

# Actionreport

November  
2008

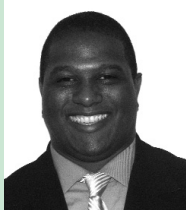
www.metroouthchamber.com

Leading Businesses  
Leading Communities



## CHAMBER MISSION

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



Damien Johnson, page 2



Andrea Carinci, page 5



Jim Blake, page 6

## CONTENTS

Calendar of Events	3
Good News	4
Renewing Members	10
New Members	10

## Chamber's 95th Annual Meeting & Business EXPO

**Wednesday, November 19, 2008**

Massasoit Conference Center, Brockton

### Schedule:

Business-to-Business EXPO: 10:30am-12:00pm

Annual Meeting Luncheon: 12:00pm-1:45 pm

Business-to-Business EXPO: 1:45pm-3:00pm



### Featuring:



Keith Westrich,  
State Director of  
Connecting Activities.



Valaria Amara,  
Miss Massachusetts 2007

The Annual Meeting and Business-to-Business Expo will be held on Wednesday, November 19 at the Massasoit Conference Center, Route 27, Brockton from 10:30am-3pm. Join other business people and community leaders and attend the annual meeting to celebrate businesses working together for the future of the Metro South Region.

At the Expo explore the products and services of value to your business and profitable business contacts with over four hundred attendees. Be sure to schedule time either before of after the annual meeting to participate in the Business-to-Business Expo.

The keynote speaker will be **Keith Westrich**. Keith is a frequent speaker and presenter on the topic of creating a competitive workforce by providing young people with business experience.

*Continued on Page 2*

### Grand Sponsors:



## Business to Business Expo '08 Exhibitors

Allegra Print & Imaging  
B C Tent & Awning Company  
Bank of America  
Boston Business Journal  
Boston Medical Center  
HealthNet Plan  
Bridgewater Credit Union  
Brockton Area Association for Retarded Citizens  
Brockton Area Workforce Investment Board  
Brockton Educational Foundation, Inc.  
Brockton Rox  
Caritas Good Samaritan Medical Center

Comcast  
Connecting Activities/BAWIB  
Costco Wholesale #303  
Curry College  
Fallon Community Health Plan  
Fuller Craft Museum  
Gowell's Candy Shop, Inc.  
HarborOne Credit Union  
Health Services Administrators  
Holmes McDuffy Florist  
Home Instead Senior Care  
Home/Health and Child Care Services, Inc.  
Jack Conway & Company, Inc.  
Life Resources, Inc.  
Massasoit Community College

Network Health  
New England Sinai Hospital  
Old Colony Elderly Services, Inc.  
PAETEC  
Personal Computer Resources  
Randolph Savings Bank  
Rob Peters Entertainment  
Servpro of Weymouth  
Sign Design, Inc.  
Signature Healthcare  
South Eastern Economic \ Development (SEED)Corp.  
Special Olympics Massachusetts  
The Community Bank  
United Way of Greater Plymouth County, Inc.

### Annual Meeting Corporate Supporters

Bank of America  
Brockton Area Transit Authority  
Connecting Activities/BAWIB  
Educational Foundation, Inc.  
Caritas Good Samaritan Medical Center  
Comcast

Father Bills and MainSpring  
HarborOne Credit Union  
Jack Conway & Company, Inc.  
Massasoit Community College  
National Grid  
New England Sinai Hospital  
Old Colony Planning Council

Randolph Savings Bank  
Sharkansky & Company, LLP  
CPAs  
Signature Healthcare  
Sovereign Bank  
The Community Bank

## Scott Sanborn Elected Chamber Chair



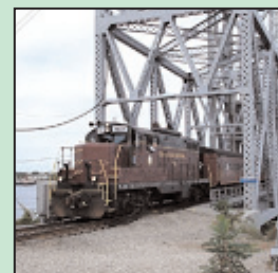
Scott Sanborn,  
Sovereign Bank

Scott Sanborn is the Regional Executive for Business Banking and Professional Services at Sovereign Bank.

Scott has also led Small Business activities in the Rhode Island and New Hampshire small business markets. The team focuses on companies and professional service firms with revenues usually \$25mm and under located in the Greater Boston, Eastern

*Continued on Page 10*

## Cape Cod/Plymouth Excursion November 22, 2008



*See Page 2*

**Make your  
VOTE  
vote count!**



*Election Day is  
November 4, 2008*

**Visit Today!**

[www.VoteForBusiness.com](http://www.VoteForBusiness.com)  
[www.brockton.ma.us](http://www.brockton.ma.us)

## Chamber & Rotary Partner on Train

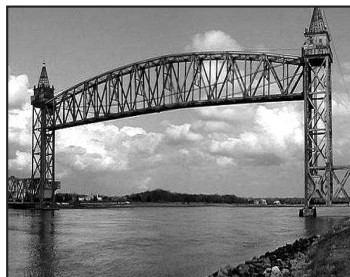
*All Aboard! Saturday, November 22, 2:15 pm - 5:30 pm*



Travel along a beautiful rail line featuring forests, wetlands and cranberry bogs.  
 Traverse the unique counter-weight railroad bridge spanning the Cape Cod Canal.  
 Pass through the charming and historic Sandwich Village.

This is a very special charter that is the first to be permitted in many years! This unique express train ride will board from the Lakeville MBTA station at 2:15 pm. After a brief pause in Sandwich Village, the train will return to Lakeville at 5:30 pm via the same route while passengers enjoy a tasty lunch aboard the wonderfully restored dining cars of the Cape Cod Central railroad. A cash bar will be available on board.

The price of a ticket is \$45.00 per person and includes lunch. Call 508.586.0500 x 229 if you have any questions or if you would like to reserve your seat. You may also register online at [www.metroouthchamber.com/register.html](http://www.metroouthchamber.com/register.html). Tickets are almost sold out. Do not miss this wonderful holiday trip!



### *Annual Meeting, Continued from page 1*

The topic, and speaker compliment the recent decision to incorporate competitive workforce issues into the Chamber's Economic Development division.

Through Connecting Activities, Mr. Westrich provides resources and technical assistance to the 16 Workforce Investment Boards and 15 Local School-to-Career Partnerships to support the development and implementation of the state's work-based learning agenda for districts/schools participating in school to career initiatives across the Commonwealth.

Previously, Mr. Westrich served as the Director of the Boston Private Industry Council's nationally recognized ProTech program which laid the foundation for the integration of school and work-based learning

designed to give students the academic, technical/technological and employability skills necessary to compete in higher education and high performance workplaces.

Also at this meeting, Economic Impact Awards will be presented to businesses who have made a significant investment in the Metro South region over the past year. Board service awards will also be presented.

Singing the national anthem and providing entertainment prior to the meeting will be **Valerie Amaral**, Miss Massachusetts 2007. Valerie was recipient of the Preliminary Talent Award at the 2007 Miss America pageant.

