



May  
2015

www.metroouthchamber.com

Leading Businesses  
Leading Communities



**CHAMBER MISSION**

To best serve the unique interests and needs of member businesses and to champion the broader economic vitality of the Metro South region.



Stephanie St. Louis  
page 7



Kristopher Stefani  
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Caroline Daubitz  
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## Awards, Expo, New Technology at Small Biz Luncheon



### New Chip Technology for Debit & Credit Cards Featured



★ METRO SOUTH CHAMBER OF COMMERCE ★

The 2015 Small Business and Entrepreneur of the Year Awards will be presented at a special Luncheon on **Wednesday, May 20, 2015, 12:00 pm** at the **Shaw's Center**, 1 Feinberg Way, Brockton.

In addition to honoring a deserving "Small Business of the Year" and "Entrepreneur of the Year," the Small Biz Luncheon will feature a panel session with representatives from Visa and Bank of America for a firsthand look at a new chip technology that will benefit your business! When it comes to enhanced security for your customers, chip-activated terminals are taking things to a whole new level.

This informational panel will teach you, the consumers and small business owners of the Metro South region, the benefits of chip technology and how you can successfully adopt this new technology. The speakers will explore the evolution of electronic payments to mobile and digital, and help you to understand how these new technologies will impact your business' bottom line, including driving sales and revenue, increasing customer security, and protecting customer data.

*Continued on page 8*

#### Prior Small Business of the Year Recipients

J.M. Pet Resort, Solex Payroll Systems, Inc., Vicente's Tropical Grocery, Elie Baking Co., Prisco's Market & Steve's Lawn Care, MCG Partners, Heights Crossing, Westgate Lanes, Cindy's Kitchen, Northeast Wholesale Nail & Fastener Supply Co., Duplitrone, Inc., Modern Auto Body, United Furniture, Inc.

#### Prior Entrepreneur of the Year Recipients

JJ & Nelson Fernandes, JJ's Caffe; James Tran, Sky8 Shrimp Farm, LLC; Billy Michaud, Sparky's Import Repair; Richard Rosen of McGuigan's Pub; Patricia Winberg of Topnotch Design Studio; Michelle Cully of XPressman Trucking & Courier, Inc.; 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 Messenger of The Crazy Chels Caterers; Jerome Offutt of Top Quality Staffing; Randy Yanoff of Eye of the Tiger Karate

## ATHENA Award - Honoring Exceptional Leadership



On **Thursday, June 18**, the Metro South Chamber of Commerce and Eastern Bank will present the 17th Annual **ATHENA Award** during a special program 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.

*Continued on page 8*

## Chamber Urges "YES" Vote on May 12th

*for Resort Casino & Entertainment Destination*



The Metro South Chamber of Commerce Board of Directors believes Brockton deserves consideration for a resort destination gaming facility on the site of the Fairgrounds. A "Yes" vote on May 12 will allow Brockton to be considered.

The proposal features twenty five acres of resort amenities, gaming and entertainment. Direct investment is projected to be \$650 million dollars with additional economic development and tax revenues anticipated.

More than 1,500 jobs are expected with preference given to Brockton residents. The casino will be required to engage local businesses and vendors to supply a significant portion of goods and services to the facility.

"The Chamber is pleased to welcome Mass Gaming to Brockton and the Metro South region. Their investment represents a diversification of entertainment options within our region while strengthening the climate for development in the city. Tax revenues generated by visitors and guests will stabilize city finances and provide increased support of amenities and services for the benefit of residents," said Christopher Cooney, CCE, President and CEO. "A 'Yes' vote on May 12 will allow Brockton to be considered for the last remaining destination resort license available. We think it's in the best interest of Brockton to be considered," he said.

*More on page 11*

**WEDNESDAY, MAY 20**

**The Shaw's Center  
1 Feinberg Way, Brockton**

**8 am - 11:30 am:**

**HR Workshop (see p.8)**

**11 am - 12 pm: Business Expo**

**12 pm - 1:30 pm: Small Biz  
Luncheon & Awards**

**1:30 pm -2:30 pm:  
Business Expo**

Awards Luncheon  
Sponsor:



Business Expo  
Sponsor:



**THURSDAY, JUNE 18, 2015**

Location TBD

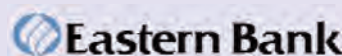
11am - 12pm: ATHENA Expo

12pm - 1pm: ATHENA Luncheon

1pm - 2pm: ATHENA Expo



Premier Sponsor:





# Abington Bank to Host Business After Hours

Wednesday, May 13, 5:30 pm - 7:30 pm

Please join us on **Wednesday, May 13** from **5:30 pm - 7:30 pm** for a Chamber Business After Hours. This networking event will take place at Abington Bank, **6 Harrison Avenue in Abington**. This event is a yearly tradition for Abington Bank and the Metro South Chamber!



"Tired of the big bank's impersonal service? Looking for a bank that has accessible decision-makers and a flexible way of approaching individual customers? Then it's time you tried the truly local alternative - Abington Bank."

Abington Bank has been quietly

meeting the financial needs of individuals, families and businesses throughout Eastern Massachusetts since 1888. They're proud of their record and proud to be local. For more information, please visit [www.theabingtonbank.com](http://www.theabingtonbank.com).

Bring your business cards and join us for an evening of complimentary networking and refreshments! Register online at [metrosouthchamber.com/calendar-registration](http://metrosouthchamber.com/calendar-registration) or contact Jen Egan by email: [JEgan@TheAbingtonBank.com](mailto:JEgan@TheAbingtonBank.com), or call 781.792.9024.

# Video Surveillance Explained

Tuesday, June 2, 9:30 am - 10:30 am

Are you thinking about using video surveillance technology in your business or interested in learning more about it? Join us for an informative workshop at the Metro South Chamber of Commerce, **60 School Street in Brockton**, on **Tuesday, June 2** from **9:30 am - 10:30 am**.

This workshop will be presented by Eric Lutz of MDCOM, a Massachusetts Security Licensed and Axis Certified Professional with over 30 years experience in commercial business technologies. Lutz will give an overview of today's video surveillance technologies including topics such as:

- Reasons to implement video surveillance (and reasons not to!)
- Detection, Recognition and Identification
- Audio surveillance techniques and responsibilities
- HDTV vs CCTV - major design and resolution differences
- Pan/Tilt/Zoom vs Fixed: when and why to use
- How to keep storage from taking a 'byte' out of your budget
- Intelligent applications to help your business

For more information or to register for this complimentary workshop, visit [metrosouthchamber.com/calendar-registration](http://metrosouthchamber.com/calendar-registration) or contact Athena Lavoie, [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com), 508.586.0500 x231.



Eric Lutz, MDCOM



# GOVERNMENTAffairs

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

Friday, June 12, 2015, 12:00 pm

Join us on **Friday, June 12 12:00 pm - 1:15 pm** at the Metro South Chamber, **60 School Street, Brockton**, for our monthly Government Affairs Meeting. The guest speaker will be **John Hurst, President of the Retailers Association of MA**.

Jon Hurst was named President of the Retailers Association of Massachusetts (RAM) in December 1990. As the chief executive officer of the 3,200-member statewide trade associa-



John Hurst

Sponsored by:



tion, Hurst manages the staff, business affairs, member services and education, public affairs, & governmental affairs of the organization. RAM was organized as the "Voice of Retailing" in 1918, and today represents all types and sizes of stores and restaurants in the retail sector across the state.

The cost to attend is \$8 for members and \$15 for future-members and includes lunch. Register online at [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar).

# QuickBooks for Business: Tips & Tricks

Tuesday, May 12, 10:00 am - 12:00 pm

Are you a beginner or intermediate level QuickBooks user who wants to learn more? Do you want to improve your productivity and financial management? Join us and sponsor G.T. Reilly & Company on **Tuesday, May 12** for a free, member-led workshop entitled **QuickBooks for Business: Tips & Tricks**. This informative workshop will take place at the Metro South Chamber of Commerce, **60 School Street in Brockton**, from **10:00 am - 12:00 pm**.

