

# Actionreport

November  
2011

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.



Suzanne Bump, page 7



Rochelle Sugarman, page 9



Yashin Cerritos, page 10

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## Attractive Tax Rate Sought; Factor of 1.5 to Spur Growth

Brockton is the hub of the Metro South Region (south of Boston). With Brockton's extensive infrastructure, ample workforce and strategic location it is a natural hub of business. "We want businesses to think of Brockton when contemplating business growth and expansion. We want Brockton to equal value in the minds of decision makers. We want key indicators to all point to Brockton as a place that has everything a business needs to thrive", said Christopher Cooney, Chamber President and CEO.

Among top indicators business people consider, aside from location, infrastructure and workforce, the commercial tax rate is perhaps the most obvious. This is particularly true when comparing a nearby community or a sim-

ilar sized "gateway city". When combining the commercial tax rate with water and sewer rates, a city like Brockton can gain a significant strategic advantage by pricing to attract and retain business. Brockton, with its new water supply and recently renovated waste water treatment plant is poised for growth. In order to achieve growth, Brockton must be determined to attract business. Setting a tax rate of 1.5 is a clear sign, Brockton means business!

*The Brockton City Council will set tax rates within the next few weeks. To learn more about this meeting at Brockton City Hall contact the Chamber of Commerce at 508.586.0500 x223 or chris@metroouthchamber.com.*

## "What's Next in Health Care" at Annual Meeting

98<sup>th</sup> Annual  
meeting

Wednesday, November 16, 2011

Conference Center at Massasoit  
770 Crescent Street, Rt 27, Brockton

### Schedule:

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

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

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



### Keynote Speaker:

David Morales, VP of  
Public Policy and Planning  
for Steward Health Care  
System, LLC

The **Annual Meeting and Business-to-Business Expo** will be held on Wednesday, November 16 at the Conference Center at Massasoit, Route 27, Brockton from 10:30am-3pm. Join 500 other business people and community leaders and attend the annual meeting to celebrate businesses working together for the future of the Metro South Region.

The featured speaker is David Morales, Vice President for Public Policy and Strategic Planning for Steward Health Care System, LLC.

Morales has a unique and distinguished career in health care and policy. One of the key architects and authors of Massachusetts' Health Care Reform law, Chapter 58, Morales previously served as Commissioner of the Division of Health Care Finance and Policy. As Commissioner, he led efforts to enhance quality of care, while reducing costs in the nation's most innovative health care

Continued on Page 2



## Business to Business Expo Exhibitors

ABC Specialties  
AFA Massachusetts, Inc.  
Allegra Print & Imaging  
Art on the Spot Studio  
B.C. Tent & Awning Company, Inc.  
Bank of America  
Bath Fitter  
BAWIB / Connecting Activities  
Beacon Telecom, Inc.  
Bernardi Auto Group  
Blue Cross/Blue Shield of MA  
Boston Business Journal  
Boston Medical Center  
HealthNet Plan  
Bridgewater Credit Union  
Bridgewater Savings Bank  
Bridgewater State University  
Brockton Area Arc, Inc.  
Brockton Rox  
Comcast

Costco Wholesale  
Crescent Credit Union  
Curry College  
Eastern Bank  
Father Bill's and MainSpring  
Fisher College  
Good Samaritan Medical Center  
HarborOne Credit Union  
Health Services Administrators (HSA)  
Holiday Inn Express Brockton -Boston  
Opening 2012  
Home/Health and Child Care Services  
Hub Technical Services  
ID Graphics Group  
Jack Conway & Company, Inc.  
KenMark Office Systems  
Marathon Commercial Solutions LLC  
Massasoit Community College  
Mechanics Cooperative Bank  
Metro South Chamber of Commerce  
Mutual Bank  
Old Colony Elder Services, Inc.  
Owens Corning Residential Products  
Pattavina Networks

Pilgrim Sands on Long Beach  
Pops Fine Wines & Liquors  
Red Jacket Resorts  
Rich Morgan Photography  
Rob Peters Entertainment  
Rockland Trust Company  
SCORE  
Sharkansky LLP, CPA's  
Sign Design, Inc.  
SOFA - Society for Financial  
Awareness  
South Eastern Economic  
Development (SEED)Corp.  
Sullivan Tire & Auto Service -  
Brockton  
MA Supplier Diversity Office  
Tax-olutions Inc.  
Technical Support Int'l  
The Community Bank  
The Enterprise  
United Way of Greater Plymouth  
County, Inc.  
Universal Benefit Plans, Inc.  
Verizon Communications

Peter Neville

### Re-Elected Chamber Chair



Peter Neville,  
Concord Foods

The Chamber is pleased to announce that Peter Neville, CEO of Concord Foods was re-elected chair man of the Metro South Chamber.

Concord Foods is a food manufacturer located in Brockton, MA, which has over 800 finished goods and 215 employees. Concord's several product lines include complimentary items for the produce department, breaders and batters and ice cream and confectionary items.

Peter serves on the Finance Committee in Westwood, is a member of the Young Presidents Organization (YPO), former Chairman of Brockton 21st Century Corporation and Co-Chair of the Southeast Regional Competitiveness Council. He received a B.S. from Lehigh University and an MBA from Babson College. Previously, he spent 5 years in Sales and Marketing with Black & Decker.

As the Chamber Chair, Peter 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 throughout the Metro South region.

Make your

VOTE

vote count!

Election Day is  
November 8, 2011

Visit Today!

www.VoteForBusiness.com  
www.brockton.ma.us

*Annual Meeting, Continued from page 1*

market. He also presided over the implementation of innovative solutions in health care that include the All Payer Claims Database, Health Care Cost Trends market analysis and hearings, in partnership with the State's Attorney General. In addition, as a member of the Health Care Cost and Quality Council, Morales worked to standardize the metrics used to publicly measure quality, as well as total medical expense.

Morales also served as Deputy Chief of Staff to Massachusetts Governor Deval Patrick, and Senior Advisor to Massachusetts Senate President Robert E. Travaglini. In both roles, he led efforts on issues that included health care policy, economic development and life sciences. Finally, Morales also has extensive knowledge in the pharmaceutical market and implemented the nation's first prescription drug insurance model, Prescription Advantage, which influenced the creation of Medicare. Part D. Morales is a dedicated public and community ser-

vant, who has founded multiple non-profit organizations committed to fostering leadership.

Singing the National Anthem will be Nicki Meade Draves from Catholic Charities South.

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. Entertainment and sound will be provided by **Rob Peters Entertainment**.

Schedule time before or after the Annual Meeting Luncheon to attend the Business-2-Business EXPO and learn about the products and services of over 65 businesses and organizations. **The EXPO is free to walk the floor.**

Lunch tickets are \$45 for members and \$55 for future-members. **This event will sell out so pre-registration is required.** To register, please call Kim Prosper at 508.586.0500 x 231 or register online at [www.metroouthchamber.com](http://www.metroouthchamber.com).

### Annual Meeting Corporate Table Supporters

Bank of America  
Bridgewater Savings Bank  
Bridgewater State University  
Brockton Area Transit Authority  
Brockton Area Workforce Investment Board  
Brockton Housing Authority  
The Community Bank  
Crescent Credit Union  
The Enterprise  
Good Samaritan Medical Center

HarborOne Credit Union  
Massasoit Community College  
Mutual Bank  
Old Colony Planning Council  
Old Colony YMCA  
Rockland Trust Company  
Sharkansky LLP, CPAs  
Stonehill College  
University of Massachusetts Boston

### Sponsored by:



## "Champion" Raffle Prizes at Annual Meeting



Attend the Metro South Chamber's 98th Annual Meeting for the opportunity to win great prizes! Prizes include a signed boxing robe and autographed picture of Larry Holmes, a signed Jennie Finch autographed picture, a signed Bobby Orr hockey puck, a Red Jacket Resort family get-away, limo rides, Pilgrim Sands weekend get-away, whale watches, harbor cruises, tickets for sporting and entertainment events and more. For more information, to buy your tickets, or to donate a raffle prize, contact Kimberly Prosper at 508.586.0500 x 231, or email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com).

