

# Actionreport

October  
2008

www.metroouthchamber.com

Leading Businesses  
Leading Communities



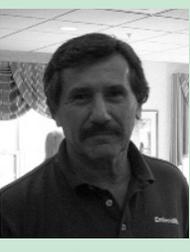
**CHAMBER MISSION**  
To serve the interests of member businesses while providing community leadership to ensure the economic advancement of the Metro South region.



Valerie Amaral, page 2



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## Breakfast to Feature Hollywood East

Wednesday, October 22, 7:30 am

Sponsored by: SIGNATURE HEALTHCARE

Join us at the next **Good Morning Metro South** breakfast on Wednesday, October 22 from 7:30 -9:00am at the Holiday Inn, 195 Westgate Drive, Brockton. The featured speaker will be **Peter Fleury, Executive Director of Operations** at **Plymouth Rock Studios**.



Slated to open in September 2010, Plymouth Rock Studios will be the East Coast's first independent, full-service film and television studio facility to offer everything a storyteller needs, from pre-production to post-production services. The campus features fourteen sound stages, ranging in size from 18,000 to 24,000 square feet, that connect the filmmaker directly to comprehensive, cutting-edge facilities.

The studio will be the catalyst for the sustained growth of the creative economy in New England, injecting billions of dollars-directly and indirectly-into the economies of Plymouth and the Commonwealth. As a cornerstone of the industry

infrastructure, the campus, in conjunction with production companies, is projected to create over 2,000 jobs, paying \$70,000 on average.

Also speaking From Plymouth Rock Studios will be Kate Ayson, Production Coordinator and Education Liaison for The Rock Education Cooperative (TREC). TREC is an environment for creatively gifted students of all ages to develop the art of storytelling through sound and motion. For more information, visit [plymouthrockstudios.com](http://plymouthrockstudios.com).



Jennifer Froone



Also at the breakfast meeting will be the presentation of The Sloan Awards for Business Excellence in Workplace Flexibility, a program initiated by the US Chamber. To present the award will be Jennifer Fraone, Assistant Director at the Boston College Center for Work & Family Association (NEWFA), an organization comprised of over 50 leading New England employers. Jennifer

Continued on Page 6

## Workforce Flexibility Awards

Presented at the Good Morning Metro South on Wednesday, October 22



**KGA, Inc.**, located at 161 Worcester Road in Framingham, has been in business for over 26 years offering Human Resources services to help with employee retention, manager performance, change management, diversity management and wellness management, including EAP, training, coaching, consulting, and wellness. They currently employ 19 workers.

KGA values work-life balance for both clients and employees. Their highly personal client services are geared to help improve employee and manager performance in order to support clients' business strategies. They believe that their employees will do the right thing, regardless of when and where they are working. KGA demonstrates complete trust in employees by sharing all business strategy and financial information and know that they will do what it takes to get the job done with the least amount of compromise to their own work-life balance. They offer flexible work schedules, even for call center employees, and have each person equipped with the technology needed to work from home when necessary. KGA offers myriad family-friendly benefits to help build the spirit of a great team. For the business community, they offer a wide range of HR solutions that are based on a deep understanding of each client's distinct needs. For more information on KGA, Inc., please visit [www.kgreer.com](http://www.kgreer.com) or call 508-879-2093.



**HarborOne Credit Union**, located at 770 Oak Street in Brockton was established in 1917 and currently has 340 employees. They are a regional financial institution offering competitive products and rates with excellent service and active community involvement.

One of the most valued flexible programs HarborOne has is the ability for their staff to change their employment status between full-time and part-time during their tenure with us. This program is especially valued because the staff is able to maintain their health and dental insurance as well as eligibility for our 9.3% profit sharing contribution to their 401(k) - even if they reduce their hours to 20 hours per week.

In addition, HarborOne has an employee volunteer program called "Caring Crew" where employees can volunteer during work time or their own time. This has given the staff the opportunity to get to know each other better and fulfill a worthwhile community need. For more information on HarborOne Credit Union, visit [www.harboronecu.com](http://www.harboronecu.com) or call 508-895-1000.

To learn more about the Sloan Award, visit [www.whenworkworks.org](http://www.whenworkworks.org)



## 95th Annual Meeting & Business-2-Business Expo

Wednesday, November 19, 2008  
Massasoit Conference Center

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



Mark your calendars for this special event! 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.



This year's keynote speaker will be **Keith Westrich**, the State Director of Connecting Activities. He is a frequent presenter on the topic of creating a competitive workforce by providing young people with business experience.