QuickBooks® for Business: Tips & Tricks is geared toward individuals who have at least one year of experience using QuickBooks (desktop version). Some of the areas that will be covered include:

- File maintenance
- Company preferences
- Customer/Vendor Centers
- Verifying/rebuilding data
- Banking
- Backing up/restoring copies
- 1099 best practices
- Memorized transactions & reports



"QuickBooks users are most successful when they understand how to use the

software to achieve their end goal, such as internal management reporting, tax preparation or generating financial reports," says Lee Ann Bruno, a QuickBooks® ProAdvisor who will lead the workshop. Bruno represents Reilly Business Services, a division of G.T. Reilly & Company that provides QuickBooks® support, as well as bookkeeping and accounting services.

To register for this free workshop, email Athena Lavoie at [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com), call 508-586-0500, or register online at [metrosouthchamber.com/calendar-registration](http://metrosouthchamber.com/calendar-registration). Please RSVP in advance.

# Summer Networking at Simpson Spring

Thursday, June 4, 5:30 pm - 7:30 pm

Join us at Simpson Spring, **719 Washington Street in South Easton**, on **Thursday, June 4** from **5:30 pm - 7:30 pm** for a Business After Hours. Enjoy Simpson Spring beverage tastings, appetizers, tours, and networking opportunities with fellow Chamber members.



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

plants in the United States. Visit the Simpson Spring Marketplace every Saturday, 10am-2pm for fresh food items and entertainment from local vendors. For more

information, visit [www.simpson-spring.com](http://www.simpson-spring.com).

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



# 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 - Micro Loans, Patriot & SBA Express Loans & 504-Project Loan Development
- 8(a) Business Development HUB/Zones
- Small Disadvantaged Business Assistance
- Government Contracting Opportunities
- Disaster Assistance

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, 2015**. Contact CareerWorks at 508.513.3400.



BOARD OF DIRECTORS	DIRECTORS
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Chair of the Board <b>Susan Joss</b> <i>Brockton Neighborhood Health Center</i>	<b>Steve Bryant</b> - <i>Columbia Gas</i>
President and CEO <b>Christopher Cooney</b> <i>Metro South Chamber of Commerce</i>	<b>Jane Callahan</b> - <i>HR Alternatives</i>
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	<b>Dr. Dana Mohler Faria</b> - <i>Bridgewater State University</i>
	<b>Jim Murphy LSP</b> - <i>Tracey Environmental, LLC</i>
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	<b>Peter Vlaco</b> - <i>Brophy &amp; Philips Company, Inc.</i>
	<b>Dr. Charles Wall</b> - <i>Massasoit Community College</i>
<b>CHAMBER STAFF</b>	<b>508-586-0500    Front Desk x 221</b>
<b>Christopher Cooney, CCE, IOM</b> President and CEO   x 223	<b>Lisa Pearce</b> Finance   x 230
<b>Athena Lavoie</b> Director of Programs & Events x 231	<b>Alison van Dam, IOM</b> VP of Business Development/Operations x 227
<b>Melanie McGrath</b> Communications Coordinator x 222	<b>Doris Flecchia</b> Office Assistant x 221
<i>Newsletter Written &amp; Designed by Melanie McGrath Printing Provided by The Enterprise</i>	



**ACCREDITED**  
CHAMBER OF COMMERCE

**CHAMBER MISSION:** To best serve the unique interests and needs of member businesses and to champion the broader vitality 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.

**Photography by: Rich Morgan \*    www.richmorganphotography.com**

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

MAY Calendar

<b>6</b>	<b>Ambassadors Meeting</b>	8:00 am
<b>12</b>	<b>QuickBooks Workshop</b>	10:00 am
<b>12</b>	<b>Executive Committee Meeting</b>	3:00 pm
<b>13</b>	<b>Business After Hours</b> <i>Abington Bank, 6 Harrison Avenue, Abington</i>	5:30 pm
<b>15</b>	<b>Government Affairs (Speaker TBD)</b>	12:00 pm
<b>20</b>	<b>HR Workshop: Labor &amp; Employment Law Update by Murphy, Hesse, Toomey, &amp; Lehane, LLP</b> <i>The Shaw's Center, 1 Feinberg Way, Brockton</i>	8:00 am
<b>20</b>	<b>Small Business Awards</b> <i>The Shaw's Center, 1 Feinberg Way, Brockton</i> <i>EXPO begins</i> <i>Luncheon &amp; Awards</i> <i>EXPO ends</i>	11:00 am 12:00 pm 2:30 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>2</b>	<b>Video Surveillance Workshop</b>	9:30 am
<b>3</b>	<b>Ambassadors Meeting</b>	8:00 am
<b>4</b>	<b>Business After Hours</b> <i>Simpson Spring, 719 Washington Street, Easton</i>	5:30 pm
<b>12</b>	<b>Government Affairs</b>	12:00 pm
<b>18</b>	<b>ATHENA Awards</b> <i>Location TBD</i> <i>EXPO begins</i> <i>Luncheon &amp; Awards</i> <i>EXPO ends</i>	11:00 am 12:00 pm 2:00 pm

Save the Date  
July

<b>4</b>	<b>Independence Day</b>
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Note: All meetings are held at the Metro South Chamber Office or Metro South Business Assistance Center (BAC), 60 School Street, Brockton unless otherwise indicated.



# GOODNews

Members - Send Good News to  
mmcgrath@metrosouthchamber.com  
Sponsored by: Good Samaritan



## Good Samaritan: Donate Life Organization

April was National Donate Life Month - a time to honor those touched by donation and transplantation. Good Samaritan Medical Center is proud to be a Donate Life organization. In 2014 Good Samaritan had a total of 19 tissue donors. The generosity of these donors restored health in over 1,200 recipients of tissue donation such as corneas, heart valves, skin grafts and bone. One Tissue Donor has the potential to enhance the lives of hundreds of individuals. Good Samaritan Medical Center supports the efforts of our local organ bank, the New England Organ Bank, and encourages individuals to learn more about the impact that becoming an organ donor can make in the life of another. Learn more at [DonateLifeNewEngland.org](http://DonateLifeNewEngland.org).

## Brockton Garden Club Annual Plant Sale

The Brockton Garden Club will hold their annual plant sale on Saturday, May 16, 2015 at the Brockton Parks and Recreation Department, 45 Meadow Lane in Brockton, beginning at 8:30 am and ending at 11:00 am. Rain or Shine. The selection is extensive and diverse. It is first come first serve. All proceeds made that day are used to plant and maintain areas throughout the city of Champions by the members of the eighty six year old garden club. For more information visit us at [www.brocktongc.org](http://www.brocktongc.org).

## Curry College To Host Violence Prevention Conference

The Curry College Master of Arts in Criminal Justice Program, in collaboration with Grandmothers against Gun Violence Cape Cod, will host an interdisciplinary conference, "New Directions in Violence Prevention," on Tuesday, May 12, 2015. The conference will be held from 8:30 am to 4:00 pm in the Keith Auditorium on the Milton campus, 1071 Blue Hill Avenue, Milton, MA. The conference will feature a line-up of innovators in the field of violence prevention: from those who work to reduce risk factors of violence with young children, to violence prevention in schools, to criminal justice system interventions designed to make communities safer. Conference registration is open to the public; the cost is \$30, inclusive of continental breakfast and lunch. Register online at [curry.edu/violenceprevention](http://curry.edu/violenceprevention).

## HopeHealth Announces Program for Veterans

HopeHealth recently announced they will host a special program for veterans entitled Caring for Veterans Experiencing the Impact of Serious Illness. The presentation is based on the principles of the We Honor Veterans (WHV) program. This special program will be held on Monday, May 11, 2015 from 9:30 am to 11:30 am at the Plymouth Senior Center, 44 Nook Road, Plymouth. A continental breakfast will be served. There is no charge and all are welcome. Space is limited, pre-registration is suggested. For more information or to reg-

ister, visit [HopeHealthCo.org/CaringforVets](http://HopeHealthCo.org/CaringforVets), or call (774) 487-3667.