## 9 Chambers to Combine Networking

Wednesday, November 30, 2011, 4:30 pm - 7:00 pm

On Wednesday, November 30, 2011, Chambers In Partnership for Progress (C.H.I.P.P.S) invite you to attend the **Regional Business After Hours** from 4:30-7:00 p.m. at the Taunton Holiday Inn, 700 Myles Standish Blvd, Taunton.

Meet business people from the Cranberry County, Cape Cod Canal, Fall River, Metro South, New Bedford, Plymouth Area, Taunton Area, Tri-Town and United Regional Chambers of Commerce. Last year's

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. **COST TBD.** 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 **Health Services Administrators**.

**NETWORKING**  
Interconnecting  
groups of individuals  
with a common goal

## Hardy's Catering Opens in W. Bridgewater



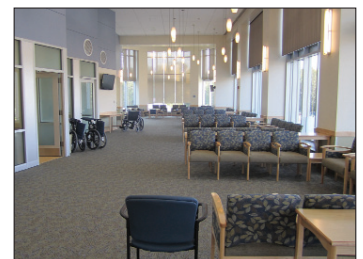
Hardy's Fine Food & Catering is now open at 740 N. Main Street (rt 28) West Bridgewater. Hardy's offers catering packages for all occasions, from parties to dinners, to business luncheons. Featuring full service with wait staff, drop off convenience, equipment and tent rentals. The Martinique Room on site is available for business meetings and parties of up to 70 guests. Hardy's also features a full restaurant, outside patio, and bar. For more information, call 508-588-8838 or visit [www.hardycatering.com](http://www.hardycatering.com).

Left: Marky Hardy, Carrie Melcher, Jen Lee, Chris Hill, Glen Hardy, Corrine Turpin, Marisa Boucher, John Hapgood stand in front of the Hardy's sign.

## Good Samaritan Medical Center Opens New ER



B21 Chairman Joe Casey of HarborOne, Donna Rubinate, Good Samaritan Medical Center, Laura Raymond, Director of Emergency Services, Pat Giamarella, Old Colony Planning Council and Chris Cooney, Chamber President & CEO



Waiting room at the new Good Samaritan Medical Center Emergency Room located at 235 N. Pearl Street, Brockton

Good Samaritan Medical Center has opened a new state-of-the-art emergency room. The \$30-million project will allow the medical center to provide world class, patient-centered care in the heart of the community. The new 32,000 square foot space includes 42 private rooms, including 6 fast-track bays, a 2-bay trauma room, cardiac care room, 64-slice CT scanner and X-ray suite, dedicated space for behavioral health, pediatric and gynecological patients, isolation room for patients with infectious diseases, decontamination unit and private workroom for EMS providers. The new emergency department will accommodate approximately 60,000 yearly visits. The new Emergency Room at Good Samaritan also includes a partnership with the Fuller Craft Museum and the deCordova Sculpture Park and Museum to provide art for the center.



**BOARD OF DIRECTORS****OFFICERS**

Chair of the Board

**Peter Neville**  
Concord Foods

President and CEO

**Christopher Cooney**  
Metro South Chamber of Commerce

Chair-Elect

**William Morse**  
Mutual Bank

Treasurer

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

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**Andrea Papadopoulos**  
Arista Associates, Inc.

Vice Chair Economic Development

**Pat Ciaramella**  
Old Colony Planning Council

Vice Chair Government Affairs

**Susan Joss**  
Brockton Neighborhood Health Center

Vice Chair Membership Development

**Patricia Williams**  
HarborOne Credit Union

Immediate Past Chair

**Scott Sanborn**  
TD Bank**CHAMBER STAFF****Christopher Cooney**  
President and CEO x 223**Lisa Keene**  
Business Development x 225**Kathleen Lynch**  
Connecting Activities - Internships x 227**John Nesti**  
Member Services x 229**DIRECTORS****Jane Callahan** - HR Alternatives**Richard Colon** - Verizon Communications**John Costa** - Backstage Hardware  
& Theatre Supply**Loretta DeGrazia** - East Coast Petroleum**Peter Dello Russo** - Bridgewater Savings Bank**Anne DeMinico** - Consultant**Francis Dillon** - Stonehill College**Jeffrey Dukess** - Frenette & Dukess, PC**Sheila Gonzalez** - Bank of America**Steve Hall** - Prism Energy Services**John McGovern** - Rodman & Rodman,  
PC, CPA's**Jim Murphy** - Wheatstone Engineering  
& Consulting, Inc.**Gerald Nadeau** - Rockland Trust Company**Bill Scanlon** - Community Newspapers  
(The Enterprise)**Andrew Schwartz**  
Law Office of Andrew H. Schwartz, LLC**Larry Siskind** -  
Siskind and Siskind Attorneys at Law**Airt Sullivan** - Consultant

## Networking at Events

is one of the most effective ways  
to grow your business!

## NOVEMBER Calendar

**1-9****Chamber Trip to China**  
Chamber Open**2****Ambassador Meeting**

8:00 am

**4****Government Affairs**

12:00 pm

**8****Election Day****9****Africa Trip Webinar**

12:30 pm

Register online at [www2.gotomeeting.com/register/431169650](http://www2.gotomeeting.com/register/431169650)**10****"Show Me the Money" Direct PR Workshop**

8:30 am

**11****Veterans Day - Chamber Open****16****98th Annual Meeting & EXPO**

Massasoit Conference Center, Route 27, Brockton

**Expo Begins**

10:30 am

**Annual Meeting Luncheon**

12:00 pm

**Expo Ends**

3:00 pm

**24-25****Chamber Closed (Thanksgiving)****30****Regional Business After Hours**

4:30 pm

Taunton Holiday Inn, 700 Myles Standish Blvd, Taunton

### Coming Up December

**7****Ambassador's Meeting**

8:00 am

**9****Government Affairs**

12:00 pm

**13****Executive Committee**

3:00 pm

**15****Good Morning Metro South**

7:30 am

The Charlie Horse, 674 Old West Center Street, W. Bridgewater

**15****LoJack Ribbon Cutting**

12:30 pm

40 Pequot Way, Canton

**16****SDO Pre-Certification Workshop**

10:00 am

**21****Board Meeting**

12:00 pm

**26****Chamber Closed (for Christmas)**

### Save the Date January

**2****Chamber Closed (For New Years Day)****12****SEED Workshop**

8:30 am

**13****Government Affairs**

12:00 pm

**16****Martin Luther King Jr. Day - Chamber Closed****19****Good Morning Metro South**

7:30 am

The Shaw's Center, 1 Feinberg Way, Brockton

Note: All meetings are held at the Metro South Chamber Office  
or Metro South business Assistance Center (BAC) unless other-  
wise indicated.**CHAMBER MISSION:** To serve the interests  
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leadership to ensure the economic advancement of  
the Metro South region.**Metro South Chamber of Commerce**

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www.richmorganphotography.com

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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.**Photo and print production by Mark Mahoney, The Enterprise**

Members: Send your good news to  
avandam@metrosouthchamber.com

## Celebrate the great things going on!

### Mutt-O-Mat Self Serve Dog Wash-A-Thon

Mutt-O-Mat Inc pet grooming salon and self serve dog wash will sponsor their first annual Self Serve Dog Wash-A-Thon on Saturday, November 12. 100% of proceeds will be donated to the Animal Protection Center of Southeastern MA. Mutt-O-Mat is located at 531 Pleasant Street, Brockton. Call 508-510-4733.

### Crescent Credit Union Coat Collection

Crescent Credit Union is collecting coats from members, neighbors, and employees to assist Anton's Cleaners in collecting good, quality coats – the kind you would give to a friend – for any age and in any size. The campaign will continue through January 7, 2012. Coats can be dropped off at any of Crescent Credit Union's five Brockton branches: 115 Commercial Street, 1219 Main Street, 1300 Belmont Street, 835 Oak Street, and 715 Crescent Street in the Shaw's Supermarket. For more information, visit [www.crescent-credit.org](http://www.crescent-credit.org) or call 508-559-5409.

