled with new school supplies, assistance with school fees and parent advocacy. For more information about how you can support our students who have no place to call home please check out our website at: [www.sowma.org](http://www.sowma.org) or call 508-587-9091.

High Level Cleaning Services, Inc.



91 Forest Avenue, Brockton • 508-498-8237  
Email: [highlevelcleaningservices@gmail.com](mailto:highlevelcleaningservices@gmail.com)  
High Level Cleaning Services offers organic quality residential and commercial cleaning services at an affordable price. High Level Cleaning Services is located at 91 Forest Avenue in Brockton. High Level Cleaning is committed to customer satisfaction for all your cleaning needs. Contact Bernardo Reyes today for a free estimate, 508.498.8237, [highlevelcleaningservices@gmail.com](mailto:highlevelcleaningservices@gmail.com).

Chamber Membership is Key to Your Success

Did You Know? ...

- Consumers are 44% more likely to think favorably of a chamber member business
- Consumers are 51% more likely to be highly aware of a business that is a chamber member and 57% more likely to think positively of its local reputation
- Consumers are 64% more likely to buy good and services from a chamber member
- Businesses are 37% more likely to think favorably of a chamber member business, 51% more likely to be highly aware of it, 58% more likely to think positively of its local reputation and 59% more likely to buy goods and services from it
- 82% of people believe that the local chamber of commerce helps create jobs and promotes local economic development.

The results are clear: Positive perception increases among consumers and business owners when a business is identified as a member of the local chamber of commerce.

May is Membership month at the Metro South Chamber. Join now and receive \$2,000 in special incentives. See page 9 for more information. Contact Kathleen Lynch, 508.586.0500 x 229, [klynch@metrosouthchamber.com](mailto:klynch@metrosouthchamber.com)



BUSINESS EVENTS Planner

May 11, 2012

Government Affairs

12:00 pm - 1:15 pm

Metro South Chamber

60 School Street, Brockton

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

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

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

May 16, 2012

Small Business Awards & EXPO

10:00 am - 3:00 pm

The Shaw's Center

1 Feinberg Way, Brockton

Be a part of his premier venue showcasing products and services from local businesses. The day is packed with events, speakers, and awards. 12 noon lunch.

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

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

May 22, 2012

Open House Networking

5:30 pm - 7:30 pm

Abington Bank

6 Harrison Avenue, Abington

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

Free to Attend

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

IT'S EASY TO REGISTER!

508-586-0500 x 231

508-587-1340

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

Online: [www.metroouthchamber.com](http://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/metrosouthchamber](https://issuu.com/metrosouthchamber)

May 24, 2012

Concerns in a Fragile Market

8:30 am - 10:30 am

Metro South Chamber of Commerce

60 School Street, Brockton

Learn how to grow your money wisely and why down markets create investment opportunities.

Free to Attend

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

May 31, 2012

Quickbooks Workshop

8:30 am - 10:30 am

Metro South Chamber of Commerce

60 School Street, Brockton

Learn how to set up Quickbooks properly including adding customers and invoice items, using classes and other features.

Free to Attend

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

June 6, 2012

Business After Hours

5:30 pm - 7:30 pm

Bernardi Honda, Bernardi Auto Dealers

300 Manley Street, Brockton

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

Free to Attend

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