## 16th Annual Mayor's Youth Summit

Mayor Bill Carpenter invites Brockton youth ages 13 - 21 to join him and other City leaders, for a day where youth can be the voice for the City of Brockton. The 16th Annual Mayor's Youth Summit will take place on Wednesday, May 6 from 2:00 pm - 7:30 pm at Brockton High School (registration in Red Cafeteria). This event will include a resource fair with local colleges, live DJ, snacks, raffles with prizes, dinner with the Mayor, and FREE transportation home. Register online at [brockton.ma.us/Community/Youth/MayorsYouthSummit.aspx](http://brockton.ma.us/Community/Youth/MayorsYouthSummit.aspx). For more information, contact Carleen Colin: 508-897-6821.

## SEED Corp. Makes Loans to Brockton Businesses

The South Eastern Economic Development (SEED) Corporation has recently closed on two small loans in Brockton totaling \$85,000 to Giving Wolf Insurance Agency, and Pool N' Play. The loans enabled the businesses to expand, start-up, and create four new jobs. As an SBA micro lender, SEED can make loans from \$1,000 to \$50,000 for working capital, inventory, machinery and equipment, furniture and fixtures and refinancing business credit card debt. SEED has small loan funds available specifically for Brockton based businesses. For more information about SEED loan programs, please call 508-822-1020 or visit [www.seedcorp.com](http://www.seedcorp.com).

## Brockton Farmers Market Seeks Vendors!

Buy Fresh, Buy Local! The Brockton Farmers Market will take place again this summer at the City Hall Plaza, Fridays from 10 am - 2 pm, and running from July 10, 2015 - October 2, 2015. If you are interested in becoming a vendor to sell goods at the market, please view the guidelines online at [brockton.ma.us](http://brockton.ma.us) and click on "Farmers Market Guidelines."

## Plant a Seed for the Children of Our Future -BDN

This Spring, Plant a Seed for the Children of Our Future with Brockton Day Nursery. Donate to the Brockton Day Nursery Annual Appeal and help provide safe, high quality, affordable, early education and care to a family in need from our community. Brockton Day Nursery (BDN) is a non-profit organization serving the local community for over 120 years working to ensure that all children in the community have access to early childhood education. BDN has launched its first ever annual appeal, hoping to raise funds to continue the important work of the organization started in 1894. You can help Brockton Day Nursery continue to provide quality, affordable, early education and care by participating in our fundraising events, or by donating through mail or online.

Donations to Brockton Day Nursery are tax deductible to the fullest extent of the law. To learn more about how to donate to BDN please visit [www.brocktonday.org](http://www.brocktonday.org) or call 508-588-2700 and speak to Vanessa Leite, Executive Director.

## Boys & Girls Club is Hiring!

The Boys & Girls Club of Brockton is hiring for various positions including: Facilities Manager, Youth Development Professionals, Teen Coordinator, and Education Coordinator. The mission of the Boys & Girls Club is to nurture strong minds, healthy bodies and community spirit through youth driven, quality programming in a safe and fun environment. If you or someone you know is interested in working with kids and would like to join an awesome team, please email [jwelper@bgcbrockton.org](mailto:jwelper@bgcbrockton.org).

## Cardinal Spellman High School Seeks Host Families

EduBoston and Cardinal Spellman High School are seeking welcoming families to host international high school students. EduBoston international students live with host families for an academic year while attending high school. Your family will not only gain a new family member, but you will also learn about a different culture, its values and traditions, language, food, and more. Help support your community and international youth! As a Host Family, your generous hospitality will not go unnoticed. Host families will be compensated \$1000.00 per month for their support. Please visit the EduBoston website, [eduboston.com](http://eduboston.com), for more information and to fill out a Host Family Application.

## Good Sam. Offers Free Skin Cancer Screening

As a community service of Good Samaritan Medical Center and in partnership with South Shore Dermatology Physicians in North Easton, we invite you to register for a free skin cancer screening. The screening will take place on Tuesday, May 12 and Wednesday, May 13 from 5:00 pm - 6:15 pm at Good Samaritan Radiation Oncology, 818 Oak Street in Brockton. Space is limited and pre-registration is required. Please call Steward Doctor Finder at 1-800-488-5959 to register for this free event. For more information, visit [GoodSamaritanMedical.org](http://GoodSamaritanMedical.org).

## D.W. Field Park History Books Now Available

The D.W. Field Park Association announces the re-release of "Daniel Waldo Field and D.W. Field Park/ A History" by Kenneth E. Bingham. BLF (Brockton Library Foundation) Arnold Swartz Gift Shop, located at the Brockton Main Library, 304 Main Street has books for sale at \$15.00 each. Proceeds for the book will be shared with both volunteer based non-profits. For more information, please contact Pat the president at 508-586-4425 or email Anne at [tranquilitytreasure@yahoo.com](mailto:tranquilitytreasure@yahoo.com).

## Massasoit Hosts 7th Annual Arts Festival

Massasoit Community College, located at 900 Randolph Street in Canton will host their 7th Annual Arts Festival on Sunday, May 17, 10:00 AM - 5:00 PM. Rain or Shine. Free admission family event with 3 juried art exhibits including: Regional high school juried show, Massasoit students juried show, and The Open Juried Show for local artists. Children activities Fine art crafters, live music, gourmet food trucks, raffles, our famous steam roller printmaking demo, and more. For details visit [www.massasoit.edu/artsfestival](http://www.massasoit.edu/artsfestival), or call 781-821-2222, ext. 2124.

## All Aboard the Arc!

Join with others across Massachusetts in focusing public attention on the abilities and needs of people with intellectual and developmental disabilities and their families. All Aboard The Arc! is a statewide pledge event in which anyone can participate - individuals, families, community members, local leaders, supporters of The Arc, students, and employee groups. This rally for inclusion will take place on Saturday, May 16 from 1:00 pm - 4:00 pm at the Brewer Fountain in Boston Common. This special event will include guest speakers Lauren Potter from the hit tv show "Glee" and Susan Tran from WHDH 7 News. Entertainment will be provided by The Music & Arts Innovation Band and My Own Voice, with balloon and facepainting activities by Silly Sally's Entertainment. Sign up as a fundraiser or volunteer at [arcma.convio.net](http://arcma.convio.net).

## South Shore Indie Music Festival at Fuller Craft

Celebrate summer with a live concert on the beautiful grounds of Fuller Craft Museum on Saturday, June 13 from 10:00 am - 5:00 pm. Join us for an all day festival of live music from some of the best indie bands: Shea Rose, The Quins, The Cultured, Sadie Vada, The Wolff Sisters, Tower Hill, Dark Matter, and more. Proceeds will go to benefit Fuller Craft Museum. Space is limited, purchase your tickets online now at [fullercraft.org](http://fullercraft.org). Admission: Adults \$25, (\$20 Members, \$15 Students) Children 12 and under are free with an adult admission.

## 5th Annual DJ Dream Fund Golf Classic

Presented by W.B. Mason and HarborOne Bank, the DJ Dream Fund will host their 5th Annual DJ Dream Fund Golf Classic on Monday, June 29 at one of New England's finest courses, Thorny Lea Golf Club in Brockton. The day will begin at 11:30 am with boxed lunch for a shotgun start at 1:00 pm. We'll cap off a fantastic day of golf with dinner, auctions, and an awards ceremony. Registration is now open! Visit [djdreamfund.org](http://djdreamfund.org) to learn more and register. If you are interested in being a sponsor for the event, please contact Chris Murphy at [golf@djdreamfund.org](mailto:golf@djdreamfund.org).