### Old Colony Elder Services Receives Grant

Old Colony Elder Services has recently been awarded a \$3,869 grant from the Tufts Health Plan Foundation to be applied to OCES Family Caregiver Support Program's "It's About Time" free workshops for caregivers. Three "It's About Time" workshops will be offered in partnership with Councils on Aging in Marshfield, Plymouth and Brockton. The workshops will teach caregivers techniques and strategies to manage their time and reduce stress. The first workshop will be held on November 3, 2011, from 11 a.m. to 2 p.m. at the Marshfield Council on Aging. There is no cost to attend, but class size is limited. Caregivers may register for the workshops by contacting Rochelle Sugarman at OCES (508) 584-1561 ext 312.

### Students Paint Downtown Mural



This past summer, the Downtown Brockton Business Association and HarborOne Credit Union funded a mural painted at the Champion High School and B.B. Russell Alternative School on Warren Avenue in the city. The project was part of the Summer of Work and Learning. The subject is "Education" and the outline was sketched by artist Laura DeDonato and then painted by several students. In appreciation, HarborOne presented all participants with gift certificates.

### Eastern Bank Donates to Massasoit

The Eastern Bank Charitable Foundation has donated \$10,000 to Massasoit Community College to offer students at Middleborough High School a program that will prepare them for college-level coursework and provide scholarships to pursue post-secondary education at Massasoit. This program is modeled after a program Massasoit currently runs with Bridgewater-Raynham Regional High School. The funds will help the college provide ongoing academic programming on-site at the high school to address the issue of a high percentage of students testing into developmental level courses despite having passed high-stakes tests at Middleborough High School.

tion at Massasoit. This program is modeled after a program Massasoit currently runs with Bridgewater-Raynham Regional High School. The funds will help the college provide ongoing academic programming on-site at the high school to address the issue of a high percentage of students testing into developmental level courses despite having passed high-stakes tests at Middleborough High School.

### Triennial Kaffe Stuga & Christmas Fair

The Martha Guild of the First Lutheran Church of Brockton will hold its triennial Kaffe Stuga and Christmas fair on Saturday, November 12 from 10 to 4 at the church located at 900 Main Street and in The Fruth Center. This fair was established in the late 1940's attracting nearly 1,000 people each year its held. Enjoy homemade Swedish pastries, sandwiches and coffee while the remainder of the church and parish hall is filled with crafts, over 40 vendors, a Swedish import shop and Swedish bakery. Admission to the Christmas Fair is free and to enjoy hot coffee and traditional open faced Swedish sandwiches and pastries tickets are available at the door for a donation of \$6.00. This traditional event continues the customs begun by the first Swedes who came to Brockton in 1854 and established First Lutheran as the first church of Scandinavian origin in all of New England in 1867.

### Vanessa Leite Joins Brockton Day Nursery

Vanessa Leite has been named Executive Director of Brockton Day Nursery. She brings with her over 13 years of experience in non-profit fundraising and organizational management, most recently working as the Executive Director for the Irish Cultural Centre of New England in Canton. Prior to that, Leite worked as the Director of Programs, Events and Services for the Newton-Needham Chamber of Commerce and as the Director of Resource Development with the United Way of Greater Plymouth. The Brockton Day Nursery, a non-profit organization established in 1894, is one of the largest early education and child care providers in the city. For more information visit [www.brocktondaynursery.org](http://www.brocktondaynursery.org) or call 508-588-2700.

### Steven Beck Honored Nationally

Steven Beck, Executive Director of the Big Brother Big Sister Foundation, has been awarded the Presidential Medal of Volunteerism for 2011-12. The medal will be presented by President Obama at a special ceremony at the White House in November. Mr. Beck is receiving the honor in recognition of his thirty years of work with non-profit, educational and volunteer organizations, which include Big Brothers Big Sisters, the Massachusetts Office of Elder Affairs, Martha's Vineyard Community Services, the Home & Health

Care Association, the May Institute and the National Autism Center. The Boston Celtics and the Massachusetts Lottery Commission recognized Steve's work with Big Brothers Big Sisters by presenting him with the "Heroes Among Us" award last December. His work has also garnered awards and special recognition from the Massachusetts House of Representatives, Standard & Poor's and the National Music Educators Association.

### Richard Pierce Names Chair of Randolph Savings

The Board of Directors of Randolph Savings Bank has announced that Richard C. Pierce has been elected to serve as Chairman of the Board. Mr. Pierce has served the Bank in some capacity for nearly 20 years, being elected a Corporator in 1992 and becoming a Director in 1995. Mr. Pierce is the President of Housing Management Resources, Inc., an affordable housing property management company located in North Quincy.

### John Butler Named Assistance Vice President

James W. Blake, President and CEO is pleased to announce the addition of John Butler as Assistant Vice President, Business Services Officer. He will be responsible for developing business checking and lending relationships within the community we serve, including financing for commercial real estate, equipment purchases, business lines of credit, and term loans. Butler recently served as a Regional Lending Manager at HarborOne. Prior to HarborOne Butler was a Sales Associate at Smith, Buckley, & Hunt Insurance Company in Brockton and was previously with HarborOne Credit Union as Regional Lending Manager from 2002 – 2007.

### G.T. Reilly & Company New Hires

Angelo J. Bruno and Kelly V. Colvin recently joined the audit and accounting department of G.T. Reilly & Company in Milton, Mass. as Staff Accountants. Bruno graduated from Stonehill College in May 2011 with a bachelor's degree in business administration. He resides in Smithfield, RI. Colvin graduated from Bridgewater State University in May 2011 with a bachelor's degree in accounting & finance. He and his wife reside in Foxboro.

### Prophett-Chapman Cole & Gleason Open House

Saturday, November 12: Prophett-Chapman Cole & Gleason Funeral Homes and Cremation Services Open House in celebration of a new building remodeling. 2-5pm, 35 Spring Street, East Bridgewater Ma. Attend and enter to win a free YMCA membership. Call 508-378-4862 for more information, or visit [www.ccgfuneral-home.com](http://www.ccgfuneral-home.com). Prophett-Chapman Cole & Gleason Funeral Home is family owned and operated since 1862.

### St. Joseph Manor BOWL-A-THON

November 13: St. Joseph Manor Health Care will hold its first ever BOWL-A-THON at the Westgate Lanes in Brockton, Massachusetts. All proceeds directly benefit our 118 residents and 60 adult day

health clients. Team registration (5 bowlers) costs \$125.00 and includes unlimited games for 3 hours, shoe rental and brunch. Don't bowl? Participate by becoming a sponsor or just stop in for brunch. To register as a bowler, sponsor or for additional information please check out our Bowl-A-Thon website at [http://www.bowlathon.net/event/st\\_joseph\\_manor\\_bowlathon\\_2011](http://www.bowlathon.net/event/st_joseph_manor_bowlathon_2011) or contact Marni Dunton, Marketing Coordinator at 508-583-5834 ext. 3055 or via email at [mdunton@SJMbrockton.org](mailto:mdunton@SJMbrockton.org)

### Brockton Holiday Toy Drive

Holiday Toy Drive & Distribution: Join us in making the holidays a wonderful time for local families. Collect toys/gifts: organize a collection at work or community group. We accept new, unwrapped gifts. Volunteer: set up on December 20, help in the distribution process on December 21 or help in the clean up on December 22. Volunteers are also needed in days leading up to the event in assistance with data entry and gift collections. Donate: Your tax deductible donation will help offset the costs associated with managing the event. For more information, contact Nicki at [norma@draves@ccab.org](mailto:norma@draves@ccab.org) or call 508-587-0815 x 264.

### Ruth Littleton Named Realtor of the Year

The Tri-County Board of Realtors has chosen Ruth Littleton of Littleton Real Estate, Brockton as 2011 Realtor of the Year. Mrs. Littleton is the President-Elect of the Tri-County Board of Realtors, serves on the Education Program Committee, the Finance Committee and is Chairman of the Membership Committee as well as chairman of "Charitable Outreach" Committee. She will be honored along with 14 other MA Realtors of the Year at a banquet in Worcester.

### Wolfe Named Brockton Library Director

Elizabeth Wolfe is joining the Brockton Library from Braintree's Thayer Public Library as the new Director. Brockton's Public Library has a collection of 140,000 books and has two branch libraries. Wolfe, who grew up in Bridgewater served as library director of Marlboro and worked for the state board of library commissioners before spending 5 years at Thayer Public Library. Wolfe will move to Brockton within the next year.