Continued on Page 2

Grand Sponsor:



Contributing Sponsors:

## Business-to-Business Expo

November 19, 2008, 10:30 am-3:00 pm

As part of the 95th Annual Meeting, the Metro South Chamber of Commerce will host a Business-to-Business Expo on Wednesday, November 19, from 10:30 am - 3:00 pm, at the Massasoit Conference Center in Brockton. The Business-to-Business Expo is a great opportunity



Tim Chapin and Philip Hamric, Timber Lanes

to reach over four hundred business people throughout the Metro South region. Designed to be a personal table top expo, presenters will be provided with meaningful opportunities to promote their company to prospect after prospect. It is the right place, the right time, and the right audience.

The cost of a booth is \$309. **Call before October 20 and receive the discounted price of \$259.** In previous years, the Chamber's response to this opportunity has been very strong. Since space is limited, registrations are on a first come, first served basis. To reserve your booth space, call **Kim Bewsher**, Program Director, at 508.586.0500 ext. 231.

## EXPO Sponsorship Opportunities

Sponsoring the Annual Meeting and EXPO offers your company exposure to the local business community and an opportunity to network with business leaders in the area. Not only does it create an awareness for your products and services, it allows you to target your marketing efforts to business professionals and potential customers in the Metro South Region.

Sponsorship categories can be tailored to fit your company needs. Call **Kim Bewsher** at 508.586.0500 x 231 for more information, or download your application on the [www.metroouthchamber.com](http://www.metroouthchamber.com) homepage.

### *Sponsorships Still Available*

**Supporting Sponsor:** Receive a table in the Exhibit Hall, two tickets to the Annual Meeting Luncheon, Recognition during event and in program guide, and Attendee Mailing List. (\$1000)

**Sweet Tooth OR Coffee Station Sponsor:** Receive all benefits of Supporting Sponsor plus signage at the Dessert Station or Coffee Station in Expo Hall. (\$1500)

**Pen Sponsor:** Receive all benefits of Supporting Sponsor plus your company logo/website printed on quality long lasting pens. (\$2500)

### *Call for Raffles*

Donate a prize for the Metro South Chamber 95 Annual Meeting Raffle and you will receive valuable exposure and direct promotion to over 400 business leaders in the Metro South Region in attendance. Examples of prizes to donate: Gift certificates, savings bonds, bottles of wine, passes to cultural or educational events, free ads, or clothing. Feel free to be traditional or creative. Proceeds go to the Metro South Chamber of Commerce Education Foundation. Contact Kim Bewsher at 508-586-0500 x 231 for more information.

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## 95th Annual Meeting

November 19, 2008, 12:00 pm-1:30 pm

Join us and over 400 fellow Chamber members at the **Massasoit Conference Center in Brockton** for the **Metro South Chamber of Commerce 95th Annual Meeting**. 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. The topic, and speaker compliment the recent decision to incorporate competitive workforce issues into the Chamber's Economic Development division.



Keith Westrich

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.

Tickets are \$45 for members and \$55 for non-members. Corporate tables of 10 are still available. To register, please call Kim Bewsher at 508.586.0500 x 231 or register online at [www.metroouthchamber.com](http://www.metroouthchamber.com).



Valeria Amaral

# AD

**BOARD OF DIRECTORS**

**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.*

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**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*

**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*

**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

**Kathryn Sayles**  
 Competitive Workforce x 229

**Kerry Sullivan**  
 Finance x 230

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



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

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The Metro South Chamber of Commerce is solely responsible for the editorial content of this publication.

The Chamber wishes to assure our members of our intention to provide physically challenged participants equal access to all programs. If you or your employees have special needs in this area, please let us know by calling the Chamber at 508-586-0500 at least 48 hours in advance.

**Networking at Events**

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

**OCTOBER Calendar**

<b>9</b>	<b>IP Telephony Workshop</b>	8:45 am
<b>13</b>	<b>Chamber Closed - Columbus Day</b>	
<b>14</b>	<b>Executive Committee</b>	3:00 pm
<b>21</b>	<b>Women's Leadership Exchange</b> <i>IKEA, 1 IKEA Way, Stoughton</i>	8:00 am
<b>22</b>	<b>Good Morning Metro South</b> <i>Holiday Inn, 195 Westgate Drive, Brockton</i>	7:30 am
<b>23</b>	<b>Regional Workforce Development Summit</b> <i>Massasoit Conference Center, Route 27, Brockton</i>	8:30 am
<b>23</b>	<b>WINNING Executive Brief</b>	12:00 pm
<b>28</b>	<b>SEED Commercial Realtor Workshop</b>	8:30 am
<b>29</b>	<b>Board Meeting</b>	12:00 pm
<b>30</b>	<b>Business After Hours- Brockton VNA</b> <i>500 Belmont Street, Brockton</i>	5:30 pm