## More Good News - Celebrating the Region



Weiss Sheet Metal, Inc. in Avon recently celebrated 50 Years in Business! For 50 Years, Weiss Sheet Metal has provided a wide variety of metal products. Pictured above: Senator Brian Joyce; Wayne Delano & Brian DeLano, Weiss Sheet Metal; Bob Costa, Avon Industrial Park Association; Alison van Dam, VP, Metro South Chamber



Sue Joss, Chamber Chair, Brockton Neighborhood Health Center attends the EMK Senate Institute Gala to celebrate its opening. Pictured above with Congressman Stephen Lynch



Massasoit Community College recently celebrated the grand opening of the Dale Dorman Radio Studio on their Brockton campus located at One Massasoit Boulevard with a ribbon cutting ceremony. Pictured: Lisa Zinsius-Supka, Professor of Radio & Music Studies; Dr. Charles Wall, President; Will Dorman, grandson of Dale Dorman



A team of "Metro South Marchers" including Chamber members and Ambassadors recently participated in Old Colony Hospice's 17th Annual Stepping Out For Old Colony Hospice Memorial Walk at the Irish Cultural Centre in Canton. If you have any questions or you would like to volunteer for next year's event or participate on the Committee, please contact Andrea Larocque, at [alarocque@oldcolonyhospice.com](mailto:alarocque@oldcolonyhospice.com)

## Help Brockton "Knock Down Diabetes"



This year's week-long Brockton Knocks Down Diabetes event, in its fourth year, will be held from **Saturday, June 6th** through **Saturday, June 13th** and is expected to welcome over 2,000 attendees. More than 20 FREE events, workshops, activities, and seminars will be offered throughout the Greater Brockton area with opportunities for attendees to win some great prizes!

With the support of over 40 area businesses and organizations, including HarborOne Bank, Good Samaritan Medical Center, and Old Colony YMCA, this week-long campaign seeks to combat the alarming number of diabetes deaths within the Greater Brockton community – almost double the state average!

For more information on sponsorship opportunities and the events schedule, including Signature Healthcare's Health and Wellness Expo, a Walk/Run at D.W. Field Park, and a Brockton Rox game, visit <http://bit.ly/BKDDiabetes> or "like" Brockton Knocks Down Diabetes on Facebook.

## Fundraise With Buffalo Wild Wings!



With "Eat Wings, Raise Funds," when you dine, they donate.

Since its inception, Buffalo Wild Wings restaurants have donated more than \$1 million to local organizations that assist youth and families in need, military families, and disaster relief efforts. To apply for an "Eat Wings, Raise Funds" Event, visit [buffalowildwings.com/fundraiser-application/](http://buffalowildwings.com/fundraiser-application/)

Want to add some fun and food to your next fundraising event? Buffalo Wild Wings located at 500 Westgate Drive in Brockton, wants to team up with you for a good cause! Partner with Buffalo Wild Wings through their "Eat Wings, Raise Funds" program.

## Old Colony YMCA Moving Brockton Forward



Since 1887, Old Colony YMCA has worked to move people and communities forward. The Y has provided a safe harbor to Brockton residents- regardless of the cost to the Association - for more than 128 years. While businesses and organizations located to Brockton's downtown over the years, since the early 1900's, the Y remains a vital fixture and serves as a resource for ALL in the downtown area and beyond. History has proven that their continued presence played a critical role in bolstering Brockton's downtown.

The Old Colony YMCA provides programs and services that are accessible and affordable, and ensure that no person in need is turned away due to inability to pay. In addition to "sliding fee scale" financial assistance, they also offer numerous free or reduced cost services to Brockton residents. Old Colony YMCA responds to Brockton's most critical social needs, providing real support and solutions in the areas of youth development, healthy living, and social responsibility. To learn more about the Old Colony YMCA and their programs, please visit [oldcolonyymca.org/central-brockton](http://oldcolonyymca.org/central-brockton).

## Chamber Tours Regional Facilities



George Spiliotis, Regional Manager/Owner, Crown Linen and Christopher Cooney, Chamber President & CEO. Cooney recently toured Crown Linen's brand new 94,000 square foot state of the art, commercial laundering facility at 309 Battles Street in Brockton. Crown Linen received both a Metro South Chamber and state economic impact award for their investment.



Michael Kelly, Executive Director of Boston Higashi School; Christopher Cooney, Chamber President & CEO; Paul Fanning, Chief Development Officer at Boston Higashi School. Cooney visited the Boston Higashi School, located at 800 North Main Street in Randolph, in April. The mission of the school is to help children & young adults with Autism Spectrum Disorder learn to reach their full potential through the methodology of Daily Life Therapy®. Indoor swimming at their new Athletic & Recreation Complex (above right) was a big hit during the cold winter months. They will begin a vocational kitchen project this summer. Learn more online at [bostonhigashi.org](http://bostonhigashi.org).



## Connecting Activities 2015 Career Day



About 250 Students from Brockton High School, Whitman- Hanson, Goddard, Edison Academy, North River Collaborative, Independence Academy Champion and Southeastern Regional High School attended Youthwork's 18th Annual Connecting Activities Partnership Career Day in April. Pictured left, Elisangela da Silva, interning at the Metro South Chamber of Commerce from Bridgewater State University, represents the Chamber to talk to visiting students.



# Legislative Luncheon: Destination Resort Casino, Regional Water/Sewer, Mayoral Update

2015

## Legislative Luncheon

On Wednesday, April 22, 2015, the Chamber hosted over one hundred fifty business leaders and elected officials at the Conference Center at Massasoit for the Annual Legislative Luncheon. Attendees of the luncheon had the opportunity to hear from three great speakers about important topics including the Brockton proposal for the Resort Casino and Entertainment Destination, the Regional Water/Sewer initiative, and a Mayoral update.

Dr. Mark Melnik, Senior Research Manager of Economic & Public Policy Research at UMass Donahue Institute, spoke about the Metro South Regional Water/Sewer Authority report. The regional report was commissioned by the Metro South Chamber to determine the viability of a regional collaboration.

Melnik discussed the benefit of regionalized water/sewer service, which includes increased economic development and improved environmental conditions, as well as local tax revenue and decreased operating costs. He also discussed potential hurdles for a regional collaboration in the Metro South, including an EPA restriction of 18 million gallons of wastewater that can be treated per day and concerns about governance, autonomy, and operation. For more information on the full study, including recommendations and next steps, please contact Chamber CEO Christopher Cooney at 508.586.0500 x223.

The next segment of the program focused on the Brockton resort casino proposal. David Patent, President & COO of Rush Street Gaming, LLC, spoke about the benefits of bringing the project to Brockton, including job creation, opportunities for local businesses to become qualified vendors, and creation of economic development in the city (see front page).

Mayor Bill Carpenter reinforced the positive aspects that the resort casino would bring to Brockton, addressing concerns such as safety and traffic issues. Mayor Carpenter encouraged businesses to vote "yes" on May 12th in support of the job creation, economic development, and opportunities that this would bring to Brockton. To learn more about the destination resort casino, turn to page 11.