### Staples Offer for Chamber Members

Metro South Chamber members receive 30% off any Copy and Print order over \$30 for Chamber members at the Staples in Avon. For more information, email [robyn-ton63@gmail.com](mailto:robyn-ton63@gmail.com).



## Criolo Fashion Show at Brockton Library



Criolo/Downtown by Design recently presented a Fall Fashion Show at the Brockton Mail Library. Proceeds benefited the Brockton Library Foundation. The evening featured a runway show and live rapping and music. For more information, contact Will Barbosa of Downtown by Design at 508-942-9265 or visit [www.crioloculturalclothing.com](http://www.crioloculturalclothing.com). Downtown by Design is located at 162 Main Street, Brockton. Left: Model Suzanna Pires. Photo courtesy of BrocktonPost.Com. Right: Anne Beauregard of the Brockton Library Foundation



## Brockton Top Community for Young People

The City of Champions has been recognized nationally as a top place to live for young people by America's Promise Alliance and ING for the fourth time. The competition recognizes communities across the country that focus on reducing high school dropout rates and providing service and support for their youth.

Among the initiatives that has led to the designation are the Schools on Wheels program, Safe Corners Street Outreach Program, Brockton After Dark and Late Night Basketball, as well as TipSoft, an anonymous text message system in



which students can report bullying to administrators.

Brockton will receive a \$2,500 grant, signage identifying the community as one of the nation's 100 Best Communities for Young People and access to America's Promise Alliance's community development resources.

This year, more than 300 communities from all 50 states, the District of Columbia and Puerto Rico were nominated for the 100 Best distinction. A list of all 2011 winners can be found at [www.americaspromise.org/100best](http://www.americaspromise.org/100best).

## Celebrate the Holidays with Downtown Parade

**Saturday, November 26, 1:00 pm - 4:00 pm**

The 25th annual Brockton Holiday Parade is being sponsored by the Downtown Brockton Association (DBA), the City of Brockton and the Campello and Montello Business Associations. The theme is "25 Years of Parade Memories."

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. In years past, the event has attracted over 25,000 people from in and around the Brockton area. Over 2,500 people from the community, schools, 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. To participate, call the DBA at 508.587.4322.



## Santa Hat Record Brought Back Home



Participate in Brockton's Santa Hat Challenge on Sunday, November 19, 2011. Help Brockton kick-off the holiday season. Brockton holds the record for most santa hats in one place with 872 hat wearers, bringing the record back home from Mullingar, Ireland, which won the title in 2009 with 719 hats.

### ACCE NATIONAL STUDY: When You Join a Chamber

- Consumers are 44% more likely to think favorably about your business
  - Consumers are 63% more likely to buy your goods and services
- To learn more about joining the Metro South Chamber, call **John Nesti** at 508.586.0500 x 229, email [jnesti@metrosouthchamber.com](mailto:jnesti@metrosouthchamber.com) or visit [metrosouthchamber.com](http://metrosouthchamber.com)

## Connecting Activities SPOTLIGHT

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



Intern, Melissa Peck (right) of Whitman-Hanson Regional High School with supervisor Rick Bailey (left). Juliana is involved in a yearlong internship at Ortho Sport Physical Therapy Inc.

"Melissa Peck, a senior from Whitman-Hanson Regional High School, has been observing our clinic for the past several weeks. She hopes to attend a Physical Therapy program in the fall, with Northeastern being her first choice. Since her arrival she has been a great fit. She communicates easily with patients and the entire staff. Although Melissa primarily observes due to rules that govern physical therapy practices, she is always eager to learn. Melissa is our third student from the Whitman-Hanson Connecting Activities Program, and all of the students have been eager to learn and interact with the therapist and patients when appropriate."

- Joe Howley, Ortho Sport Physical Therapy, Inc. Ortho Sport Physical Therapy, Inc. is located at 104 Liberty Street in Hanson with a second location in West Bridgewater.



Intern, Alexandra Heery (left) of Whitman-Hanson Regional High School with supervisor Linda Osborne (right). Alyssa is involved in a yearlong internship at The Hair Solution.

"The Hair Solution has been involved with many interns associated with the Whitman-Hanson Connecting Activities internship program. Alexandra Heery is an intern that we have had the pleasure to host. She is hoping to embark on a career as a stylist after graduation. Her involvement with this program gives her the benefit of experiencing the real life operations of the salon. She is very capable, cooperative and ready to take on any task that is assigned to her. Hopefully this experience will benefit Alex in her future endeavors."

Karen Souza, The Hair Solution The Hair Solution is located at 242 Broadway in Hanover.

## Do You Need an Intern?



### Connect with the Connecting Activities Program

Do you need extra assistance around the office? Would you like to help shape the future of the Metro South region's skilled workforce?

The Connecting Activities program connects students from local high schools to worksites based on career interests. For more information, contact Kathleen Lynch at 508.586.0500 x 227 or email [klynch@metrosouthchamber.com](mailto:klynch@metrosouthchamber.com). You may also visit [www.metroouthchamber.com/ca.html](http://www.metroouthchamber.com/ca.html).

## Chamber Helps Keep Teens "Into" School

Each school day 7,000 students become dropouts nationwide. The Metro South Chamber of Commerce along with Bank of America has chosen to help with this crisis within its own community. In October, volunteer presenters from the business community delivered CHOICES, an interactive decision-making workshop that empowers teens to achieve academic success in pursuit of their career and life aspirations to 8th graders at Brockton North and Whitman Middle School. Throughout the academic year, pre-



senters will deliver 15 workshops to local communities within the region. Members of the business community who delivered workshops in

October were: Kate Archard, UMASS Boston, Vanessa Daustruche, Old Colony YMCA, Barbara Walters, CareerWorks, Meredith Keane, Keane Advocacy Consulting and Angel Nieves, AFLAC. To learn more information about CHOICES visit [www.choices.org](http://www.choices.org). To bring CHOICES to your community, please contact Kathleen Lynch, Connecting Activities Coordinator at 508-586-0500 x 227 or email [klynch@metrosouthchamber.com](mailto:klynch@metrosouthchamber.com).



## Kenya Wildlife Safari Adventure

March 15 - March 29, 2012

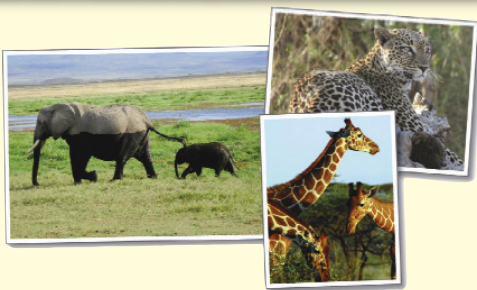
Join the Metro South Chamber on a Trip to the Plains of Africa for a 15-day trip on March 15 - 29, 2012!

Explore Kenya's wildlife & stunning natural vistas! Numerous game drives bring you in search of the Big 5 (lions, elephants, buffalo, leopards & rhinos) on your safari adventure.

In addition to 9 wildlife safaris, learn about the culture of the Samburu, visit the equator, travel through the Aberdares mountain range and rain-forest see the Nyahururu waterfalls, enjoy an optional hot air balloon ride, see My. Kilimanjaro and visit Nairobi.

The Cost is \$6,639 per person (double occupancy); \$8,289 (single occupancy). Included in price is round trip air from Logan Int'l Airport, attraction taxes & fees, 36 meals, hotels and hotel transfers. Not included is cancellation waiver and insurance of \$260 per person.

For more information, contact Alison van Dam, 508.586.0500 x 222, [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com) or visit [www.metroouthchamber.com](http://www.metroouthchamber.com).



Join us from the comfort of your own home to view a free live online webinar. All you need is internet connection. See wonderful pictures showing highlights of the tour, learn more about the places we visit and ask any questions.

WEDNESDAY, NOVEMBER 9, 2011

12:30 pm - 1:00 pm

Register online at [www2.gotomeeting.com/register/431169650](http://www2.gotomeeting.com/register/431169650)

## Chamber Hosts U.S. Embassy Rep of Cape Verde



Sue Joss, Chamber Chair of Government Affairs chaired a meeting of the business community and Carla Bringham of U.S. Embassy in Cape Verde. The meeting designed to introduce business people to Cape Verde market, heightened awareness while establishing working relationships. Cape Verdeans comprise the largest segment of Brockton's population according to recent census figures. As a result of the meeting, a trade mission to Cape Verde is being discussed.