Contact the Chamber at 508.586.0500 ext. 221 to register for this event. The cost is \$45 per person or \$450 per table of ten.

## MEMBERProfile

### Comcast Business Class



**Address:**  
 35 Resnik Road,  
 Plymouth MA 02360

**Local Dedicated Sales Rep:**  
 Damien Johnson

**Phone:** 617-279-5635

**Website:**  
[www.comcast.com](http://www.comcast.com)  
 (Shop Business Products)

**Year Established:** Founded 1963,  
 Incorporated in 1969.

**Services:** High Speed Internet, Voice  
 and Video & Cable TV)

**Number of Employees:** 90,000

**Please list awards, honors or special recognition your firm has received:**  
 Boston Business Journal Top 10  
 Places to Work



Damien Johnson

*What is unique or special about your firm and the products and services you offer?*

Comcast Business Class delivers high quality business solutions ~ Blazing Fast Dedicated Internet, Feature Rich Voice and Business Class Television. We also have a highest trained, field based, SMB Local sales team/presence in the South Eastern Massachusetts market.

*What is your market area?*

Locally all of South Eastern Massachusetts, but Comcast is a national company.

*What markets do you serve?*

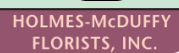
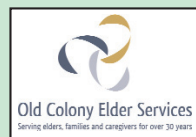
Small & Mid-size Business Markets

*What is your main business objective?*

To provide businesses with the highest quality Voice, Data and Video (TV) solutions, at fair price, and provide excellent customer service.

# AD

### Annual Meeting and Business EXPO sponsored by:



## BOARD OF DIRECTORS

## OFFICERS

Chair of the Board  
**Reinald G. Ledoux, Jr.**  
*Brockton Area Transit Authority*

President and CEO  
**Christopher Cooney**  
*Metro South Chamber of Commerce*

Chair-Elect  
**H. Scott Sanborn**  
*Sovereign Bank*

Treasurer  
**Gary R. Oman**  
*Gary R. Oman, P.C.*

Vice Chair Community Affairs  
**Rick Colon**  
*Verizon*

Vice Chair Economic Development  
**Robert Kenworthy**  
*Bank of America*

Vice Chair Government Affairs  
**Christine Karavites**  
*Proteas Customized Consulting*

Vice Chair Membership Development  
**Daniel Trout**  
*The Community Bank*

Immediate Past Chair  
**Stephen Hall**  
*National Grid*

## CHAMBER STAFF

508-586-0500 Front Desk x 221

**Christopher Cooney**  
 President and CEO x 223

**Kim Bewsher**  
 Program Director x 231

**Lisa Keene**  
 Membership x 225

## DIRECTORS

**Pasquale Ciaramella** -  
*Old Colony Planning Council*

**Jack Conway** - *Jack Conway & Company, Inc.*

**John Costa** - *B C Tent & Awning Company*

**Loretta DeGrazia** - *East Coast Petroleum*

**Jeffrey Dukess** - *Frenette & Dukess, PC*

**John Holiver** - *Caritas Good Samaritan Medical Center*

**Brenda Hunter** - *Shaw's Supermarkets, Inc.*

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

**Stephen McDuffy** - *Holmes-McDuffy Florists*

**Dana Mohler-Faria** -  
*Bridgewater State College*

**William Morse** - *Mutual Bank*

**Basan Nembirkow** - *Brockton Public Schools*

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

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

**Lester Schindel** -  
*New England Sinai Hospital*

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

**Lydie Ultimo** - *TERI*

**John Vlaco** - *Brophy & Phillips Co., Inc.*

**Charles Wall** - *Massasoit Community College*

**Patricia Williams** - *HarborOne Credit Union*

**Kathryn Sayles**  
 Competitive Workforce x 229

**Kerry Sullivan**  
 Finance x 230

**Alison van Dam**  
 Director of Communications x 222

**ACTION Report** Volume 8 - Issue 11  
 (USPS-410630) is published monthly except for combined July/August for \$5.00 per year by the Metro South Chamber of Commerce, Sixty School Street, Brockton, MA 02301-4087. Periodical Postage Paid at Brockton, MA.

POSTMASTER: Send address changes to Action Report, Sixty School Street, Brockton, MA 02301-4087

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!

## NOVEMBER Calendar

4	SOMWBA Workshop	11:00 am
5	Regional Business After Hours <i>Mansfield Holiday Inn, 31 Hampshire Street, Mansfield</i>	4:30 pm
6	Membership Drive <i>Alumni Hall, Stonehill College, Easton</i>	8:00 am
11	Veteran's Day - Chamber Closed	
14	Government Affairs	12:00 pm
18	Financial Priorities Workshop	8:30 am
19	Annual Meeting & EXPO <i>Massasoit Conference Center, Route 27, Brockton</i>	10:30am-3 pm
	EXPO Meeting Luncheon	12:00 pm
22	Railroad Charter <i>Lakeville MBTA station. See page 9.</i>	2:15 pm
27 & 28	Thanksgiving - Chamber Closed	
29	Brockton Holiday Parade <i>Downtown Brockton</i>	1:00 pm

Coming Up  
December

3	Ambassador Meeting	8:00 am
4	CPA Workshop - Morgan Stanley	12:00 pm
9	Executive Committee	3:00 pm
11	Good Morning Metro South <i>Holiday Inn, 195 Westgate Drive, Brockton</i>	7:30 am
12	Government Affairs	12:00 pm
17	Board Meeting	12:00 pm
18	Business After Hours <i>Council On Aging</i>	5:30 pm
25 & 26	Christmas - Chamber Closed	

Save the Date  
January

7	Ambassador Meeting	8:00 am
9	Government Affairs	12:00 pm
13	Executive Committee	3:00 pm
15	Good Morning Metro South <i>Holiday Inn, 195 Westgate Drive, Brockton</i>	7:30 am
22	Business After Hours <i>IKEA, 1 IKEA Way, Stoughton</i>	5:30 pm
28	Board Meeting	12:00 pm
30	New Member Orientation	8:00 am

Note: All meetings are held at the Metro South Chamber Office unless other wise indicated.

Photo and print production by Mark Mahoney, The Enterprise



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

**Metro South Chamber of Commerce**  
 Sixty School Street, Brockton, MA 02301-4087  
 tel: 508 586-0500/fax: 508 587-1340  
 info@metrosouthchamber.com  
 www.metroouthchamber.com

Photography by Rich Morgan www.richmorganphotography.com

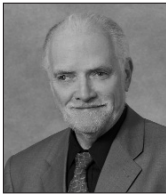


## GOODNews

### *Celebrate the great things going on!*

#### **Leo MacNeil - VP of Community Relations**

Leo MacNeil was promoted to Senior Vice President of Community Relations and CRA Officer at Harbor One Credit Union. He was formerly Senior Vice President of Marketing and CRA Officer for the Brockton-based credit union.