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



David Patent, President & COO  
Rush Street Gaming, LLC



Mayor Bill Carpenter,  
City of Brockton



Mark Melnik, Ph.D.  
UMass Donahue Institute



Dr. Charles Wall, President  
Massasoit Community College (host)

Sponsored by:



Special thanks:



Mildred Walker, Massasoit  
performs the National Anthem



Sue Joss, Chamber Chair, Brockton Neighborhood Health Center; Dr. Mark Melnik, UMass Donahue Institute; David Patent, Rush Street Gaming, LLC; Mayor Bill Carpenter, City of Brockton; Dr. Charles Wall, President of Massasoit Community College; Christopher Cooney, Chamber President & CEO



Patricia Kelleher, Family & Community Resources; Pat  
Lawton, YES for Brockton Campaign



George Carney, Brockton Fairgrounds;  
Phil Sheppard, Massasoit Community College



Chamber Chair of Economic Development Pat Giamella, Old Colony Planning Council,  
& other attendees examine the site map of the proposed Brockton Resort Casino

## Fair Housing Expo at Westgate Mall



The City of Brockton, Brockton Redevelopment Authority, and the Metro South Chamber of Commerce hosted a Brockton Fair Housing Expo at the Westgate Mall in Brockton, offering housing resources to residents. Vendors who participated included banks, credit unions, realtors, non-profit agencies related to housing, and more. Pictured above: Brian Moriarty, Neighborworks of Southern MA; Robert Jenkins, Brockton Redevelopment Authority; Maureen Moriarty, MassHousing; Angelo Nuby, MassHousing; Nicholas Giaquinto, Office of Mayor Bill Carpenter; Christopher Cooney, Chamber President & CEO

You can learn more about Fair Housing opportunities in Brockton by visiting [buybrockton.org](http://buybrockton.org). Buy Brockton is a public/private partnership between the City of Brockton, Brockton Housing Partnership, and Local Business who are working together to promote homeownership in the great City of Brockton.

Find information about the Mayor's Downpayment Assistance Program for first time homebuyers in Brockton at [buybrockton.org/news.aspx](http://buybrockton.org/news.aspx). The City of Brockton in partnership with NeighborWorks Southern Mass (NWSOMA) and the Brockton Redevelopment Authority (BRA) is offering down payment/closing cost assistance to eligible first time homebuyers purchasing a single or two-family home in the City of Brockton.

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NW-CN13264488



# 2015 B4B Available Online & at Chamber



The Chamber has posted the 2015 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.

The 2015 Book for Business is a 100 page full color Member Directory and Resource Guide, featuring area dining, lodging, recreation, legislative leaders, education, community demographics, a map of the region, member listings, and more. To view the directory, visit [metrosouthchamber.com/news-media/book-for-business](http://metrosouthchamber.com/news-media/book-for-business) or [issuu.com/metrosouthchamber/docs/b4b2015](http://issuu.com/metrosouthchamber/docs/b4b2015).

There are also additional hard copies of the 2015 Book for Business available at the Chamber office, located at 60 School Street in Brockton. This is a good resource to have at real estate offices, schools, for your new staff, etc. If you would like to request additional books to have and hand out at your location, please contact Melanie McGrath, Communications Coordinator, at 508.586.0500 x222, [mmcgrath@metrosouthchamber.com](mailto:mmcgrath@metrosouthchamber.com).

# Crescent Credit Union Networking Draws Business

Photos by [www.richmorganphotography.com](http://www.richmorganphotography.com)



Dianne Sproul, School on Wheels MA; Gail Delgado, Brockton Area Arc; Stephanie St. Louis, School on Wheels MA



Scott Cashman, ID Sign Group, Inc.; Tom Rudolph, Tom Rudolph Real Estate



Bill Scher, Sandler Training; Jon Rosenberg, Transamerica Printing



Anne Beauregard, Brockton Library Foundation; Kelsey Pickering, American Cancer Society; Mahsa Khanbabai, Law Office of Mahsa Khanbabai



Christopher Cooney, Chamber President & CEO; Robert Gustafson, President of Crescent Credit Union welcomes guests to the Belmont Street branch



Andrea Papadopoulos, Arista Associates; Maria Papadopoulos, The Enterprise, and Crescent Credit Union employees gather at the dose of the event. Visit [crescentcredit.org](http://crescentcredit.org) to learn more!

# Mansfield Bank Celebrates 5 Years in Easton

Photos by [www.richmorganphotography.com](http://www.richmorganphotography.com)



David Santoro, Mansfield Bank; Bob Wychulis, A Plus Blue Lion Insurance; Christopher Stefani, Law Office of Calahane & Stefani, P.C.



Jackie Lupica, Fuller Craft Museum; Monica Whitaker, business owner



Aaron Gagnier, Bankers Life; Sherry Meadows, Roger Keith & Sons Insurance enjoy catering from Boston Tavern



Stephen Lang, Orchard Financial & Insurance; Jessica Wainwright, Wainwright Law Office, P.C.; Timothy McCaul, McCaul Land Title Co.



Deborah Brackett, Assistant Branch Manager of Mansfield Bank in Easton, welcomes a large crowd to the event celebrating their 5th year at the Belmont Street location



Christopher Cooney, Chamber President & CEO; Caroline Daubitz, Artisan Web (raffle prize winner); John Korona, Mansfield Bank President & CEO

## How Fit are Your Finances?

Tax time is the perfect time of year to check in on your investment strategy and goals.

Contact Bridgewater Financial Advisors offering securities through Infinex Investments, Inc. today at 800.356.8622 to find out your best investment options.

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NW-CN13269555



# Small Biz Breakfast (Continued from page 1)

The Small Business and Entrepreneur Awards, sponsored by **Bank of America**, will be presented at the luncheon to businesses that have displayed employment/staying power, growth, innovation, and social responsibilities.

Among the panel of speakers will be Visa representatives as well as Mike Gramz, Chief Risk Officer for Bank of America Merchant Services. Gramz is responsible for working with the business to identify and navigate credit, market, regulatory and compliance risk to enable predictable, sustainable growth by the corporation. In doing so, Mike manages a



Mike Gramz, Chief Risk Officer, Bank of America

team focused on credit underwriting, fraud, loss provisioning and reserves, compliance and regulatory policy, and audit program management.

Visa will also have chip technology at the expo to give demonstrations and answer questions of interested businesses. This is a great opportunity to get ahead and learn about how this new technology can help your business!

Tickets are \$35 for members and \$45 for future-members. To register, please contact Athena Lavoie at [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com), 508.586.0500 x231, or register online at [metrosouthchamber.com/calendar-registration](http://metrosouthchamber.com/calendar-registration). Corporate tables of 10 are still available. Don't forget to schedule time before or after the breakfast to attend the 2015 Business Expo (see below).

## EXPO Featured at Small Business Luncheon



Wednesday, May 20, 2015  
10:30 am - 11 am: Expo Set-up  
11 am - 12 pm: Business Table-top Expo  
12 pm - 1:30 pm: Small Business Awards Luncheon  
1:30 pm - 2:30 pm: Business Table-top Expo

Expand your business and promote your company to hundreds of prospective clients at the 2015 Business Expo, presented in conjunction with the Small Business Awards Luncheon, May 20, 2015 at the Shaw's Center, Brockton. More than 30 businesses will be featured in this table top Expo. Expo tables are \$99 for members and \$149 for future-members and **includes two tickets to the luncheon!** Tables will be available on a first come, first served basis. To reserve your table-top, please contact Athena Lavoie, 508.586.0500 x 231 or email [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com). The Expo is free to walk the floor.

**EXPO BOOTH  
INCLUDES 2  
LUNCH TICKETS!**

## HR Workshop: Labor & Employment Law Update

Wednesday, May 20, 8:00 am - 11:30 am

In conjunction with the Small Business Awards Luncheon & Expo, the Metro South Chamber will be offering an HR workshop entitled: 2015 Labor & Employment Law Update on **Wednesday, May 20** from **8:00 am - 11:30 am** at the **Shaw's Center in Brockton**.

Presented by the attorneys of **Murphy, Hesse, Toomey & Lehane, LLP**, this comprehensive half-day educational program provides an overview of recent developments in labor and employment law affecting all Massachusetts employers. Join our panel of experienced attorneys as they address these and many other important topics:

- New Legislation Affecting Massachusetts Employers (including Mandatory Earned Sick Leave, Leave for Victims of Domestic Violence, Massachusetts Parental Leave Law, and Increases to the MA Minimum Wage in 2015, 2016, & 2017).
- The Affordable Care Act (ACA): What Steps Employers Should Be Taking Now?
- Important Rulings from the Supreme & MA Courts in Labor & Employment Cases
- Developments in Anti-Discrimination Law: MCAD and EEOC Update
- Evolving Legal Standards Affecting Employer Regulation of Employee's Use of Social Media Inside and Outside of the Workplace, and more!