Pictured: City Councilor Jass Stewart,

Mayor Linda Balzotti, Carla Bringham of the U.S. Embassy in Cape Verde, Veronica Martins, Commercial Assistant to the Office of Consulate General, Shaynah Barnes of Congressman Stephan Lynch's Office, Sue Joss of the Brockton Neighborhood Health Center and Christopher Cooney, Chamber President & CEO.

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## Explore the Amalfi Coast

March 27 - April 4, 2012

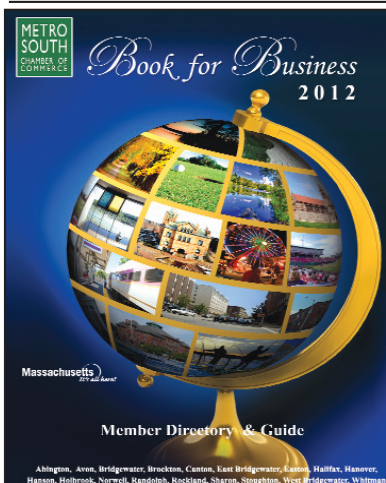


Whether it is culture, gastronomy, cutting edge design, sybaritic pleasures or simply the art of doing nothing and soaking up the atmosphere, Italy is a country for lovers of all that is good in life. The Amalfi Coast's mixture of history and nature are yours to discover from the Cathedral of Amalfi, to the villas in Ravello and the numerous churches. From Galli's Isles in front of Positano to the Emerald Grotto, near Conca Dei Marini, the Amalfi Coast will captivate you with its warmth and beauty.

Join the Metro South Chamber on this 9 day tour. \$2,399 includes hotels, meals, flight, transfers and transportation to and from JFK, tours, guides and motor coaches. Optional 2 night Rome extension offered.

For more information, contact Alison, 508.586.0500 x 222, [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com). Download the itinerary at [metrosouthchamber.com/pdf/amalfiitin.pdf](http://metrosouthchamber.com/pdf/amalfiitin.pdf).

## Last Chance to Advertise in Annual Directory!



The annual verification form can be completed online in the Members Only Section of the Chamber Website. The updated information will be used in the Annual Book for Business Member Directory. The information

### Advertise in the 2012 Book for Business

Don't miss the opportunity to place an ad in the 2012 Book For Business, sent to over 5,000 businesses. Your ad will be listed in close proximity to your free business directory listing. In addition, your alphabetical and categorical listing will be displayed bold and in green font. This opportunity is sure to give you a leg up on the competition by receiving added exposure.

Don't have the time to create an ad, or the money to pay a designer? If you reserve your ad space now, our in house graphic designer will create a professional quality full color ad for you, free of charge. The ad is yours to use for additional promotions or for other publications.

Call Alison at 508.586.0500 x 222 or email [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com) for more information and for ad rates.

on the form will also be used for telephone referrals made by the Chamber.

The Metro South Book for Business is a colorful, 99 page member directory and guide. It contains town information, business and residential demographics, legislative information and 2 free listings for each member. View last year's Book for Business at [www.metroouthchamber.com/b4b.html](http://www.metroouthchamber.com/b4b.html). Last year, 5,000 directories were printed and mailed to members, business leaders, town halls, libraries, all Brockton Businesses, Business Associations, and more.

The Members Only Login Page can be found under the Member Benefits tab on the Chamber website. Please contact Alison van Dam at 508.586.0500 x 222, [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com) if you have not received your login information.



# Elected Officials and Business Leaders Meet at Legislative Reception



Aida Coelho and Kaitlin Kenderson,  
Representative Christine Canavan's Office



Bill Beyer, William E. Beyer Design; Janice Beyer, Brockton School  
Committee; Robert McCarthy, Plymouth County Probate Court



City Council Jass Stewart; Brockton Mayor Linda Balzotti;  
Ken Thompson, Chief of Staff, Brockton



State Auditor Suzanne Bump; Senator Thomas Kennedy; Shaynah Barnes, Office of  
Congressman Stephan Lynch; Chris Cooney, Chamber President & CEO



Christopher MacMillan, Brockton City Councilor; Thomas Monahan, Brockton City  
Councilor; Laurie Monahan; Michelle Dubois, Brockton City Councilor

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RICHMORGAN  
PHOTOGRAPHY

Special Thanks to:  
WATD 95.9 FM and the Brockton Community  
Access (BCA) for covering the event.  
Photos by Rich Morgan Photography



Robert Sullivan, Councilor at Large; Daniel Salvucci, Town of  
Whitman; Francis Lynam, Town of Whitman



Mark Linde, BCA; Sabina Herlihy of Sabrina Herlihy & Associates  
and Buzz Herlihy, Beacon Financial Planning



Senator Thomas Kennedy;  
State Representative Angelo D'Emilia



State Representative Geraldine Creedon;  
State Representative Louis Kafka



State Representative  
Michael Brady



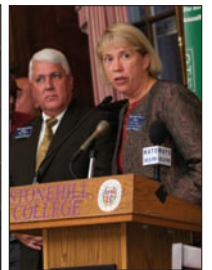
Joe Siciliano, Sodexo; Ron Matta,  
Candidate for Brockton Mayor



Pat Garamella, Old Colony Planning  
Council; John Stagnone, Town of Stoughton



Robert Brady, Town of Avon; Anne  
Beauregard, Brockton Library Foundation



Bill Morse, Mutual Bank; Sue Joss,  
Brockton Neighborhood Health Center

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## 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 take place on **Friday, November 4, 12:00 pm - 1:15 pm at the Metro South Chamber, 60 School Street, Brockton.** Speaking will be **State Representative Geoffrey Diehl.**



Geoffrey Diehl

Geoff Diehl is former Account Executive at Sign Design and Poyant Signs. He also assisted wife KathyJo with the opening of Boss Academy of Performing Arts.

Geoff is a member of the Metro South and South Shore Chambers as well as a former member of the Whitman Finance Committee and By-Law Review Committee.

Geoff represents the 9th Plymouth District. He serves on the Joint Committee on Rules, Joint Committee on Ways and Means, House Committee on Personnel and Administration, House Committee on Rules and House Committee on Ways and Means.

Also speaking will be Real Recycling for Massachusetts discussing the Massachusetts Bottle Bill.

R.S.V.P. online by visiting [events.metroouthchamber.com](http://events.metroouthchamber.com). You may also call Lisa at the Chamber at 508.586.0500 ext. 225, email [likeene@metroouthchamber.com](mailto:likeene@metroouthchamber.com). The cost to attend is \$5 for members and \$15 for future-members.

Sponsored by:



## Public Policy Professor; Book Fair at Next Breakfast

Thursday, December 15, 2011, 7:30 am - 9:00 am

Join us at the next Good Morning Metro South breakfast on Thursday, December 15 from 7:30 am - 9:00 am at The Charlie Horse, 674 Old West Center Street (rt 106), Bridgewater, in the new function hall. The featured speaker is Michael Goodman.



Michael Goodman

Michael Goodman is associate professor and chair of the Department of Public Policy at the University of Massachusetts Dartmouth where he directs the face-to-face and fully online Master's in

Public Policy program.

A leading analyst of the Massachusetts and New England economies, Professor Goodman is a past president of the New England Economic Partnership, a non-profit organization made up of leading regional analysts that produces semi-annual economic forecasts of the economic outlook for each of the six New England states.

He currently serves as Co-Editor of MassBenchmarks, the journal of the Massachusetts Economy published by the UMass Donahue Institute in cooperation with the Federal Reserve Bank

of Boston. Dr. Goodman earned his Masters and Ph.D. at Boston University.

Good Morning Metro South is being sponsored by United Way of Greater Plymouth County and St. Joseph Manor.

The mission of the United Way of Greater Plymouth County is to increase the organized capacity of people in the Plymouth County area to care for themselves and for one another. St. Joseph Manor is a 118-bed non-profit nursing home located on a 26 wooded acre campus. The campus also houses the Mater Dei Adult Day Health program which serves 60 clients per day offering support and relief to caregivers who have 24-7 hour responsibility of a loved one, by providing your family member a place to spend the day.