**Coming Up November**

<b>4</b>	<b>SOMWBA Workshop</b>	11:00 am
<b>5</b>	<b>Regional Business After Hours</b> <i>Mansfield Holiday Inn, 31 Hampshire Street, Mansfield</i>	4:30 pm
<b>14</b>	<b>Government Affairs</b>	12:00 pm
<b>18</b>	<b>Financial Priorities Workshop</b>	8:30 am
<b>19</b>	<b>Annual Meeting &amp; EXPO</b> <i>Massasoit Conference Center, Route 27, Brockton</i>	
	<b>EXPO Meeting Luncheon</b>	10:30am-3 pm 12:00 pm
<b>22</b>	<b>Plymouth County/Cape Cod Railroad Excursion</b> <i>Lakeville MBTA station. See page 9.</i>	1:45 pm
<b>29</b>	<b>Brockton Holiday Parade</b> <i>Downtown Brockton</i>	TBA

**Save the Date December**

<b>3</b>	<b>Ambassador Meeting</b>	8:00 am
<b>9</b>	<b>Executive Committee</b>	3:00 pm
<b>11</b>	<b>Good Morning Metro South</b> <i>Holiday Inn, 195 Westgate Drive, Brockton</i>	7:30 am
<b>12</b>	<b>Government Affairs</b>	12:00 pm
<b>17</b>	<b>Board Meeting</b>	12:00 pm

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

Photo and print production by Mark Mahoney, The Enterprise

# GOODNews

## Celebrate the great things going on!

### Sinai Women's Auxiliary Breakfast Event

On Sunday, October 19, Sinai Women's Auxiliary presents its annual "Breakfast with Friends." The breakfast features a variety of menu items and noodle kugels (noodle puddings) made by members of the Auxiliary. This event will be held at Brenner Conference Center at New England Sinai Hospital, 150 York Street, Stoughton, at 10 am. Tickets are \$15 per person and includes entertainment and breakfast. To make a reservation, or for more information, please call 781-297-1333. Proceeds of the event support the fundraising efforts of the Sinai Women's Auxiliary.

### Conrad Appointed Chair of Board

Roy A. Conrad has been appointed Chairman of the Board of Directors of Randolph Savings Bank. He has been an integral part of Randolph Savings Bank serving in many capacities for nearly three decades. Since 1980 Conrad has been a Corporator of the Bank, was elected a Trustee in 1990, and has served on the Bank's Executive Committee since 1994.



Roy A. Conrad

Conrad ran a successful grocery business, in North Randolph, for 37 years as the Owner and Manager of Conrad's Supermarket.

### Baroni of Signature Healthcare Honored

Suzanne Baroni, Manager of the Better Beginnings Program at Signature Healthcare Brockton Hospital, has received the Community Health Workers Supervisor of the Year Award from the Massachusetts Association of Community Health Workers (MACHW). The criteria for the award includes: understanding the role and importance of community health workers (CHWs), working on integrating CHWs into the rest of the health & human service team, and being supportive of CHWs accessing trainings and classes.



Suzanne Baroni receives the MACHW Award

The Better Beginnings Program provides prenatal education, care, and support services to women in the community. Advocates provide women with a wide range of assistance including, free pregnancy testing, a link to health insurance,

interpretation, transportation, pre-natal care, scheduling doctor's appointments, delivery, and post-natal care. The program has also been instrumental in providing help for anyone in need of health care services, insurance, community resources and education on topics of concern.

### Towerfest 2008 at DW Field Park

Towerfest 2008 will be held on Saturday, October 11, 2008 (raindate Sunday Oct 12) at DW Field Park at the Tower, Oak St, Brockton from 11 a.m. to 4 p.m. Free fun for the whole family with clowns, balloons, crafts, tours, music, decorating pumpkins and so much more. For more information please call Pat 508-586-4425.