This workshop is \$99 for members and \$129 for future-members and **includes a ticket to the Small Biz Luncheon** following the workshop (a \$35 value) as well as credit hours of HR recertification. To register visit [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar) or call Athena at 508.586.0500 x231.

# ATHENA Award Program- Nominations Open

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.

In addition to the ATHENA Award presentation, the lunch program will feature a keynote speaker. The luncheon will run from 12 pm - 1pm with the ATHENA Expo running from 11am- 12pm and 1pm - 2pm. Tickets for the lunch program are \$30 for members and \$40 for future-members. **To register or to nominate an individual**, please con-

tact Athena Lavoie, [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com), 508.586.0500 x 231, or visit [metrosouthchamber.com/calendar-registration](http://metrosouthchamber.com/calendar-registration). Nominations are due by Friday, May 29.

### Prior ATHENA Recipients

- 2014 Janet Trask, Brockton VA Hospital
- 2013 Kathleen Smith, Brockton Public Schools
- 2012 Ruth Bramson, Girl Scouts of Eastern MA
- 2011 Elaine Reiser, Brockton Area Multi-Services
- 2010 Anne DeMinico, St. Joseph Manor
- 2009 Sue Joss, Brockton Neighborhood Health Center
- 2008 Vanessa Tierny, Brockton Area Multi-Services
- 2007 Susan Szachowicz, Brockton High Principal
- 2006 Loretta Degrazia, East Coast Petroleum
- 2005 Marianne Wroble Cox, WXBR 1460am Radio
- 2004 Shailah Stewart, Brockton Public Schools
- 2003 Linda Faria Braun, The Adult Learning Center
- 2002 Christine Karavites, Proteas Consulting
- 2001 Barbara Duffy, My Turn, Inc.
- 2000 Noelle Foye, Brockton Elementary School Nurse

**ATHENA EXPO; 11:00 am - 12:00 pm; 1:00 pm - 2:00 pm**



If you are a woman owned business, or a business that supports women and would like extra exposure, we invite you to display at the 2015 Women's Expo, presented in conjunction with the ATHENA Program. Table top displays are \$99 for members and \$149 for future-members and includes 1 lunch ticket.

The EXPO will take place on **Thursday, June 18, 2015** from **11:00 am - 12:00 pm** and **1:00 pm - 2:00 pm**, location To Be Determined. For more information or to reserve your table, contact Athena Lavoie at 508.586.0500 x 231, [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com).

## All Welcome for Exciting Travel Opportunities

Looking for the adventure of a lifetime? Take a look at the travel trips that the Chamber is offering in Fall 2015! **For more information, visit [metrosouthchamber.com/events/travel](http://metrosouthchamber.com/events/travel) or call 508.586.0500 x227.**



Explore India in this 10 day travel trip. Your journey starts in Delhi and moves on to Samode, Jaipur, Agra, and back to Delhi. Feel like royalty with spa activities and a Gala dinner at the Samode Palace. You'll get the chance to participate in exciting activities like Elephant Polo in the spectacular countryside, a gem cutting demonstration, exploration of famous pink sandstone city buildings and museums, a visit to the Taj Mahal, and much more!

Departs September 15, & September 22, 2015. Prices start at just \$2795 per person for double occupancy.



Enjoy the highlights and hidden gems of Ireland with your local Irish driver and guide in this ten day, eight night Ireland tour. Your unforgettable experience of Ireland will include visits to historic castles, mills, and abbeys, beautiful scenery and dramatic landscapes, shopping, pubs, and more! Start in Kilarney and journey through Galway, Connemara, Derry, and Belfast.

Departs October 7, 2015. Prices start at \$2495 per person for double occupancy. First come, first serve - reserve your space now!



# Five Standards of Value for Business

*Member Article by: John McGovern, McGovern Business Valuation*

By what "standard of value" should a business be appraised? That may sound like a peculiar question at first blush, but it is one that has a significant meaning when one is determining the value of a private business interest.

According to the International Glossary of Business Valuation Terms, "standard of value" refers to the identification of the type of value utilized in a specific engagement. Most often, people who are unfamiliar with the nuances of valuation recognize the term "fair market value" (FMV). However, there are other standards of value -- and even FMV is often misunderstood. Here are the five generally recognized standards of value and their uses:



**1. Fair market value (FMV)** is used most often in valuations for gift, estate, and income tax matters. It's also commonly used in litigation matters and buy-sell agreements. FMV can provide an indication of the value at which a business might sell, but it's not intended to provide an actual transactional value. If your purpose is to determine an asking price for your business, FMV is more of a guide than an indication of what you'll receive when dealing with a specific buyer. Consult with a valuation professional to pursue this further.

**2. Investment (or strategic) value** might be used, for example, when a business is deciding at what price to buy another business or asset for. In that case, a buyer-specific rate of return might be used to determine the price to pay for the business's expected stream of cash flows. This calculation would result in the value of the business "to that buyer" or investor, thus an investment value standard. Often particular investors -- such as competitors, joint venture partners, suppliers or customers -- may be willing to pay a premium above fair market value due to synergies between the buyer and the acquisition target.

**3. Intrinsic value** is not often seen in practice when valuing private business interests. Instead, it's used primarily by investment analysts and bankers to seek out the fundamental price of a publicly traded security.

**4. Fair value (legal standard)** often emanates from state laws dealing with shareholder dissent actions or matrimonial law (but only in certain jurisdictions). Often the main difference between fair value and FMV is that the fair value generally excludes any discounts for lack of control or lack of marketability. This is so that the dissenting or oppressed shareholder is not unfairly treated and receives the pro rata value of his or her interest on a controlling basis.

**5. Fair value (financial reporting standard)** is used by businesses in reporting the values of assets in accordance with Generally Accepted Accounting Principles. For example, this standard of value is used in business combinations to allocate purchase prices on the books of acquiring companies.

As you can see, it's important for the user of a business valuation to know what standard of value is being determined. Discuss the appropriate standard when you hire a valuation professional and iron out the details in your engagement letter, before the valuator starts working. In addition, his or her written valuation report should identify and define the standard of value used to appraise the business on its summary page. By clearly defining the standard of value upfront, you will be less likely to encounter any misunderstandings later on.

## HR Hotline: Confirming Employee Jury Duty

*How do I Confirm my Employee Served Jury Duty?*

**SUMMONS  
FOR JURY  
SERVICE**



duty summons in order to view and confirm details.

To submit a member article for the Action Report, please contact Melanie McGrath, 508.586.0500 x222, mmcgrath@metrosouthchamber.com.

Jury duty is a civic responsibility that needs to be shared among all members of the community. The cooperation of business, employers and employees will help this important process of our justice system to run smoothly. However, jury duty often arrives at a time of inconvenience to both employees and employers.

Employees should provide their employer with their upcoming jury duty summons as soon as possible for planning purposes. If you, as an employer, would like to confirm the employee's jury duty, visit the Massachusetts Court System's website at [juryduty.majury.gov](http://juryduty.majury.gov). You then type in the required information from the employee's jury

# Join the Chamber by May 29 for Valuable Incentives

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 BY MAY 29 TO RECEIVE:

**FREE** 2 col. X 5" ad in The Enterprise Action Report (based on availability), \$500 value (circulation of 20,000)

**FREE** Chamber Business List in Excel or mailing labels, \$150 value

**FREE** Enhanced member listing on the Chamber website with hotlink to website, a \$50 value

**FREE** admission to 2 Business After Hours

**FREE** admission to Small Biz Awards or ATHENA Awards Program, \$35 value

**FREE** member profile in the Action Report Newsletter distributed through the Enterprise, \$150 value

**2 FREE** Listings in the 2016 Edition Book for Business Membership Directory & Resource Guide (circulation of 5,000 in print, also online)

**FREE** pass for Member Orientation

**FREE** listing in the Action Report Newsletter with contact information

**FREE** access to members-only page of website to post discounts, events, and more

**FREE** copy of the 2015 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  
Direct contact to 1,000 members and countless referrals made!