The cost to attend is \$25 for members and \$35 for future-members and includes breakfast and networking opportunities. If you would like to register, please call Kim Prosper at 508.586.0500 x 231, email [kprosper@metroouthchamber.com](mailto:kprosper@metroouthchamber.com) or register online at [events.metroouthchamber.com](http://events.metroouthchamber.com).



## "Compliance Made Easy" at Breakfast Meeting



From Dillon, Stonehill College, Emcee



Good Morning Metro South on the road at the Fuller Craft Museum, Brockton



Wynona Lynch-McWhite, Executive Director of the Fuller Craft Museum is interviewed by Charlie Hickey of CareerWorks



Jeff Liebman, President of Good Samaritan Medical Center



Andre Porter, Massachusetts Office of Small Business & Entrepreneurship



Shirley Cruz, Office of Attorney General; Walter Goldstein, Department of Unemployment Insurance; Philip Hillman, Department of Industrial Accidents



Attendees enjoy delicious food catered by Hardy's Catering

Photos by [richmorganphotography.com](http://richmorganphotography.com)  
Sound by [robpetersonentertainment.com](http://robpetersonentertainment.com)  
Watch video highlights on  
[youtube.com/user/metroouthchamber.com](http://youtube.com/user/metroouthchamber.com).  
Watch the full video on Brockton Community Television.



## Call for Authors - Breakfast to Feature Book Fair

If you are an author or have published a book, the Metro South Chamber would like to invite you to showcase at the December Good Morning Metro South breakfast in a table top book fair. Books can make the perfect gift for the Holiday Season. Don't miss this opportunity to reach a wide audience! For more information, contact Kimberly Prosper at 508.586.0500 x 231, [kprosper@metroouthchamber.com](mailto:kprosper@metroouthchamber.com).

## "Brockton Revisited" To Be Released Early Next Year



Brockton Revisited, a book containing scenes of Brockton's past, drawn from vintage images from private, public and institutional resources from the idyllic 1950 and 1960 decades, is set for release in January of 2012. The book is written by James Benson, past president of the Brockton Historical Society, a lifelong resident of the Brockton area and a local historian. Pictured: James Benson with Christopher Cooney, President & CEO of the Metro South Chamber of Commerce. For more information, contact James at 508-586-9021.

## Willworks Inc. Exhibit Services Reopens in Easton



Michael Hunter, Massachusetts Undersecretary of Housing and Economic Development Beth Stehley, Greater Boston Convention and Visitors Bureau (GBVB), Colleen Corona, Easton Board of Selectman, Office of State Representative Christine Canavan, Bill Morse, Mutual Bank, Willwork President William F. Nixon Willwork General Manager David King James Nixon, son and Willwork Master of Ceremonies, and Massachusetts State Senator Brian A. Joyce at Willwork's recent relocation to 23 Norfolk Avenue in the Easton Industrial Park following a fire in the old facility.



## "Show Me the Money" Direct PR Workshop

Thursday, November 10, 2011  
8:30 am - 10:30 am  
Metro South Chamber, 60 School Street, Brockton

PR 101 is the most cost effective marketing tool available to small to mid-market businesses. But what are the strategies and tactics to maximize PR?

PR Works has coined the phrase "Direct Public Relations". Previously seen as largely an unquantifiable "image" tool, PR Works has launched a new approach to PR that emphasizes direct response. What are the tech-



niques in making eliciting a response from PR? What are examples of this approach? How do you measure results? Workshop presented by Steve Dubin, PR Works Public Relations & Advertising.

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

## SDO Pre-Certification Workshop

Friday, December 16, 2011  
10:00 am - 12:00 pm  
Metro South Chamber, 60 School Street, Brockton



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

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

Supplier Diversity Program (formerly AMP) detailing the process to take advantage of upcoming opportunities for certified M/WBE's.

This workshop is free to attend. To register, visit [events.metroouthchamber.com](http://events.metroouthchamber.com). If you have any additional questions, contact Lisa Keene at 508.586.0500 x 225 or email [lkeene@metroouthchamber.com](mailto:lkeene@metroouthchamber.com)

## Chamber to Host Business Plan Workshops

Thursday, January 12, 9 am - 12 pm < (Session I) >  
Thursday, January 12, 1 pm - 4 pm < (Session II) >

Metro South Chamber of Commerce, 60 School Street, Brockton, MA

The South Eastern Economic Development (SEED) Corporation will hold free basic business workshops aimed at assisting potential and existing entrepreneurs.

**Session 1: "Learn the Fundamentals in Planning, Preparing For, and Financing Your Business"** is geared toward helping potential entrepreneurs evaluate and understand the fundamentals of owning one's own business. Information on how to get started, where and how to get financing and the loan application process will be presented. Attendees will also be provided with a free guide to writing a business plan and other materials.

**Session 2: "Understanding the Purpose of Financial Statements**



**and How They Can Help Determine the Health of Your Business"** is focused on helping attendees understand a

balance sheet, income statement, and cash flow statement. The workshop also explains how a small business owner can anticipate financial needs in order to operate his/her business more efficiently.

Please call SEED Corporation at 508-822-1020, for more information or to register for a free workshop. Breakfast and lunch will also be provided free of charge to attendees.

For more information on SEED and its programs, please call the SEED office at 508-822-1020 or visit [www.seedcorp.com](http://www.seedcorp.com).

## AMBASSADOR of the Quarter

Rochelle Sugarman, Old Colony Elder Services

What is your business?

For more than thirty-seven years, Old Colony Elder Services (OCES) has been providing exemplary services and support to the elder population in southeastern Massachusetts, ensuring their dignity and independence, while maximizing their quality of life. Incorporated in 1974, OCES is one of 27 private, non-profit Aging Services Access Points (ASAP) designated by the Commonwealth of Massachusetts.



Congratulations to Rochelle Sugarman of Old Colony Elder Services for being named the Ambassador of the Quarter

Support.

OCES' mission is to provide services that support the dignity and independence of elders, allowing individuals to maximize their quality of life, live safely and maintain good health and prevent unnecessary or premature institutionalization.

How long have you been in this business?

For thirty-seven years, since 1974.

Please list your past experience and educational background.

Rochelle Sugarman, a graduate of the University of Massachusetts at Amherst, is a former teacher and health edu-

cator and has been with Old Colony Elder Services since 2005 serving presently as Supervisor of the Family Caregiver Support Program; a program which serves to educate and empower caregivers by offering one on one assistance, trainings and support services.

How long have you belonged to the Chamber? When did you become an Ambassador?

OCES has been a member for 19 years. Rochelle has been an Ambassador for the Chamber for 2 years.

How does your Chamber membership work for you?

Chamber membership allows for many opportunities to make meaningful connections in the community as well as to benefit from programs and services offered to members.

## Meet Your Ambassador Team

The next **Ambassador Team meetings** will take place on Wednesdays, November 2 and December 7 at the Chamber Office. The Ambassador Team meets monthly to serve fellow members by providing information, resources, and member-to-member support, increasing awareness and promoting active participation in Chamber programs and services. For more information, contact John at 508.586.0500 x229.