### Sinai Men's Associates Donates to Campaign

At a recent meeting of the Sinai Men's Associates, the group's president Thomas O'Connor of Randolph presented Sinai President and CEO Lester P. Schindel a check for \$5,000 representing the first installment toward the Men's Associates \$25,000 pledge to the hospital's \$6-7 million "On the Path to Excellence Capital Campaign. Campaign objectives include the renovation and modernization of patient and visitor areas and the purchase of state-of-the art technology.



Thomas O'Connor presents a check to Lester P. Schindel

### Chamber Members Participate in Tournament

The following Metro South Chamber of Commerce members were on hand at the recent Golf Classic VI tournament to benefit Old Colony Hospice as sponsors, participants or donated prizes and in-kind support: Accurounds, Baypointe Rehab & Skilled Nursing Center, BC Tent & Awning, BE Peterson, Brockton Rox, Caritas Good Samaritan Medical Center, Children's Museum of Easton, Costco Wholesale, Country Club of Halifax, Farley Funeral Home, Federal Telephone & Communication, HarborOne Credit Union, Heights Crossing Assisted Living, Milton Hospital, Mutual Bank, Philadelphia Insurance Companies, Pine Oaks Golf Course, Randolph Chrysler Jeep, Rockland Trust Company, Sovereign Bank, St. Joseph Manor, Stonehill College, Texas Roadhouse, The Community Bank, The Shaw's Center, Trufant Real Estate, Verc Rentals, Wal-Mart, W.B. Mason, Whole Person Health.

To find out about next year's tourna-

ment, please call 781-341-4147, Ext. 204, or visit us on-line at [www.oldcolonyhospice.org](http://www.oldcolonyhospice.org).

### Jeff Miller: New Director of Development



Jeff Miller

Caritas Good Samaritan Medical Center is pleased to announce the appointment of Jeff Miller as the Director of Development.

Miller was formerly the director of institutional advancement at Quaglia Institute for Student Aspirations and a former chief philanthropy officer with St. Luke's Hospital in New Bedford.

Miller, who is a Certified Fund Raising Expert is 1 of approximately 5,000 CFRE's in the country and earned the credentials by meeting a series of standards which include tenure in the profession, education, demonstrated fundraising achievement and a commitment to service to not-for-profit organizations.

Miller's past positions also include Director of Marketing and Client Relations for New England Baptist Hospital/Caregroup Occupational Health Network.

### MultiCultural Banking Center Anniversary

HarborOne Credit Union's Multi-Cultural Banking Center in downtown

Brockton celebrated its one-year anniversary in September.

Believed to be the only one of its kind in the country, the Center was created to help low and moderate-income residents, minorities and immigrants avoid predatory financial practices through education. Its creation was spurred by the growing foreclosure crisis, which has severely impacted the Brockton area.

To date, more than 450 people have taken classes at the center, including courses in all languages on the basics of personal finance, first-time home ownership, foreclosure prevention and English as a second language.

In February, Neighborhood Housing Services of the South Shore opened a HomeOwnership Center within the MultiCultural Banking Center. In August, the National Credit Union Foundation made a special trip to the Boston area to visit the Center, showcasing the innovative program as a model for credit unions around the country. For more information, call 508-895-1770.

### Wheatstone Engineering Welcomes . . .

Wheatstone is pleased to announce that Carl Shapiro, a Principal and co-founder, has been elected President of the LSP Association, an organization representing nearly 1,000 of the state's Licensed Site Professionals and associated environ-

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mental professionals.

Wheatstone is an environmental consulting firm in Braintree, MA specializing in contaminated property development, due diligence site assessment, and environmental property management issues. Mr. Shapiro also serves as Vice-Chairman of the Needham Conservation Commission.

The LSPA was formed in 1993 when Massachusetts privatized its waste site cleanup program. LSPs are professional scientists and engineers experienced in the assessment and cleanup of oil and hazardous material contamination. The Association serves as the responsible advocate of its membership with respect to regulations, policies and practices which impact the LSP profession, and advocates for issues that impact environmental professionals, local stakeholders, and the community as a whole

**John Knierim Joins Randolph Savings**



John T. Knierim

Randolph Savings Bank President and Chief Executive Officer Thomas H. Drummey has announced that John T. Knierim has joined the Bank as Senior Vice President, Chief Financial Officer.

In his new position, Knierim will oversee all financial operations of the bank.

Knierim comes to Randolph Savings from Putnam Bank, a \$495 million bank with seven locations, where he was Senior Vice President, Senior Operations Officer as well as Compliance and Chief Information Officer. He has over 20 years of banking experience including eleven years at The Milford National Bank and Trust Company where he was also Senior Vice President, Chief Financial Officer.