Leo MacNeil

In this newly created position, MacNeil is responsible for strengthening the HarborOne brand by building or expanding partnerships within the nine communities it serves. He is working with local groups and government leaders to assess community needs and then coordinate assistance through support and volunteer efforts by HarborOne staff.

MacNeil has worked for HarborOne Credit Union for 15 years. He is the former chairman of the Board of Directors of Old Colony Hospice and the Brockton Housing Partnership. MacNeil has a master's degree in education from Boston University and a bachelor's degree from Northeastern University.

#### **Community Health & Fitness Expo a Success**

At the third annual Community Health and Fitness Expo presented by New England Sinai Hospital and the Striar Jewish Community Center of Stoughton, more than 500 parents, children and grandparents enjoyed the festive "country fair" atmosphere while benefiting from free screenings, exhibits and interactive demonstrations. Among the services and demonstrations offered were a new Golf Swing Analysis and Putting Green, Infection Control demonstrations, foot screenings, blood pressure checks, skin cancer screenings, cardio dance workouts, chair yoga, and pulmonary lung function testing. The busiest booths were the blood pressure check and the blood glucose screening. More than 150 blood glucose screenings were conducted during the four-hour event. For more information call New England Sinai at 781-297-1329.



#### **DiChiara Pastore New Board Member**

Louise DiChiara Pastore of Cranston has



Louise DiChiara  
Pastore

been elected to the Board of Directors of Randolph Savings Bank according to Roy A. Conrad, Chairman of the Board. She has been a Corporator of the Bank since 2007.

DiChiara Pastore, an Optometrist, is President of Garden City Eye Care of Cranston. Currently she serves on the Rhode Island State Board of Examiners for Optometry and is a past president of the Rhode Island Optometric Association. She is also Chairman of the Peter T. Pastore Charitable Foundation which provides financial support to deserving charitable and nonprofit organizations in communities serviced by Randolph Savings Bank.

#### **Gouthro Plumbing Offering Space**

There is currently Office space available for rent at the Gouthro Plumbing Offices located on Rt. 123 near the hospital. One or two room suites are available offering 300 square feet of space. Call 508-587-4625 for more information.

#### **Bay Copy & Lexmark Business Solutions**

Bay Copy, a 36-year, second-generation family business specializing in office document solutions and print management, has been named a Business Solutions Dealer (BSD) for Lexmark International (NYSE:LXK).

Bay Copy's current product line includes Konica Minolta and Muratec products, and the firm is an authorized service provider for Hewlett Packard (HP). The addition of the Lexmark family of products positions Bay Copy as the first Massachusetts firm to be a Business Solutions Dealer for Lexmark. As a Business Solutions Dealer, Bay Copy joins an elite group of less than 100 dealers in the United States; Bay Copy CEO Ray Belanger said that this is an expanded Lexmark initiative to reach out to the smaller and mid-sized business market. Lexmark has made this program a high priority within the organization. They realize that companies likely Bay Copy have the ability to offer high levels of personalized service support that are not available through other distribution.

#### **PCDC Highlights Businesses**

In the spring, Plymouth County Development Council wants to highlight a NEW business in each region that has

recently or will open during these trying economic times. If your business fits this criterion, Call Paula Fisher at 508-747-0100 or email paula.fisher@seeply-mouth.com. An interviewer will be sent out in January or so for a planned March distribution.

#### **New England Sinai: CARF-Accredited**

CARF International, the Commission on Accreditation of Rehabilitation Facilities, has announced that New England Sinai Hospital in Stoughton has been awarded its 11th consecutive three-year accreditation for its Inpatient Rehabilitation Programs and Outpatient Medical Rehabilitation Programs. This three-year accreditation designation is the highest level that is awarded by CARF and recognizes Sinai's substantial conformance to rigorous standards of quality, accountability, value and service.

Sinai is the only rehabilitation provider in Massachusetts with a CARF-accredited Outpatient Medical Rehabilitation Program. Since the scope of this recent accreditation was expanded to include the Outpatient Amputation Specialty Program (Adults), as well, Sinai now becomes one of the first few organizations in the country to achieve accreditation for both Inpatient and Outpatient Amputation Specialty Programs (Adults). Sinai has now also earned individual accreditation in the Stroke Specialty Program (Adults).

#### **Breakfast Roundtable**

The newly-formed law firm of Hirsch Roberts Weinstein LLP cordially invites you to the first of our bi-monthly breakfast roundtables. "See You In Court" – What To Do if You Are Sued by an Employee. Tuesday, November 18, 2008 8-9:30 am. The Essex Center, The Westin Copley Place. RSVP: Jennifer Conrad (617) 438-4387 jconrad@hrwlawyers.com

You are a good employer. You treat your employees fairly and consistently, and compensate them well. Yet, here you are, on the receiving end of a court summons, on a state or federal lawsuit brought by a disgruntled former employee. Now what?! At the first of our bi-monthly breakfast Roundtables, the attorneys of Hirsch Roberts Weinstein LLP will lead a discussion on the topic of what to expect, and what to do, if you are sued. We will share our insights, and solicit yours, on such issues as: What are the typical "last straws" that drive employees to court, The lifecycle of a litigation matter, Class actions, preliminary injunctions and other procedural maneuvers, Mounting an aggressive defense without unduly disrupting your business, Surviving electronic discovery, Defense strategy, The pros and cons of Employment Practices Liability (EPL) insurance, How to get the most out of your litigation attorneys, Alternate Dispute Resolution (ADR) Options.

#### **Mahoney Joins Bridgewater Savings**

Bridgewater Savings welcomes one of its newest employees, William R. Mahoney, Assistant Vice President and Trust Officer.

Mr. Mahoney comes to Bridgewater Savings with over 12 years of experience in the financial services industry. He most recently served as Assistant VP and Trust Officer at Anawon Trust, a division of Bristol County Savings Bank. His experience in financial planning and investment management was gained through his work at advisory firms in Chicago, North Carolina, and Rhode Island.



William R. Mahoney

#### **Carinci: HarborOne VP of Compliance**

Andrea Carinci of Quincy has joined

# AD

HarborOne Credit Union as Vice President of Compliance. She brings extensive experience in compliance laws and regulations, training, management, retirement planning, business development, client relations, customer service and account management to the Brockton-based credit union.



Andrea Carinci

At HarborOne, Carinci is responsible for corporate compliance, including deposit, lending, internet, privacy/GLBA and USA Patriot Act. The Certified Regulatory Compliance Manager (CRCM) reviews new and existing federal and state banking laws and regulations, implements corrective action plans, and provides general guidance for all departments on regulatory issues.

### Community Bank Leads in SBA 504 loans

The Community Bank in tops the list in volume of SBA 504 loans in the state of Massachusetts during the SBA's fiscal year 2008.

The CDC/504 loan program is a long-term financing tool for economic development within a community. The 504 Program provides growing businesses with long-term, fixed-rate financing for major fixed assets, such as land and buildings.