**And More!!**

**= OVER \$1,000.00 IN PROMOTIONAL BENEFITS**  
(Base Rate is \$300 + \$5 per full time employee)

For more information or to set up an appointment, contact Alison van Dam at 508.586.0500 x 227 or email [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com). You can also find more information on our website at [www.metroouthchamber.com](http://www.metroouthchamber.com).

## Refer a Business Today! These Leaders Have

More businesses join the Chamber of Commerce because they are invited by a friend than any other reason. By referring a fellow business to join the Metro South Chamber, you are giving them a unique opportunity to grow their business through networking, advertising, learning experiences, and more. Take a look at the incentives for joining above that businesses will receive for joining. We encourage you to share how Chamber membership has worked for you and your business.

These Chamber Board members have referred a total of 18 new businesses to the Metro South Chamber of Commerce over the last month. Join them in helping to build the Metro South network!

Questions? Contact Alison van Dam at 508.586.0500 x227, [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com). Download a membership application online at [metrosouthchamber.com/membership/join](http://metrosouthchamber.com/membership/join)



Jane Callahan  
HR Alternatives



Mahsa Khanbabai  
Law Office of Mahsa Khanbabai



Andy Razcka  
Abington Bank



# WELCOME *New Members*

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### Randolph Savings Bank

Ms. Martie Dwyer & Mr. Richard Olson  
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Stoughton, MA 02072  
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www.randolphsavings.com  
*Banks/Financial*

### Banner Environmental Services Inc.

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Ms. Shahria H. Boston  
12 Welch Avenue, Ste. 5  
Stoughton, MA 02072  
(781) 436-0950  
www.attorneybostonlaw.com  
*Attorneys*

### Gendron Construction

Ms. Lisa Mann  
323 Manley Street  
West Bridgewater, MA 02379  
(508) 580-4626  
massremodel.com  
*Contractors Remodeling*

### Whelan Legal Center

Mr. Paul Whelan  
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www.whelanlegalcenter.com  
*Attorneys*

# RENEWING *Members Thank You !*

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Brian Gibbs  
Brockton Historical Society  
Brockton Housing Authority  
Brockton Parking Authority  
Brockton Visiting Nurse Association  
Brockton Youth Foundation  
Buffalo Wild Wings  
Celia Insurance Agency, Inc.  
Colonial Maintenance Contractors Inc.  
Constellation  
Costco Wholesale, Avon  
Elite Health and Fitness  
Energy Conservation, Inc.  
Equity Realty Plus  
First Evangelical Lutheran Church  
Good Days Restaurant, Inc.  
Hackwell-Boone Insurance Agency, Inc.  
Hennessey & MacInnis, Inc.  
John Corcoran & Company  
L & R Cleaning Services  
Law Office of Mahsa Khanbabai  
McCormick & Sons Insurance Agency, Inc.

McGuigan's Pub  
Meade Draves Consulting  
Michael Noonan Tree and Landscape  
Micro Wire Products, Inc.  
Montello Heel Manufacturing, Inc.  
New Design Architects  
North Main Street Veterinary Clinic, Inc.  
Old Colony Council Boy Scouts of America  
Old Colony Elder Services, Inc.  
People's Best Care Chiropractic  
R.F. D'Agostino Insurance Agency  
Rockland Ice Rink  
Roger Ferguson, Horticulturist  
Simpson Spring Company  
Stonebridge Homes Inc.  
T2C Advertising  
The Brockton Rox  
The Woodlands at Abington Station  
TNT Cleaning Services, Inc.  
Torrey & Associates  
Tutto Bene / Pasta Bene  
WB. Mason Company, Inc.  
Ward Enterprises  
Waste Management of MA  
Westgate Lanes and Pub  
Wildlife Extractors

Receive valuable incentives when you join by May 29, 2015. (See page 9)  
For more information, contact Alison van Dam,  
508.586.0500 x 227, [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com).  
Visit [www.metroouthchamber.com/membership-join](http://www.metroouthchamber.com/membership-join)

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## Chamber Affiliate News & Events

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



The **Bridgewater Business Association (BBA)** will hold its monthly meeting on Thursday, May 21 at 6:00 pm. This event will be hosted by BBA member Fairview Millwork, located at 100 Pearl Street in Bridgewater. Visit [bridgewaterbiz.biz](http://bridgewaterbiz.biz) for more information.

The **Stoughton Chamber of Commerce** will hold an event entitled "Getting Down to Business" on Monday, June 1 from 5:30 pm - 8:30 pm at Chateau Restaurant, 1165 Park Street in Stoughton. Learn about what's going on in Stoughton while enjoying dinner. Visit [stoughtonma.com](http://stoughtonma.com) for more information and to register.



The **Norwell Chamber of Commerce** will hold an Awards Dinner for Citizen of the Year and Business of the Year on Thursday, May 14, from 6:00 pm - 9:30 pm. The Barker Tavern in Scituate will be the site of an Awards Dinner to honor an outstanding Norwell citizen and a favorite Norwell business. Visit [norwellchamberofcommerce.com](http://norwellchamberofcommerce.com) to learn more and register.

The **East Bridgewater Business Association (EBBA)** was founded in 1993 "to promote a healthy business environment in East Bridgewater and to provide services to assist its members including education, networking and fellowship." Please visit [www.eastbridgewaterbiz.com](http://www.eastbridgewaterbiz.com) for more information.



The **Avon Industrial Park Association** is a non-profit group seeking to advance the advocacy and business of its members in public and private affairs. Membership is open to all companies who operate within the confines of Avon Industrial Park. Visit [avonindustrialpark.org](http://avonindustrialpark.org) for more information.

The **Randolph Chamber of Commerce** will hold their 7th Annual Best Taste of Randolph on May 5, brought to you by the Bank of Canton at The Lantana, 43 Scanlon Drive, Randolph. This year's event will take place from 5:30 pm - 8:00 pm and feature area restaurants, caterers, bakeries, beer and wine tasting, raffles, and more! Visit [randolphchamberofcommerce.org](http://randolphchamberofcommerce.org) to purchase tickets.



The **ProLink Networking Group** is one of Metro South's finest business networking groups. Because we are a category exclusive network, each member feels comfortable knowing that we provide a non-competitive environment. We invite you to come visit us and see for yourself! For more information, visit [www.prolinknetworking.com](http://www.prolinknetworking.com) or contact Craig Pina at 508-408-1049.



The **South Shore Women's Business Network (SSWBN)** will hold their May Speaker Breakfast on Thursday, May 28 from 7:30 am - 9:30 am at the Holiday Inn, 929 Hingham Street in Rockland. The featured speaker will be Shannon Burrington of *Your Path in Sight* Coaching & Consulting. Visit [www.sswbn.com](http://www.sswbn.com) to learn more.



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



If so, The YouthWorks Summer Jobs Program provides local employers with hardworking youth with the motivation and skills necessary to get you through the summer and potentially beyond. We evaluate each youth extensively and provide a Work Readiness and Health and Safety curriculum before connecting youth with their employers, ensuring the highest rate of success. This is truly a win-win situation for local businesses as well as the community. Throughout the history of the program, BAWIB has been able to establish great partnerships with local employers and community organizations.

If you can give a youth an opportunity for employment during the summer of 2015, please complete a registration form available online at [bawib.org/youth/summer-jobs](http://bawib.org/youth/summer-jobs). Responses must be submitted in paper and electronic format by Friday, May 8, 2014 at 3:00 pm. If you have questions, email [summer@bawib.org](mailto:summer@bawib.org).