**Managing Your Diabetes**

On October 20, 22, 27, and 29, New England Sinai Hospital Center presents "Key to Managing Your Diabetes" from 6-8pm. The center is located at 50 York Street, Stoughton. This course is for people with type 1 or type 2 diabetes.

Provided will be vital information about keeping blood sugars normal and taking control of your diabetes. A physician's referral is needed for participation. The cost of the series is covered by many insurances. To learn more call 781-297-1385.

**Challenges of Sales Effectiveness**

On Monday, November 10 & Wednesday, November 19 the Brockton Downtown Higher Education Center presents "Challenges of Sales Effectiveness," A two-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. The Brockton Downtown Higher Education Center is located at 34 School Street. Call 508.588.9100 x 2011 or x 2013 to register.

**SEED Workshop at the Charlie Horse**

On Thursday, October 23, SEED and Mansfield Bank will hold 2 basic business workshops at the Charlie Horse, 674 Old West Center Street, West Bridgewater. 1) "Learn the Fundamentals in Planning, Preparing For, and Financing Your Business," 9am-12pm. Registration is at 8:30 am. Breakfast and lunch included. 2) Understanding the Purpose of Financial Statements and How They Can Help Determine the Health of Your Business." 1-4pm. Call Tamarah at SEED at 508-822-1020 to register for one or both sessions.

**St. Joseph Manor Dinner Show**

On Saturday, November 15, St. Joseph Manor will present a dinner show. Come for a night of food, drinks, and fun! The show venue is Massasoit Conference Center in Brockton. Cocktails start at 6:00 p.m and the Dinner and Show start at 6:30 p.m. The cost is \$65.00/per person or \$600.00/per table of ten. The show is entitled "The Wake of Matty O'Malley." The world is never going to be the same without

Matty! Singing and shenanigans! Dance the Keel Row, listen to funny eulogies, and help console his poor widow. You'll shed tears of laughter with this long running and great interactive show!

Tickets are available at St. Joseph Manor, 215 Thatcher St., Brockton, by calling 508-583-5834, or emailing bdillon@sjmbrockton.org

**Welcome George Washington Toma**

After 55 years in its Weymouth location, George Washington Toma TV and Appliance has opened a second store in Brockton. The family owned and operated home appliance and electronics retailers has purchased Central Stores, which was founded by the Karp family in 1927.

Known throughout the region for the jingle "There's Always A Toma to Talk To," George Washington Toma is the largest independent TV and appliance store on the South Shore. "Our business continues to grow, helped in part by the tremendous success of Boston sports teams. Everyone wants to see [the games] on big screen televisions," said George Anthony Toma, Founder. Toma offers a wide assortment of appliances for the kitchen and home, as well as televisions and electronics. They are part of a seven billion dollar buying group which enables them to offer their products at a price that is competitive with the larger chain stores.

The new George Washington Toma is located at 5 Westgate Drive, Brockton. For more information, visit www.gwtoma.com.

**Hancock Teacher Named Teacher of the Year**

Allison MacDonald, a teacher at the Hancock School in Brockton, was named the local Teacher of the Year by the Brockton Wal-Mart store. The award was given as part of Wal-mart's 12th annual Teacher of the Year program and included a \$1,000 grant for the Hancock School, a \$100 gift card for MacDonald to buy classroom supplies, a Teacher of the Year polo shirt and a certificated of appreciation.

A Brockton High graduate, MacDonald has taught at the Hancock School for 7 years. She was nominated for the award by Calvin Duncan who was in her 3rd grade class last year.

Sine Wal-Mart Teacher of the Year began in 1995, more than 30,000 outstanding teachers have been honored. Wal-mart contributed more than \$67 million toward education. Of that, \$29 million has gone directly to local school, as will another \$5 million this year.

**MA Conference for Women**

The Massachusetts Conference for Women will be held on Thursday, December 11 at the Boston Convention & Exhibition Center from 7:30am-5pm.. Speakers to include Holly Robinson Peete, Actress and philanthropist, Leslie Stahl, Journalist, Joni Evans, Esteemed publisher, Mary Wells, Iconic advertising executive, and Marianne Williamson, Internationally acclaimed author and lecturer. Tickets are \$135 through November 11. Prices will increase starting the 12th. To register or for more information, visit maconferenceforwomen.org or call 866-747-2899.