While the word on the street within the small business community is that financing available to support business growth has dried up, The Community Bank is still actively lending in the communities it serves. David Curtis, President and CEO of The Community Bank said "We want our small business neighbors to understand that despite the national credit crunch, we're lending every day at The Community Bank. People can still gain access to the funds they need to achieve their goals."

### HarborOne Donates to Food Pantry



To help in this time of economic need, HarborOne Credit Union has stepped up and donated

\$500 to the South Shore Community Action Council Inc., which administers the Plymouth Food Warehouse.

Ed Alfieri, manager at the Plymouth branch of HarborOne, presented a check to Patricia A. Daly, Executive Director of the South Shore Community Action Council. She said the money will be used to provide food assistance to local families through the warehouse, which

supplies food pantries throughout the town.

Food donations are accepted at the Plymouth Food Warehouse on Wednesdays from 9 a.m. to noon. For more information about making contributions or receiving food assistance, contact the South Shore Community Action Council at 508-747-7575.

### Holiday Office Parties at Makeovers Salon

Enjoy your holiday corporate event at Makeovers Salon + Spa for a unique and memorable way to say thank you to your staff. Our Holiday "Partners" party is an affordable alternative to a private party as you will enjoy the holiday festivities with other local small businesses.

Pamper your staff with relaxing services from our spa and enjoy a special holiday buffet prepared exclusively for you by our on site Café Chef Jackie D'Alessandro. Our state of the art facility boasts over 11,000 square feet of luxuriously appointed space for everyone to enjoy services and relax in our private treatment rooms.

Now booking for Sunday, December 7th, 2008. Call our Event Planner at 508-238-2201 to plan your stress free holiday event. Makeovers Salon + Spa is located at 574 Washington Street, Stoughton. Visit [www.makeoverssalon.com](http://www.makeoverssalon.com)

### Voc-Tech Schools Score High On MCAS

MCAS scores for the 26 voc-techs in Massachusetts have jumped 40 percent since 2001. Their graduation and MCAS pass rates both top state averages, and dropouts are less than half as frequent as in other public high schools.

More than 27,000 Massachusetts students attend voc-techs and over 2,800 are on waiting lists. Enrollment is up 15 percent during the last decade, even as the Commonwealth's overall public school enrollment is declining.

Nearly one-quarter of statewide voc-tech students are on individualized education plans, well above the statewide average of 17 percent. More than 80 percent of voc-techs' special education students graduate, compared to about 63 percent at other public schools in Massachusetts.

Vocational-technical schools' combination of autonomy, choice, close relationships with employers and the successful integration of academic and vocational education is a proven recipe for success.

### Diabetes Classes at New England Sinai

November 10, 12, 17, and 19th: New England Sinai's Diabetes Center offers a four session small group class, "Your Key to Diabetes Management." from 1-3 pm at New England Sinai Hospital, 150 York Street, Stoughton, MA. Please

call 781-297-1385 to register or for more information. Classes will be held in December on the 8th, 11th, 15th and 18th from 6 - 8 pm.

### Higher Ed Collaborative Sales Classes

Monday November 10 & Wednesday, November 19: Challenges of Sales Effectiveness. A 2 part training. November 9: Sales People Have Rights Too! 2-5pm. \$59. Learn how to assert yourself, gain the respect of prospects and customers, and make more money in the process. November 19: Increasing Business Sales in Tough Economic Times. 2-5pm. \$59. Take

control of the sales cycle in a way that your customers will actually appreciate. Brockton Downtown Higher Education Center, 34 School Street. Call 508.588.9100 x 2011 or x 2013 to register.

### Support Blue Dog Shelter

Help the Brockton Blue Dog Shelter win \$25,000. It only takes 10 seconds to vote. Please vote every day until December 14. Go to [www.animalrescue-site.com](http://www.animalrescue-site.com). For more information go to [www.bluedogshelter.com](http://www.bluedogshelter.com)

SEND YOUR GOOD NEWS TO:  
[avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com)

[www.buybrockton.org](http://www.buybrockton.org)

"Helping qualified buyers with financing to purchase a Brockton home currently owned by a bank, in foreclosure, or sold through a short sale."

## Brockton VNA After Hours



Jim Foley, C.L. Noonan Waste Service, Cheryl Buteau, Tele-Dynamics, Christy Kendrick, Acme Glass, Cheryl Terrill, Atlantic HR Advisors, Joe Kameese, American Business Connection



Beverly Pavasaris, President, Brockton Visiting Nurse Association



Mary Kaminski, All in One Enterprises, Judgement Recovery, Dennis Carman, United Way of Greater Plymouth



More than sixty people enjoyed the networking opportunities at the Brockton Visiting Nurse Association Business After Hours

AD





## 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.*

The next Government Affairs meeting will be held at the Chamber Office on Friday, November 14 at 12pm. A presentation will be made by the **Economic Development Finance Corporation (EDFC)**.

EDFC specializes in smart-growth projects that place affordable apartments for working-class people near business centers and public transportation. They work with mayors, selectmen and municipal planners to create projects that best fit a city's vision for growth.

Based in Dedham, MA, EDFC has been in business since 2002, and has earned a reputation across Massachusetts as a leading developer that works the right way. Current EDFC projects in Brockton include

The Brockton Enterprise Building, and the Gardner Building. The proposed Renaissance Village will create 241 housing units, ground level commercial/retail space and 2-story duplex units within the periphery of the proposed City Hall Parking facility. The Renaissance Village will be in close proximity to the commuter rail and Main Street, attracting young professionals and will bring disposable income necessary to consume local goods and services thus helping to create an economic engine in the hub of the City.

If you would like to attend this free meeting, please contact the **Chamber** at 508.586.0500 x 225. Lunch will be provided.

## Regional Wastewater Plan Gains Traction



Jack Hamm (DEP), Pat Ciaramella, Executive Director, Old Colony Planning Council, Dave DeLorenzo (DEP), John Gall (CDM), and Michael Thoreson (Brockton DPW Commissioner)

The Old Colony Planning Council (OCPC), the City Of Brockton, the Department of Environmental Protection (DEP) and the Army Corps of Engineers have partnered to undertake a study of regional wastewater disposal options in 15 communities in the Taunton River basin, generally north of Taunton/ Raynham/Bridgewater. The study was an outgrowth of the OCPC Regional Wastewater Planning Committee, which includes the communities of Avon, East Bridgewater, West Bridgewater and Easton who were experiencing difficulty developing community-level comprehensive wastewater management plans that are environmentally acceptable, institutionally practical and affordable. A regional approach might provide a number of benefits that have not yet been explored. The purpose of this evaluation project is to investigate opportunities for regional initiatives that are cost-effective, leverage local and state political

and financial resources, address planning and growth issues and identify alternatives that keep water local and make the best use of each community's natural resources and infrastructure assets. The communities participating in the project are Abington, Avon, Bridgewater, Brockton, East Bridgewater, Easton, Foxborough, Mansfield, Norton, Raynham, Sharon, Stoughton, Taunton, West Bridgewater and Whitman.