Back Row: Yashin Ceritos, Mutual Bank; Andrew Sheehan, AFA Massachusetts; Brian Droukas, Sovereign Bank; Mark Ofstein, Costco; Friend Weiler, HarborOne Credit Union; Nancy Chiappini, Home/Health & Child Care; Linda Werman, Old Colony Hospice; Bob Wisgirda, WXBR 1460AM; Bob Tufts, SET Associates; Penny Ramseyer, Sullivan & Cogliano Training Center; Daniel Donovan, Eastern Bank; John King, Grees, Inc. Front Row: Patricia Plummer-Wilson, Brockton Day Nursery; Marguerite Salvucci, South Coastal Bank; Debbie Falasca, The Shaw's Center; Anne Beauregard, Brockton Library Foundation. Not pictured: Edan Barshan, Universal Benefit Plans; Cheryl Brady, RBC Wealth Management; Susan Cumini, Mansfield Bank; Rich Hooke, Crescent Credit Union; Joseph Kameese, American Bookkeeping Solutions; Jayne Kelleher, Advantage Home Health Care; Paul Key, Father Bill's & Main Spring; Kelly Le, Bridgewater Savings Bank; Sasha Link, Bridgewater State University; Angel Nieves, AFLAC; Steven Petluk, Brockton Area Arc; Sandi Rollock, WATD 95.9 FM; Cheryl Showstack, The Enterprise; Michael Spinelli, Webster Bank

## RENEWING Members Thank You !

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Comcast  
Council on Aging Mary Cruise Kennedy  
Senior Center  
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McCall Ambulance Service  
Northeast Visionlink  
Prophet- Chapman Cole & Gleason  
Funeral Homes & Cremation Serv  
Quail Run  
Raymond A. Wallace, Accountant  
Sir Speedy Printing Center  
Spark Street Auto Body  
The Belli Group Strategic Marketing LLC  
The Charity Guild, Inc.  
The Woodlands at Abington Station  
Town of East Bridgewater  
Verizon Communications  
Wal-Mart #2904

## After Hours Networking at Mutual Bank



Linda Accardi, Hospice of Boston & Greater Brockton; Yashin Cerritos, Mutual Bank



Francisco Harnadis and Alex Perez, Burrito Wraps; Arnie Danielson, Greater Brockton Society for Poetry & Arts



Chris Cooney, Chamber President & CEO; Glen White, CEO of Mutual Bank; David Orloff, Sharkansky LLP, CPA's



Mark Adams, The Covenant Agency; Mark Duncan, Mutt-O-Mat, Inc.; Lourdes Nieves, HarborOne Credit Union



Josh Davis and Barry Walters, Boston Limo & Shuttle Service; John King, Grees, Inc.



The Mutual Bank Business After Hours welcomed more than 70 people to 656 Crescent Street in Brockton



Laurie Walsh, SEED Corp; Kevin Brower, HarborOne Credit Union; Brockton Mayor Linda Balzotti

## Workshop Attendees Increase Productivity



Participants in a recent Lean Manufacturing workshop used an interactive process of assembling clocks to learn how to eliminate waste, increase productivity and profitability and gain a competitive edge in the marketplace. The workshop was sponsored by the Mass MEP (Manufacturing Extension Partnership). For more information, call 508-831-7020 or visit [www.massmep.org](http://www.massmep.org).

## WELCOME New Members

### Making an Investment in Our Community

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**Insurance**

**BTA Development Corp.**  
Mr. Alex Bezanson  
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Abington, MA 02351  
(781) 857-2200  
[www.btadevelopment.com](http://www.btadevelopment.com)  
**Contractors Building**

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Brockton, MA 02301  
(508) 941-6830  
[www.alexandra-creations.com](http://www.alexandra-creations.com)  
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(401) 263-7921  
[www.granitepayroll.com](http://www.granitepayroll.com)  
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Dedham, MA 02026  
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**Fire Protection**

**ID Sign Group Inc.**  
Mr. Tim Fisher  
9 Bristol Drive  
South Easton, MA 02375  
(508) 238-8500  
[www.idsigngroup.com](http://www.idsigngroup.com)  
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Mr. Oscar Garcia, Jr.  
400 Washington Street, Suite 100  
Braintree, MA 02184  
(781) 849-0822  
[taxolutions.net](http://taxolutions.net)  
**Payroll Services**

**Trio Cafe**  
Mr. Ilian Tchourilkov  
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Whitman, MA 02382  
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[www.mytrio cafe.com](http://www.mytrio cafe.com)  
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[www.benemeansgood.com](http://www.benemeansgood.com)  
**Restaurants  
Catering**

To Join the Chamber,  
Call John Nesti at  
508.586.0500 x 229.

## Chamber Affiliation News & Events

To become an affiliate organization of the Chamber, contact John Nesti at 508.586.0500 x 229 or email [jnesti@metrosouthchamber.com](mailto:jnesti@metrosouthchamber.com).



Join the **Bridgewater Business Association** for Christmas on the Common, Sunday, December 4, 1-4pm. Come for photos with Santa, pony rides, holiday music, food and hot drinks. In addition, there will be a Christmas Bazaar at the Bridgewater Mason's Hall. This event is free to attend. If you would like to participate in the bazaar, contact Nancy at 508-697-2731. Visit [www.bridgewaterbiz.biz](http://www.bridgewaterbiz.biz) for more information.

The **Stoughton Chamber of Commerce** will host a meeting at **Charlie's Deli**, 366 South Main Street, Sharon on Monday, November 14, 11:30 am - 1:00 pm. At the meeting, Julie Dennehy, an accredited PR consulting will discuss guerrilla marketing techniques. The cost to attend is \$15 for members and \$20 for non-members. For more information, visit [www.stoughtonma.com](http://www.stoughtonma.com) or call 781-297-7450.



Norwell Chamber of Commerce

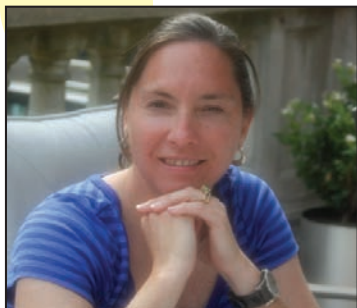
The mission of the **Norwell Chamber of Commerce** is to promote the civic, economic and social welfare of its members and the Town of Norwell. For more information, visit [norwellchamberofcommerce.com](http://norwellchamberofcommerce.com).

The **East Bridgewater Business Association** provides a unified voice for business in East Bridgewater, provides a forum for networking, provides education about matters of business importance and provides support to community activities. Call 508-378-8400 for more information.





## MEMBERProfile



Lisa Crowley, BrocktonPost.com

P: 339-987-0132

[www.BrocktonPost.com](http://www.BrocktonPost.com)  
[brocktonpost@gmail.com](mailto:brocktonpost@gmail.com)

**Year Established:**  
2010

**Products or Services:**

News, events and happenings in the city of Brockton and local area.

**Number of Employees:** 1

### BROCKTONPOST.COM

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

BrocktonPost.com brings its readers a mix of news, politics, government, in-depth issues analysis, features, events, happenings and a comprehensive Brockton Police log. We are an independent week-day-style online news source.

*What is your market area?*

Brockton and surrounding communities.

*What markets do you serve?*

Those seeking news and information about the city, neighboring communities and beyond.

*Each month, a Chamber member is selected randomly at Good Morning Metro South to receive a member profile.*

## Community Connections Opens Family Center

Community Connections of Brockton recently held their Family Center Open House. The event was well attended by neighbors, friends, and local agencies. Mr. Sunshine, from BMC Health Net, was present as well as many children and their families. There was face painting by Cindy Mevina, pumpkin decorating and children's activities with YMCA staff, Daina Rodrigues and Lauren Maia-Paiva. The Family Center also had Zumba with YMCA's Jessica Ortiz, and ZumZum Melanie, sent four instructors to help get everyone fit. There was story time with Nicole Meade Draves, from Catholic Charities. Susan Bickoff, from Wic showed her support as well as Protecting all Smiles, LLC Public Health Hygienists provided free teeth screening and fluoride. Brockton Neighborhood Health center sent representatives, and Louis Gorham, from Health Imperatives came to show support. Stella's pizza provided pizzas, C.N Smith Farm brought apples and Stop and Shop provided a cake. There was music brought by Stephen Fontaine for everyone to dance and enjoy the day. Commissioner Angelo McClain, Mayor Linda Balzotti, and United Way CEO, Dennis Carman were present to show their support. For more information on the Family Center, visit 18 Perkins Street, Brockton or call 508-583-5631.



## Hiring Our Heroes Helps Veterans Find Jobs

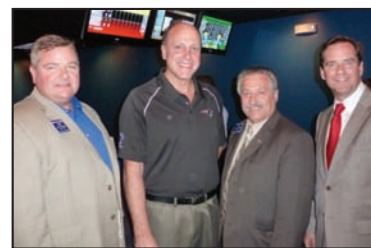


Joseph Kameese, American Bookkeeping Solutions, Kathleen Lynch, Metro South Chamber and Shawna Young of the U.S. Chamber of Commerce at the Hiring Our Heroes Event, a unique hiring fair for veterans, Guard and Reserve members and eligible spouses at the Campus Center at the University of Massachusetts - Boston. 72 Boston-area employers were present as well as hundreds of local veterans and military spouses. The Boston Hiring Our Heroes was the 40th stop in the campaign. Thus far, the national campaign has connected more than 38,000 veterans with more than 2,000 different employers, helping 2,900 veterans land jobs.