**United Way Announces Campaign Chairs**

The United Way of Greater Plymouth County is pleased to announce that Ed Santos, President of the Plymouth Industrial Development Corporation, and Mayor James E. Harrington, City of Brockton, have agreed to be this year's United Way Campaign Co-Chairs. The 2008/2009 United Way Campaign Goal is to raise \$1,650,000. For more information on the United Way and how you can donate, visit www.uwgpc.org.

**Children's Museum Golf Tourney**

On Monday, October 13, the Children's Museum in Easton present "Play fore Kids Multi Generational Golf Tournament" at 2pm at the Easton Country Club. Enjoy 9 holes of golf, putting, family cookout, golf contests, raffles and award ceremony. All proceeds from this fundraiser will benefit the Children's Museum's service and outreach programs. To register, call (508) 230-3789, or visit www.childrensmuseum-easton.org.

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

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Good Morning Metro South  
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works with organizations to provide research and consultation on flexibility, work-life balance and other workforce management issues. The award will be presented to KBA, Inc., located in Framingham with Honorable Mention going to HarborOne Credit Union in Brockton. (See page 1).

Good Morning Metro South is being sponsored by Signature Hospital. Signature Healthcare is Southeastern Massachusetts' largest integrated healthcare systems with more than 550 providers and 2,500 employers. It is a private, not-for-profit 253-licensed bed, community teaching hospital providing a full spectrum of pediatric and adult care services. Last year, Signature Healthcare had nearly 62,000 emergency visits.

As always, the GMMS breakfast program is a great networking opportunity. Guests are encouraged to stay for the informal networking immediately following the program. Register by calling Kim at 508.586.0500 x 231. The cost is \$20 for members and \$25 for non-members.

### Buildings Eyed for Museum and Cultural Arts Center



City and business officials have been meeting with the owners of the world's largest black doll collection over the past few months. The group is exploring possible sites for the attraction. The museum and related cultural arts activities are expected to generate significant interest in the community. The current proposal calls for artist loft housing, studio/classroom space, museum exhibit and retail areas and a 350 person theatre. Design by David Silverman, map-lab Inc.



### 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.

### Westgate Mall to Boast New Movie Theatres



Brockton will once again become a destination for movie buffs from throughout the region. Macy's has moved its retail store to the other end of the Mall to make way for a new state of the art movie theatre complex. Construction has begun and the new theatres are expected to open in 2009.

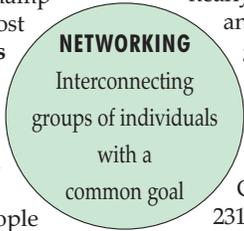
### 9 Chambers to Combine Networking

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.

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 **NET-WORKING!** Don't forget your business cards.



Sponsored by:



# AD

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781.767.2244 (f)



Shelley Tierney  
OWNER

SERVING AREA BUSINESS SINCE 1975

# International Trade at Recent Breakfast



Leslie Schweitzer, Senior Trade Advisor, US Chamber of Commerce



Paula Murphy, Founder & Director, MA Export Center



Cheryl Opper, School on Wheels



Good Morning Metro South attendees enjoy a delicious breakfast buffet at the Holiday Inn, Brockton



Leslie Schweitzer, US Chamber of Commerce, converses with program emcee Fran Dillon of StoneHill College

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

Sponsored by:



The crowd at the Breakfast enjoys networking opportunities



Mayor James Harrington and Dennis Carman of United Way of Greater Plymouth County, the program sponsor, are interviewed by Christine Karavites



Dennis Carman, Sponsor, United Way of Greater Plymouth County, Paula Murphy, MA Export Center, Leslie Schweitzer, Senior Trade Advisor, US Chamber of Commerce, Cheryl Opper, School on Wheels, and Christopher Cooney, Chamber President/CEO

## Last Chance to Advertise- Book For Business

Don't miss your last opportunity to place a 2009 Book For Business Advertisement. The book is distributed to all chamber members, real estate offices, town offices, colleges, hotels and families interested in relocating to the area. Your ad will be listed in close proximity to your free business directory listing and is sure to give you a leg up in 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. For examples from last year's book, visit [www.metroouthchamber.com/ads2008.pdf](http://www.metroouthchamber.com/ads2008.pdf)

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

## Students Showcase Their Creativity



Left: Students in the My Enterprises/Artists for Humanity program discuss their work at the Fuller Craft Museum in Brockton. My Enterprises is an entrepreneurial incubator for young people in Brockton and surrounding towns. The new nonprofit serves 15-21 year olds through a powerful, paid program focused on artistic rigor, real-world relevance, and adult relationships. My Enterprises has teamed with Artists for Humanity in Boston which has provided thousands of Boston teens with the keys to self-sufficiency through paid employment in the arts. The summer project is working to expand the program into the fall. To learn more, go to [www.afhboston.com](http://www.afhboston.com).