The study is being conducted in two phases. Under phase I, the consultant team (CDM with Weston and Sampson) are identifying disposal needs, developing a shortlist of options and writing an Environmental Notification Form (ENF) for submittal under the Massachusetts Environmental Policy Act (MEPA) process. Following the issuance of a Certificate, they will prepare a scope for the Environmental Impact Report (EIR) that flows from the certificate. Phase II will involve the actual conduct of the EIR. OCPC, DEP, the City of Brockton and the Army Corps of Engineers are contributing to the Phase I study. The Old Colony Planning Council through the communities has submitted a Project Evaluation Form (PEF) request to the State Revolving Funds (SRF) for the conduct of Phase II. Additionally, OCPC will also be filling state and federal legislation for funding parts of phase II.

## Holiday Parade Features Santa

**Saturday, November 29, 1:00 pm - 4:00 pm**



Santa arrives in Brockton November 29th.

The annual Brockton Holiday Parade is being sponsored by the Downtown Brockton Association (DBA), the City of Brockton and the Campello and Montello Business Associations.

Free pictures with Santa, sponsored by Independence Associates/Tuxedos by Merian, will take place at 10am at 141-143 Main Street. City Hall Activities will take place from 10:00 am - 4:00 pm.

The parade will begin at 1:00 p.m. in front of the old BAT Terminal on Main Street, ending at City Hall Plaza. It will feature creative floats, clowns, marching bands, marching processions and, of course, a very

jolly man in red. Parking is available at the parking garage located on the corner of Main and Crescent Streets at no charge. The Grand Marshall is **Mark Goddard of 'Lost in Space.'**

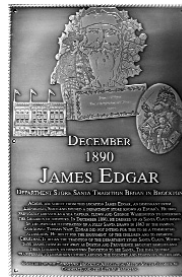
In years past, the event has attracted over 25,000 people from in and around the Brockton area. Over 2,500 people from community, school, and business groups march in the parade.

Musical organizations and marching processions are encouraged to participate. Awards are presented for the best floats and marchers. Interested in participating in the parade? Please contact the DBA at 508.587.4322.



The Brockton Parade will feature Clydesdales

## Brockton Boasts 1st Department Store Santa



The first department store Santa Claus, now a main-stay of the Christmas season everywhere, first appeared in Brockton in 1890. The man was James Edgar, of Edgar's Department Store. In honor of Edgar, a Plaque has been presented to the City of Brockton.

On November 23rd at 1:00 pm, the commemoration of the Santa Plaque will take place in front of the Crescent Street Parking Garage, the original site of Edgar's Department Store.

## Blake and Cooney Honored at My Turn Gala



James Blake, President, HarborOne Credit Union  
Christopher Cooney, President, Metro South Chamber

My Turn, a community based non-profit youth development agency, has honored Christopher Cooney, Chamber President & CEO, with a Community Hero Award, and Past Chair of the Board James Blake, HarborOne Credit Union, with a Business Hero Award. The

awards were presented at the My Turn 2008 Hero Awards Annual Gala.

Founded in 1984, My Turn works with 14-21 year olds, in school and out of school, who are at a crossroad in their lives. My Turn works with employers, educational institutions, community agencies and families to provide education, work-based learning opportunities and jobs to youth. Since its inception, My Turn has helped more than 20,000 young adults in dozens of communities in cities and towns throughout New England.

For more information on My Turn, visit [www.my-turn.org](http://www.my-turn.org) or call 508.580.2659.

## Chamber Holds Mini Membership Drive

Thursday, November 6, 8am-12pm, Stonehill College



Rick Colon, Verizon

Now is the time to give our financial and membership efforts a solid boost. The Chamber has some aggressive goals for the coming year and we need your support.

On Thursday, November 6, 8am-12pm the Metro South Chamber will be holding a membership drive in the board room of Alumni Hall at Stonehill College. Please give a half day of your time with fellow business people, sharing the value you derive from being a member. The day will conclude with a delicious complimentary lunch. In addition, prizes will be awarded to top sellers!

If you are unable to contribute time, you may provide a prize, or gift certificate for those who will be participating in the drive. Your support will help make this drive a great success.

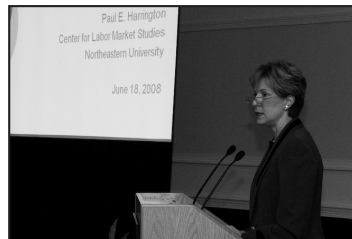
For more information, or if you would like to participate by donating your time or prizes, please contact Lisa Keene, Director of Membership and Business Development at 508.586.0500 x 225.

*You know great things are happening in the region. You recognize the need for business leadership. You're aware of the potential presented by establishing new business relationships. You value your customers and the local community. You want what's best for business and the economy. The strengthening of the Metro South Chamber of Commerce means the strengthening of your "voice" in the region and state.*

## Brockton Hosts Work Force Summit



Paul Harrington, Center for Labor Market Studies, Northeastern University



Suzanne Bump, State Secretary of Labor and Work Force Development

Chamber President and CEO Christopher Cooney, a member of the Governor's Workforce Investment Board, introduced Massachusetts Secretary of Labor and Work Force Development, Suzanne Bump to the more than two hundred business and education leaders in attendance. The gathering was focused on addressing the growing skills gap among employees and available jobs within the region. Secretary Suzanne Bump and Paul Harrington of the Center for Labor Market Studies at Northeastern University were on hand to give their incite and support of the program. This initiative is the next step in Governor Deval Patrick's education reform program.

Post and secondary education is important in this time of a struggling economy to provide education and training for today's work force, yet the number of graduates from Massasoit Community College has declined in recent years. Work force development needs to focus on determining the local job market needs and tying them with education programs to inspire results. We must also focus on training for people seeking second careers as the workforce is getting older as people delay retirement.

## December Ambassador Meeting

The next **Ambassador Team meeting** will take place on Wednesday, December 5 at 8am at the Chamber Office.

The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, and member-to-member support, increasing awareness and promoting active participation in Chamber programs and services. Presently, there are over twenty business professionals on the Ambassador Team. To become an Ambassador, contact Lisa at 508.586.0500 x225.

## Tourists Tune Into AM 1620

Brockton Information Radio, 1620 AM on your dial, is now broadcasting. Sponsored by the City of Brockton and the Metro South Chamber of Commerce, the station provides visitor information, emergency information and highway advisories. The antenna is located along-side Route 24 at the Brockton Historical Museum on Pearl Street and covers both Brockton highway exits and a large portion of the city.

Listeners will learn about recreational activities in Brockton, higher education opportunities in the region, the many fine restaurants in the area, five-star hotels, the commuter rail, the Fuller Craft Museum, the Children's Museum in Easton, the Brockton Symphony Orchestra, and the Brockton Rox Baseball Team. They will also learn about the Brockton Historical Society Museum, Fire

**"This is an excellent way to reach the more than 114,000 people that pass through Brockton along route 24 each day"**

Christopher Cooney,  
Chamber President & CEO

House Museum, Shoe Museum, Metro South Chamber of Commerce, Rocky Marciano Exhibit and the Brockton History Trail. In addition, 1620 AM has the ability to go live and broadcast special event information or inform what to do in the case of an emergency.