## After Hours Networking at The Charlie Horse



Brian Droukas, Sovereign Bank; Rob Peters, Rob Peters Entertainment; Craig Pina, Non-Profit Consultant; Klete Squires, Special Olympics



Jim Murphy, Wheatstone Engineering; Ed Stewart, The Charlie Horse; Pat Ciaramella, Old Colony Planning Council, Chris Cooney, Metro South Chamber



Bill Scher, Sandler Training; Tim Holick, Wood Palace; Kevin Brower, HarborOne Credit Union



Jonathan Parker, Eagle Eye Accounting, Neal Braver, Liberty Tax Services

The Charlie Horse, located at 674 Old W. Center St., W. Bridgewater, has a newly renovated function room with fireplace, 9 ft. projection screen and 7 50" HD monitors. The Charlie Horse also features great food, music, live entertainment, over 70 arcade games, bowling and more. Visit [www.thecharliehorse.com](http://www.thecharliehorse.com).



## U.S. Small Business Programs Offered



Attend a FREE SBA workshop designed to highlight the various SBA programs and services that are available to prospective or current entrepreneurs who need assistance in starting or expanding their business. General information will be provided on the following:

**Small Business Counseling (SCORE)**

**Small Business / Development Centers • Business Information Center  
 SBA 7(a) • Loan Guaranty Program • 8(a) Business Development  
 HUB/Zones • Small Disadvantaged Business Assistance  
 Government Contracting Opportunities**

The workshop will be held at CareerWorks, 34 School Street, Brockton from 2 - 4 pm on the third Wednesday of each month. The next workshops will be held on **November 16, 2011 and December 21, 2011**. Contact CareerWorks at 508.513.3400 for further workshop information.

## Expanded Health Insurance Services Via Web



We are pleased to announce our expanded relations with Health Service Administrators (HSA). The Chamber in combined efforts with

HSA is offering to all members the One Resource Solution website. The One Resource Solution offers the most up to date information and resources about today's health plan choices allowing you to make informed decisions about choosing a health plan for you, your business, your employees and your families. Whether your questions pertain to comparing health plan benefits (from ALL state approved providers), how to get access to a variety of plans with affordable rates, or how the changing health care platform may affect an employer, the Chamber Team at HSA can help. For more information, click the "Affordable Health Insurance" link at [metrosouthchamber.com/insurance.html](http://metrosouthchamber.com/insurance.html).

## BUY LOCAL FROM THESE NEW CHAMBER MEMBERS!

### Boufides Insurance Agency, Inc.



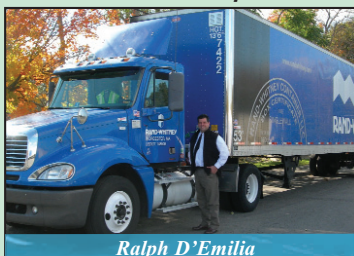
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Serving all your insurance needs, protecting you, your family and your business. Boufides Insurance Agency provides superior customer service and represents the top local and national insurance carriers. We have an experienced team that can analyze your insurance needs and suggest the best options for your protection. The Boufides Insurance Agency was founded in 1963 by Nicholas T. Boufides and is proudly serving the community.

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Ralph D'Emilia

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### Creations by Alexandra

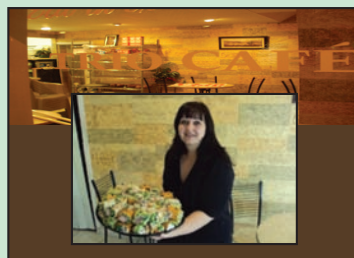


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Trio Cafe gives you the gift of time, and always fresh, delightfully tasty cuisine. The Trio Cafe is a family owned business in Whitman Center. We provide our customers with Catering menu flexible enough for all occasions and budgets. The Trio Cafe is open Mon/Tues, 8am-4pm, Wed/Fri, 8am-8pm, Saturday, 8am-4pm and Sunday, 8am-2pm. For more information, email [contact@mytrio cafe.com](mailto:contact@mytrio cafe.com) or visit [www.mytrio cafe.com](http://www.mytrio cafe.com).

### Tutto Bene (Pasta Bene)



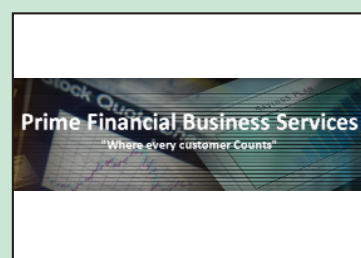
1050 Pearl Street, Brockton  
508-583-1515 • [www.benemeansgood.com](http://www.benemeansgood.com)  
Pasta Bene is now Tutto Bene! We've changed the name, but everything else stays the same, same people, location and great food. We offer the best in authentic Italian food and we still sell our fine pasta products under the Pasta Bene name in our retail shop. In addition to traditional Italian cuisine, we also offer contemporary Mediterranean fare. Open Tuesdays-Saturdays 10am-10pm. Also offering catering options and trivia every Wednesday night.

### BTA Development Corp.



943R Brockton Ave, Brockton  
781-857-2200 • [www.bta development.com](http://www.bta development.com)  
For over 30 years, the Bezanson family has been providing business services to Southeastern MA. Today BTW Building & Remodeling, Inc. is meeting the needs of the community with modular and custom-built homes, additions and renovations. Offering custom modular homes, custom site-built homes, additions, renovations, design, site work and permitting, decks and sheds, and basement remodeling/finishing. Call today for an estimate.

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## BUSINESS EVENTS Planner

### November 4

#### Government Affairs

12:00 pm - 1:30 pm

**Metro South Chamber of Commerce**  
60 School Street, Brockton

Providing the opportunity for business people to discuss issues of importance with elected officials relative to the business and economic climate.

Cost: \$5 members, \$15 future-members  
Please RSVP at 508.586.0500 ext. 225

### November 9

#### Africa Trip Webinar

12:30 pm - 1:30 pm

Online

Join us from the comfort of your own home to view a free live online webinar about the Chamber Trip to Africa running from March 15-29, 2012.

Visit [www2.gotometting.com/register/431169650](http://www2.gotometting.com/register/431169650) to register.

### November 10

#### "Show Me The Money"

8:30 am - 10:30 am

**Metro South Chamber of Commerce**  
60 School Street, Brockton

PR 101 is the most cost effective marketing tool available to small to mid-market businesses, but what are the strategies and tactics to maximize PR? Join us to find out.

Cost: Free to attend  
Please RSVP at 508.586.0500 ext. 225

### IT'S EASY TO REGISTER!

508-586-0500 x 231

508-587-1340

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

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

Send reservation and payment to:

**Metro South Chamber of Commerce**  
Sixty School Street  
Brockton, MA 02301-4087



### November 16

#### 98th Annual Meeting & Expo

10:30 am - 3:00 pm

**Massasoit Conference Center**  
770 Crescent Street, Brockton

EXPO: 10:30 am - 3:00 pm  
Annual Meeting: 12:00 pm - 1:45 pm

Cost: \$45 members, \$55 future-members  
Please RSVP at 508.586.0500 ext. 231

### November 30

#### Regional Business After Hours

5:30 pm - 7:30 pm

**Taunton Holiday Inn**  
700 Myles Standish Boulevard, Taunton

Enjoy networking with the nine Southeastern Massachusetts area Chambers of Commerce. Don't forget your business cards!

Cost: TBD  
Please RSVP at 508.586.0500 ext. 231

### December 15

#### Good Morning Metro South

7:30 am - 9:00 am

**The Charlie Horse**  
674 Old West Center Street, W. Bridgewater

This breakfast program provides an opportunities to hear from informative and entertaining speakers. It is also a great networking opportunity.

Cost: \$25 members, \$35 future-members  
Please RSVP at 508.586.0500 ext. 231

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