## IP Telephony Workshop

Michael Zygiel, President of Federal Telephone and Communications will present a workshop on IP Telephony on **Thursday, October 9, 8:30 am-11am** at the Metro South Chamber of Commerce in Brockton.



Today's businesses face never ending challenges of not only choosing the right communications products and services available, but also understanding how the different types of converged voice and data equipment will work best in their office environment. Michael will discuss the types of connectivity between you and outside world available through the internet and existing voice networks. He will talk about the difference between IP, traditional, and cellular technologies and how an entrepreneur can best use these technologies to increase productivity and enhance their bottom line. Learn about the most popular methods businesses can use to control their costs including the bundling of services, different carrier services that are offered, and exciting technologies including T1, DSL, Internet Protocol (IP) and Cable services. Also discussed will be the uses of traditional telecommunications systems as well as newer IP based communications equipment. Visit [www.fedphone.com](http://www.fedphone.com).

If you would like to attend, contact **Lisa** at 508.586.0500 x 225.

[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."*



## Ambassador Meeting: Membership Drive

The next **Ambassador Team meeting** will take place in the form of a Membership Drive on **Thursday, November 6** at Stonehill College in Easton. November's Ambassador meeting will return to its normal time and location at 8am on Wednesday, December 5 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. For more information on the Metro South Chamber Membership Drive, see the back page.

## PAETEC Holding Corp.

175 Crossing Boulevard, Suite 300  
Framingham, MA 01702  
(508-532-7001)  
www.paetec.com

**Year Established:** 1998

**Products or Services:** PAETEC's core offerings portfolio spans data, voice, and Internet communications services. Our value-added solutions portfolio encompasses data center solutions, communications management software, equipment, network security solutions, and exclusive financing programs.

**Number of Employees:** PAETEC employs almost 4,000 service ambassadors who advocate for customers every day.

**What is unique or special about your firm and the products and services you offer?** PAETEC is a national communications solutions partner to business-class customers, delivering unmatched service and personalized solutions. PAETEC is the premiere alternative to the ILECs based on our nationwide footprint, breadth of products and quality of service.

Our philosophy of personalizing business communications is at the heart of what PAETEC does. We take pride in supplying the most appropriate solution for each customer based on their individual needs, and our dedicated service professionals work diligently to ensure complete satisfaction.



**What is your market area?**  
Telecommunications

**What markets do you serve?** 82 of the top 100 Metropolitan Service Areas

**Please list awards, honors or special recognition your firm has received:** ISO-certified customer care processes, PAETEC acts as a trusted advisor and builds long-term customer relationships, proven by 99.7% customer retention rate, Received "American Business Ethics Award (mid-size company)" in 2005 from Society of Financial Services Professionals, PAETEC ranked #66 among world's 125 Best Training Programs in 2007, per Training magazine, 2007-Named "Most Innovative Competitive Carrier" by New Paradigm Resources Group, 2006 and 2007- Named "Corporate Stewardship" finalist by US Chamber of Commerce Center for Corporate Citizenship, 2008-"Cisco Customer Satisfaction Excellence," from Cisco customer surveys.

**What is your main business objective concerning your customers and the business community?** PAETEC's corporate mission is to be the most customer and employee-oriented communications provider. Giving back to our communities is a way of life at PAETEC. Whether its having our people serve on Boards of local non-profits, providing sponsorships of events, or putting together walk teams to support a favorite cause, our caring is a large part of our culture.

## WINNING Executive Brief

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



**Thursday, October 23, 2008**  
12:00 pm - 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

## Women's Leadership Exchange

**Tuesday, October 21**  
8 am - 4 pm  
IKEA Store, 1 IKEA Way, Stoughton



This Conference is for women who want to grow their businesses, women who want to expand their professional network, and women who want to learn from business experts and each other.

This year's program includes guided opportunities for networking, collaboration and forging partnerships and alliances, case studies so you can learn from exceptional women who build or lead multi-million dollar businesses and stories of growth that will renew your sense of purpose and provide new ideas to propel your business success. Connect with successful CEO's and top executives with our "quick Connections" program designed to help you meet like-minded women. Also including is speed coaching where you will receive personalized coaching

from WLE Growth Gurus for 5 minutes each throughout the day. Move from expert to expert and consult with leaders in the fields of marketing, business law, management, leadership and more.