To learn more about 1620 AM, call the Metro South Chamber of Commerce at 508.586.0500 x 225.



1620 AM Radio Tower Outside the Brockton Historical Society

AD



## 9 Chambers to Combine Networking

On Wednesday, November 5, 2008 the nine Southeastern Massachusetts area Chamber of Commerce will host a **Regional Business After Hours** from 4:30-7:00 p.m. at the Mansfield Holiday Inn, 31 Hampshire Street, Mansfield.

Meet business people from the Attleboro, Cranberry County, Metro South, New Bedford, Fall River, North Attleboro, Tri-Town, Plymouth and Taunton Chambers of Commerce.

### NETWORKING

Interconnecting groups of individuals with a common goal

Last years networking event brought together a crowd of nearly 300 business professionals and entrepreneurs. This is a great opportunity to meet members from surrounding chambers.

To register for this event please call the Chamber at 508.586.0500 ext. 231. The event is free for members and \$10 for non-members. Come and enjoy hot and cold hors d'oeuvres, 50/50 raffle, cash bar and most importantly a lot of NETWORKING! Don't forget your business cards.

Sponsored by:



## Member-Led Workshop on Retirement Plans

**Thursday, December 4**  
**How to Choose a Retirement Plan**  
Hosted by Morgan Stanley

**Time:** 12:00 pm -1:30 pm  
**Location:** Metro South Chamber  
60 School Street, Brockton

This seminar will inform participants on how to choose a retirement plan.

The seminar will be presented by Brian Bouchard. Brian Bouchard is the Vice President, Retirement Plan Consultant and Eastern Team Leader for Morgan Stanley's Retirement Group. He is responsible

for all IRA and Qualified Plan Sales in the Eastern half of the United States.

Included in his responsibilities are the sale of ; 401(k) Plans, 403(b) Plans, 457(b) Plans, Defined Benefit Plans, SEP IRA Plans, SIMPLE IRA Plans, Owner-Only Plans, and the distribution strategies associated with those plans

This workshop will give the CPA's 1 hour of continuing education credit

Lunch will be provided by Morgan Stanley. Please RSVP with Matt McLaughlin, Matthew.McLaughlin@morganstanley.com or by calling 781-681-4919.

**Morgan Stanley**

## Youth Participate in Competitive Workforce

The Metro South Chamber of Commerce is pleased to announce the adoption of a new competitive workforce program, Connecting Activities, in partnership with the Brockton Area Workforce Investment Board (BAWIB). This program compliments the recent decision to incorporate competitive workforce issues into the Chamber's Economic Development division. The Chamber promotes Connecting Activities between employers and youth and seeks to raise employer awareness and participation in activities that strengthen both employees and youth.

Connecting Activities is a unique program as it creates a competitive workforce by providing young people with business experience. The skills youth develop within the structured internships translate into the skills needed to thrive in today's demanding economy. Over 200 employers have already worked with area youth offering internships and career exploration opportunities.

The Connecting Activities program will be showcased at our 95th Annual Meeting and Business to Business Expo on November 19th at the Massasoit Community College Conference Center to promote employer participation.

To receive additional information, contact **Kathryn Sayles** at the Metro South Chamber by calling 508.586.0500 x 229 or emailing ksayles@metroouthchamber.com

## Financial Priorities Workshop

**Tuesday, November 18**  
**8:30 am - 10:30 am**  
**Chamber Office, 60 School Street, Brockton**



At this workshop, learn how using key financial indicators can help run your business more effectively and get your employees to buy in. Instead of just using increased dollars of sales to describe your company's growth, you will be able to use key indicators such as the increase of return from sales, the decreased percent of account receivable over 60 days due, the increase in the percentage of ownership versus debt, etc. Learn about the indicators, decide which key indicators will improve your company the most, focus on how to improve those indicators and then track those trends with the employees that have a direct effect on them. This workshop will also include a discussion on how to control and improve cash flow, deciding between needs vs. wants, and various small business financing choices.

This workshop will be presented by Shannon Donovan, Accounting and Finance Department at Bridgewater State College. If you would like to attend, please contact Lisa Keene at 508.586.0500 x225.

## WINNING Executive Brief

*"How to Grow Your Business Even in a Down Economy"*



**Tuesday, December 9**  
**11:30 am - 2:00 pm**  
**Chamber Office**  
**60 School Street, Brockton, MA**

This workshop is for leaders whose companies face one or more of the following challenges:

- Not enough qualified prospects
- Presentations and proposals end up becoming "Unpaid Consulting"
- Goal setting, motivation and confidence aren't what they should be
- Not enough qualified referrals or introductions
- Far too many prospects want to "think it over"
- There's a lot of interest, but not enough bottom line results

Hosted by **Bob Murray, Principal, WINNING, Incorporated**. WINNING, Inc. specializes in leadership and sales force development. Our mission is to "Abolish mediocrity and develop business champions." Our nationally acclaimed business development system helps our clients exceed their goals and achieve their visions of success.

To register for event, please contact Lisa Keene at 508.586.0500 x 225, or email lkeene@metroouthchamber.com. This event is free of charge and lunch will be provided.

## Verizon Supports Competitive Workforce



Christine Karavites, Coordinator of the Brockton Higher Education Collaborative, Scott Sanborn, Sovereign Bank, Rick Colon, Verizon, and Christopher Cooney, Chamber President & CEO

Over 1,000 individuals in the Metro South region are on a waiting list for classes to learn the English language so that they can fully participate in the

local workforce. "Many of these people possess skills that combined with a command of the English language would place them on a firm footing within the local economy," said Christopher Cooney, Chamber President and CEO.

Verizon recently announced that it will renew its grant to support English as a Second Language in the English for All Workers (EFAW) Initiative. The money will be used to address the backlog and help fund additional courses. It is hoped to provide 500 more people each year with English classes.