# Vote YES for Brockton on May 12th - Resort Casino & Entertainment Destination

On Tuesday, May 12th, Brockton residents will decide whether to allow the construction of an award-winning, full-service resort casino on the Brockton Fairgrounds. This is a once in a lifetime opportunity to change the future of Brockton for the better. This facility will be an economic anchor for Brockton, bringing new life to existing small businesses, and fostering the creation of other economic development in the City.

The proposed resort casino located on approximately 45 acres of the Brockton Fairgrounds will bring economic opportunities for Brockton residents as well as provide millions of dollars in new, sustainable annual revenue to Brockton.

YES

FOR BROCKTON

Vote YES on May 12th for

1,500 High-Quality Jobs with Great Benefits

Over \$10 million annually to Brockton



The rendering of the resort casino & entertainment destination, which will be developed on forty five acres of the Brockton Fairgrounds with a building of about 240,000 square feet.



Esmael Ansari, Rasky Baerlein Strategic Communications; Joe Scibetta, Vice-President of Operations, Rush Street Gaming; meet with Christopher Cooney, Chamber President & CEO



Christopher Cooney, Chamber President & CEO, speaks at the Resort Casino Business Forum on April 8 at the Shaw's Center, Brockton



At the April Chamber Board Meeting: former Mayor Jack Yunits; Esmael Ansari; George Carney, Brockton Fairgrounds; George Cronin, Rasky; Christopher Cooney, Chamber President & CEO



The Metro South Chamber of Commerce, located on School Street in Brockton shows support for the jobs and economic advancement that the resort casino would create in the City of Brockton

## JOBS

- The proposed resort casino will create an estimated 1,500 new, permanent jobs in Brockton, with a hiring preference for qualified Brockton residents. These jobs pay a projected average of \$50,000 a year, including benefits.
- The project developer, Mass Gaming & Entertainment LLC, prides itself in offering opportunities for career advancement through job training and hiring from within, as evidenced from its affiliates' records at its other resort casinos in Illinois and Pennsylvania.
- Mass Gaming & Entertainment LLC hosted a workforce development forum on May 2 in order to educate Brockton residents about job opportunities at the proposed resort casino.
- Construction of the approximately 240,000 square foot resort casino will create an additional estimated 1,400 union construction jobs with a hiring preference for qualified Brockton residents.

## PROJECT DETAILS

- This will be a full service resort casino and hotel including a spa, health club, and pool. It will feature an estimated 2,000 slot machines, 100 table games, a poker room, VIP experiences, and a wide range of restaurants.
- The facility will also include an estimated 25,000 square foot event center which can host meetings/conferences, entertainment (music, comedy), & other functions.
- Through its affiliates, Mass Gaming & Entertainment LLC brings years of experience in other states operating safe, successful casinos.
- Like operations in other states, this resort casino will have high levels of security all around the perimeter of the facility, complete with outdoor lighting, security cameras in and outside the facility, and a well-trained security staff.
- Mass Gaming & Entertainment LLC will make appropriate traffic improvements in Brockton
- The proposed casino is expected to generate less traffic than if the site was fully built-out as a retail development at the size permitted by current zoning.
- This project will be an important step in bringing investment and entertainment to a major parcel of property in the City of Brockton.

## FINANCIAL BENEFITS

- The host community agreement requires Mass Gaming & Entertainment LLC to pay at least \$10 million a year revenue to Brockton. This means potential benefits such as:
  - Lower property taxes for Brockton residents
  - Funding for middle school sports programs
  - Increased property values
  - More public safety & reduced crime
- Hotel, meals, & water/sewer taxes & fees projected to generate an additional \$1.5-\$2 million per year.
- Brockton and surrounding towns are also eligible for funding from the state gaming commission's community mitigation fund.

## LOCAL ECONOMY

- Mass Gaming & Entertainment LLC will use qualified and competitive local, small businesses as vendors whenever commercially reasonable.
- The casino's rewards program will foster promotions at various local businesses in and around Brockton.
- Mass Gaming & Entertainment LLC hosted a vendor information forum to detail the opportunities at the proposed casino for local vendors on Friday, May 1.



Joe Scibetta, Vice President of Rush Street Gaming, welcomes local businesses to a Vendor Fair where they learn about the opportunity to become a qualified vendor.



Potential vendors have the opportunity to meet with staff from Mass Gaming and ask questions specific to their business type. Categories include facilities, marketing, food, and more.



## Buy Local From These Chamber of Commerce Members

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### When Metro South is Home, Everything's Within Reach

Hundreds of Dining Options • Great Conference Space  
Over 500 Hotel Rooms • Many Parks & Lakes



The Metro South region offers the best of all worlds; cultural and corporate advantages, natural beauty, and the serenity of historic New England.

The region features **top notch education**, including three institutes of higher education, **exceptional health care facilities**, including four major hospitals. **Rich in culture**, the region is also home to symphonies, a craft museum, children's museum, and various historic museums. It also contains many **recreational activities**, including baseball outings, golfing, and many parks and lakes for walking, hiking, and fishing. With over 500 hotel rooms, the Metro South region is a **great place to stay** and competitive housing costs offer affordable and varied living opportunities.

Whether for Business or Pleasure, The Metro South region provides exceptional value in the heart of Eastern Massachusetts, centrally located between Boston, Providence, Plymouth and Cape Cod. *Ride the rail to Boston in only 35 minutes!* Call 508.586.0500 for your free map.



Metro South Regional Economic Development Organization  
For more info, contact the Metro South Chamber of Commerce,  
508.586.0500 • [www.metroouthchamber.com](http://www.metroouthchamber.com)



## Metro South Site Finder

[metrosouthsitefinder.com](http://metrosouthsitefinder.com)

Search for available commercial sites for purchase or lease in the Metro South region, or list a property!



## BUSINESS EVENTS *Planner*

### May 12

#### QuickBooks Workshop

10:00 am - 12:00 pm

**Metro South Chamber of Commerce**

60 School Street, Brockton

This member-led workshop will teach business owners how to improve their productivity using QuickBooks. (see p. 2)

*Tickets: Complimentary*  
To register, call 508-586-0500 ext. 231

### May 13

#### Business After Hours

5:30 pm - 7:30 pm

**Abington Bank**

16 Harrison Avenue, Abington

Enjoy networking, refreshments, and raffles courtesy of Chamber member Abington Bank! (see p. 2)

*Cost: Complimentary*  
To register, call 781-792-9024

### May 20

#### HR Workshop

8:00 am - 11:30 am

**The Shaw's Center**

1 Feinberg Way, Brockton

Hear from an experienced panel of attorneys about recent developments in labor & employment law affecting all Massachusetts employers (see p. 8)

*Cost: \$99 members, \$129 future-members*  
*Includes Small Biz Luncheon Ticket!*  
To register, call 508-586-0500 ext. 231

### IT'S EASY TO REGISTER!

508-586-0500 x 231 ☎

508-587-1340 📠

E-mail: [alavoie@metrosouthchamber.com](mailto:alavoie@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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### May 20

#### Small Business Awards & EXPO

11:00 am - 2:30 pm

**The Shaw's Center**

1 Feinberg Way, Brockton

This Expo will showcase products and services from local businesses. The day is packed with events, speakers, and awards. 12 pm lunch. (see p. 1)

*Tickets: \$35 members, \$45 future-members*  
*Expo: \$99, includes two luncheon tickets!*  
Please RSVP call 508-586-0500 ext. 231

### June 2

#### Video Surveillance Workshop

9:30 am - 10:30 am

**Metro South Chamber of Commerce**

60 School Street, Brockton

An overview of today's video surveillance technology will be covered in this informative member-led workshop. (see p. 2)

*Cost: Complimentary*  
Please RSVP at 508.586.0500 ext. 231

### June 4

#### Business After Hours

5:30 pm - 7:30 pm

**Simpson Spring**

719 Washington Street, Easton

Please join us for an evening of networking and refreshments at a Chamber member business. Don't forget your business cards! (see p. 2)

*Tickets: \$5 members, \$15 future-members*  
Please RSVP call 508-586-0500 ext. 231