# Legislative Reception at Stonehill Draws Many to Talk Business



Brockton Mayor James Harrington; Bob Moran, National Grid; State Representative Allen McCarthy



Daniel Salvucci, Selectman, Town of Whitman; Timothy Cruz, Plymouth County District Attorney; Andy Schwartz, Law Office of Andrew H. Schwartz, LLC



Daniel Salvucci, Selectman, Town of Whitman; Michelle DuBois, Brockton City Councilor, Ward 6; Ray Ledoux, Chamber Chair of the Board



Linda Balzotti, Brockton Councilor at Large; Chris MacMillan, Brockton City Councilor, Ward 7



Harvey Blackman, Easton Democratic Town Committee (EDTC); Charles King, Selectman, Town of Easton; Estelle Blackman, EDTC



Frank Lynam, Selectman of Whitman; Anestis Kalaitzidis, Congressman Bill Delahunt's Office



Senator Robert Creedon; State Representative Geraldine Creedon; Chamber President & CEO Christopher Cooney



Susan Joss, Brockton Neighborhood Health Center; State Representative Thomas Kennedy; John Buckley Jr., Plymouth Registrar of Deeds

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

Sponsored by:



Michael Brady, Democratic Candidate for State Representative is interviewed by Mark Linde, Brockton Community Access



Legislators and Chamber members gather at the 19th Annual Legislative Reception at Donahue Hall, Stonehill College



Fran Dillon, Stonehill College, Sponsor of the Legislative Reception



Deb Ryback, New England Sinai Hospital; Jim Breton, Easton Town Democratic Committee; Julie Breton, Advanced Hearing Care, Inc.



Frank Lynam, Selectman, Town of Whitman; Fran Dillon, Stonehill College; Jeff Miller, Caritas Good Samaritan Medical Center; Allan Chiocca, Chairman of the Board of Selectman, Rockland



Attorney Soudon Lederlman; State Representative David Flynn

## RENEWING Members Thank You !

65 Market Realty Trust  
Avon Quality Storage  
Bay Copy  
BayPointe Rehabilitation & Skilled Care Center  
Bridgewater Getty  
Brockton Area Association for Retarded Citizens  
Brockton Area Multi-Services, Inc.  
CATAx, Inc./Christos Liapopoulos  
Child Development & Education, Region 5  
Coastal Community Capital  
Country Club of Halifax  
Cramer Levine & Company, Architects, P.C.  
Handi Kids  
Harvard Pilgrim Health Care  
Heights Crossing  
Holy Cross Family Ministries  
Home/Health & Child Care Services, Inc.  
Illuminated Interiors  
Lakeland Realty Inc./ReMax Advanced Realtors  
Mackin Pallet & Trucking Co., Inc.  
MassDevelopment  
Maver Memorials, Inc.

Northern Lights Electric Company, Inc.  
PK. Beauty Supply  
PAETEC  
PCS 4 U  
Plymouth County Registry of Deeds  
Powers & Waitt CPAs  
Protection One  
R D C Realty Trust  
RadioStationsForSale.net  
RE/MAX Advanced Realtors  
Residence Inn by Marriott  
Rick's Custom Fabrication  
Robert G. Roy  
Rodman & Rodman, PC, CPAs  
Stephanie A. Billingham,  
Psychotherapist  
Storage Pros Self Storage  
Supreme Enterprises  
The Charlie Horse Restaurant  
The Cleaner Spot  
Training Resources of America, Inc.  
TransPro Courier  
Trufant Real Estate, Inc.  
Winfree Business Growth Advisors  
Winning Inc.  
Wright Technology Group

## PAETEC Provides Quality Service

**IP Communications Can Boost Business Productivity, Lower Telecom Costs**  
- By Howard Dreyfus

There was a time when businesses only had one choice for telecommunications. Today, businesses must not only choose what carrier they want to use, they also have to decide what technology to use. The technology choices fall into two basic categories:

- Traditional communications, where voice travels over one network, and data/Internet communications use a separate network.
- Internet Protocol-based (IP) networks that can combine voice, data and Internet traffic over a single network. When voice calls travel on an IP network, it is known as VoIP, or Voice over Internet Protocol.

As technology has advanced, IP-based network services have achieved the quality and reliability of traditional telephone technology. In addition, IP networking enables new capabilities that help businesses increase their efficiency and productivity.

For example, you could use IP communications to make your business

number ring simultaneously on multiple devices (such as mobile phones and landlines) and locations (office, home, remote sites). The call is completed on whatever device you answer first.

IP-based networking also can provide vital support for business continuity and disaster recovery. During a site relocation or emergency, businesses can use any Internet connection to change their call routing, so staff can set up shop in a new location, and all calls to the regular office number will be routed to the new site.

A major benefit from shifting to IP communications is lower total cost. Long distance calling expenses generally can be dramatically reduced. In addition, IP creates more efficient, and less expensive, networking if your business operates from multiple locations.

Businesses depend upon telecommunications more than ever before. The choice of technology and which carrier you use are important decisions that should be considered carefully. As with everything, it pays to shop around and review your options.

Howard Dreyfus is Region Director of Greater Boston for PAETEC, which provides both traditional and IP-based telecommunications services to business-class customers nationwide. For more information, visit [www.paetec.com](http://www.paetec.com).



## WELCOME New Members

*Making an Investment in Our Community*

**JMK-9 Training**  
Mrs. Jeni Mather  
760 West Chestnut Street  
Brockton, MA 02301  
508-588-5661  
[www.jmk9.com](http://www.jmk9.com)  
**Kennels**

**Marc Lucas, Esq.**  
Mr. Marc Lucas  
71 Legion Parkway  
Brockton, MA 02301  
508-638-0797  
**Attorneys**

**Manny's Night & Day Cleaning Service**  
Mr. Manuel Dias  
18 Linden Street  
New Bedford, MA 02740  
774-365-7226  
**Cleaning/Janitorial**

*Scott Sanborn, Continued from page 1*

Mass. marketplace.

Scott received his MBA from Babson Graduate School of Business and his B.A. from Wesleyan University. Scott currently serves on various boards and committees including the Boston College Career Services Advisory Council, SBANE, United Way Executive Leadership Committee, Greater Boston Chamber Future Leaders Program and the Emerging Leaders Program of UMass Boston.

Scott joined the Metro South Chamber Board in 1997 and became chair of the Ambassador Team in 1998.

**Murphy, Hesse, Toomey & Lehan, LLP**  
Mr. Monty Vaughn  
300 Crown Colony Drive  
Quincy, MA 02169  
617-479-5000  
[www.mhtl.com](http://www.mhtl.com)  
**Attorneys**

**USI New England**  
Mr. Jack Nicolas  
12 Gill Street, Suite 5500  
Woburn, MA 01801  
781-376-2775  
[www.usi.biz](http://www.usi.biz)  
**Insurance**

*To join the Chamber,  
Call 508.586.0500 x 225*

He joined the Executive Board in 2002, serving as the Membership Chair. Following that, Scott served as the Chair of Government Affairs. For the past two years, Scott has been the Chair Elect.

As the new Chamber Chair, Scott will work with the Board, Chamber staff, and membership to champion the Chamber in its mission to serve the interests of member businesses while providing community leadership and ensuring economic advancement within the Metro South region.



**"Buy Brockton" is a unique program designed to help qualified buyers with financing to purchase a Brockton home currently owned by a bank, in foreclosure, or sold through a short sale. This program is the first of its kind in Massachusetts.**

**The Loan Program**

Discounted interest rate • Discounted closing costs  
30 Year fixed rate loan Maximum loan-to-value of 100% (some restrictions)  
Mortgage insurance from MassHousing  
Unemployment benefits via mortgage insurance  
Up to \$2,500 in closing cost assistance available

**The Buyer**

Does not have to be a first time home buyer  
Income restrictions may apply • Individuals or families  
Must have acceptable credit profile  
Employed and have documented income

**The Property**

Located in Brockton • Single family house or condo  
Owner occupied only • Priced at or below \$417,000  
Bank owned, in foreclosure, being sold in a short sale





[www.buybrockton.org](http://www.buybrockton.org)



## Chamber Goes Hollywood; Features Flexibility

Sponsored by:



SIGNATURE HEALTHCARE

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

Peter Fleury, Executive Director of Operations at Plymouth Rock Studios, is interviewed by Mark Linde from Brockton Community Access



Attendees enjoy breakfast provided by the Holiday Inn, Brockton



Sloan Award Recipient Pat Williams, HarborOne Credit Union and Christopher Cooney, Chamber President & CEO



Peter Fleury, Plymouth Rock Studios, Christopher Cooney, Chamber President & CEO and incoming Chamber Chair, Scott Sanborn, Sovereign Bank.

Plymouth Rock Studio Executive, Peter Fleury, intrigued many in the audience with his description of how the new Plymouth County movie studio would rival traditional Hollywood facilities. He emphasized the economic impact of a project this size on strengthening and diversifying the Massachusetts economy. To learn more, visit [www.plymouthrockstudios.com](http://www.plymouthrockstudios.com)

Workforce Flexibility Awards were also presented at the breakfast. KGA and HarborOne Credit Union both received recognition for the exceptional work environment they provide to employees.



Jennifer Fraone, Boston College Center for Work & Family Association, Emcee for the event Christine Karavites, Proteas Consulting, and Sloan Award Recipient Kathleen Greer, KGA.

## Chamber Hosts Lions Club Orientation



The newly reorganized Brockton Lions Club will host an Orientation on November 5th, 6-8pm at the Metro South Chamber of Commerce, 60 School Street, Brockton.

The Brockton Lions Club was chartered in 1925, one of the oldest of 45,000 chapters in 202 countries that include a network of 1.3 million members. Lions Club provides an opportunity for residents to work together for the betterment of their community. Each Lions Club donates an estimated \$9,900 to charitable causes each year for a total of \$449 million and members volunteer some 76 million hours a year.

Known for working to end preventable blindness, Lions participate in a vast variety of projects to make their communities better places to live and work. These projects include cleaning up local parks, providing services for youth, supporting diabetes education, conducting hearing programs and providing supplies to victims of natural disasters.

For more information or to join the Lions Club, please call Bob at 508.243.1596. Refreshments will be served at the orientation.

## Chamber Hosts Competitive Workforce Series



The SEED Commercial Realtor Workshop held in October focused on the SBA 504 Program. See the related article on this page. For more information, visit [www.seedcorp.com](http://www.seedcorp.com)



Attendees at the IP Telephony Workshop led by Michael Zyguel of Federal Telephone and Communications learned about Telecommunications. Visit [www.fed-phone.com](http://www.fed-phone.com) for more information.



At the Nurse Entrance Exam Course, part of the Mayor's Higher Education Program, enrollees prepare for the placement exam taking place on December 6. Call 508.982.4276 for more information.

## Credit, Money Flowing at SEED

In spite of the current credit crisis and the slowing of commercial lending for business expansion, SBA 504 loans are still available for qualified small businesses seeking to expand through real estate acquisition, adding on to their existing buildings, or needing to make large equipment purchases.

SEED reported making 102 small business loans totaling \$33.2 million in fiscal year 2008 which ended on September 30. 68 of these loans were made under the SBA 504 Program and 34 loans were small loans up to \$100,000.

"These loans leveraged another \$50 million in bank loans and private funds, and were responsible for the creation of 534 new jobs. Many of the smaller loans were made to businesses which could not qualify for conven-

tional bank financing due to insufficient collateral, and tight cash flow," stated Maria Gooch-Smith, SEED's Executive Director

The SBA 504 Program is the perfect financing option at times like this since the participating bank only has to provide 50 percent of the financing needed, and an SBA 504 loan provides 40 percent behind the bank. In addition, the SBA 504 loan carries a fixed interest rate for 20 year. SBA 504 loans provide a steady source of long term debt at fixed interest rates, frequently with only 10 percent down on a new project for a small business, helping to conserve cash for operating expenses

For more information about the SBA 504 Program and other SEED loan programs, please call 508-822-1020 or visit SEED at [www.seedcorp.com](http://www.seedcorp.com).

### GRO-N-THINGS, INC.

Interior Plant Maintenance and Design Service

P.O. Box 1246  
Middleboro, MA 02346  
508.947.8433 (p)  
781.767.2244 (f)



Shelley Tierney  
OWNER

**METRO  
SOUTH**  
CHAMBER OF  
COMMERCE

## NETWORK YOUR BUSINESS TO NEW OPPORTUNITIES!

*Membership Drive, November, 2008*

**Join the Chamber in the month of November  
to receive over \$1,000 in promotional benefits.**

For more information or to learn more about chamber membership,  
call **Lisa Keene** at 508.586.0500 x 225 or visit us at:  
**www.metroouthchamber.com**

### Do You Have an HR Question?

Sponsored by:



*Try the Human Resource Hotline*

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

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

For more information contact **The Chamber** at 508.586.0500 x 231.



### Impact.

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

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

Access to the right tools. One more way the Chamber makes an impact.

Be a part of the  
**Metro South  
Chamber of Commerce**

Leading Businesses.  
Leading Communities.

Call: 508.586.0500 or visit  
[www.metroouthchamber.com](http://www.metroouthchamber.com)



## BUSINESS EVENTS *Planner*

### November 19

#### Annual Meeting and EXPO

10:30 am - 3:00 pm

**Massasoit Conference Center**

Rt. 27, Brockton

EXPO: 10:30am-3:00 pm

Annual Meeting: 12:00pm-1:45pm

Speaker: Keith Westrich. See page 1.

Tickets: \$45 members, \$55 non-members

Please RSVP at 508.586.0500 ext. 231

### November 22

#### Railroad Charter

2:15 pm - 5:30 pm

**Lakeville MBTA Station**

125 Commercial Drive, Lakeville, MA

Ride the Cape Cod Central railroad from Lakeville, down through Cape Cod to Sandwich and arrive back in Lakeville. Enjoy lunch aboard.

Tickets: \$45

Please RSVP at 508.586.0500 ext. 231

### December 11

#### Good Morning Metro South

7:30 am - 9:00 am

**Holiday Inn-Brockton**

195 Westgate Drive, Brockton

This breakfast program provides an opportunity for Chamber members to network with other Chamber members and business owners in the region.

Tickets: \$20 members, \$25 non-members

Please RSVP at 508.586.0500 ext. 231

### IT'S EASY TO REGISTER!

508-586-0500 x 231

508-587-1340

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

Send reservation and payment to:

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



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

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

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

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

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

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