Speakers include **Helen Freiner**, Chairman and co-founder of iRobot and the popular Roomba vacuum cleaning robot, **Judy George**, Entrepreneur author, public relations whiz, and design guru, **Nancy Michaels**, nationally known business development coach, author, speaker and consultant to women and minority business owners, and **Lynn Robinson**, leading business intuition coach, and author, Trust Your Gut: How the Power of Intuition Can Grow Your Business.

For more information and to register, call 888-937-5800 or visit [www.womenleadershipexchange.com](http://www.womenleadershipexchange.com)

## Dale Carnegie Communication Training

**12 Consecutive Weeks, 6-9:30pm**  
**First Session: October 28**  
**Courtyard by Marriot, 200 Technology Center Drive, Stoughton**

Look around and you at successful business people, world leaders, professional athletes and entertainers. You'll find a high number of Dale Carnegie Course graduates. Dale Carnegie has transformed the lives of over 5 million graduates.

Through a proprietary process that uses team dynamics and intra-group activities, the course will help you master the capabilities demanded in today's tough business environment. You'll learn to strengthen interpersonal relations, manage stress and handle fast-changing workplace conditions. You'll be better equipped to perform as a persuasive communicator, creative problem-solver and focused leader. You'll develop a take-charge attitude that

allows you to initiate with confidence and enthusiasm. Move beyond your comfort zone as you stretch for and attain ambitious new goals.



Dale Carnegie Training research has identified the key attributes that distinguish top performance. These attributes have been incorporated into a process that coaches you through a four-phase continuous improvement cycle.

The cost to enroll is \$1,995, but Metro South Chamber members will receive \$200 off. Team discounts are available. To register, contact Janet at 781-894-2700 x 241. Visit [www.boston.dalecarnegie.com](http://www.boston.dalecarnegie.com) for more information.

# Networking at the Residence Inn Marriott



Christopher Cooney, Chamber President & CEO, Raffle Winner, Joe Kameese, American Business Connection, Raffle Winner Edna Roche, All Shine Cleaning, Rosa Torres, General Manager at the Residence Inn by Marriott, and Rob Peters, Rob Peters Entertainment. Raffle prizes provided by the Residence Inn and Rob Peters Entertainment.



More than 75 people enjoy the networking and refreshments at the Residence Inn Marriott



Doug Palmacci, Embroidme and Jim Thomas, Jim's Appliance & Drain Cleaning



Gail Mello, Brockton Visiting Nurse Association and Charmaine Hewitt, A Touch of Love Floral



Phil Capone, Signature Healthcare and Gay Martin, New England Sinai Hospital



Studio Suite with Full Kitchen

# New Rail Stations Proposed

Transportation and Public Works (EOT) has released a Station Siting Report recommending 18 proposed station locations for the South Coast Rail Project.

The EOT has worked with South Coast communities and the Southeastern Regional Planning and Economic Development District (SRPEDD) to identify potential rail and bus station sites. The routes served by the potential stations are Attleboro, Middleborough, the Attleboro-Middleborough Hybrid, Stoughton and Rapid Bus. (Stations are listed below.)

EOT anticipates that the draft state Environmental Notification Form and federal Notice of Intent will be filed in mid-November, followed by joint public meetings. EOT will conduct a series of Station Workshops in South Coast communities with proposed stations between November 2008 and February 2009. Community leaders and people from neighborhoods close to the proposed stations will be invited to the workshops to contribute ideas for the stations.

[www.southcoastrail.com](http://www.southcoastrail.com)

### Recommended Metro South Stations

- **East Taunton** - Attleboro or Stoughton rail alternatives, current Target Plaza, with future transit-oriented development.
- **East Taunton** - Middleborough and Attleboro-Middleborough Hybrid rail alternatives, located at the current Mini Golf site.
- **Taunton** - A multi-modal transportation center with transit-oriented development close to downtown Taunton, serving the Stoughton rail alternative.
- **Taunton Depot** - A multi-modal transportation center with transit-oriented development in downtown Taunton, serving the Attleboro and Attleboro-Middleborough hybrid alternatives, currently located at the GATRA/ Oak Street site.
- **Whittenton** - A station in Taunton with mill redevelopment potential, serving the Whittenton variation of the Stoughton rail alternative.
- **Galleria Station** - A bus-only station located in the current Saturday overflow parking lot at the Galleria Mall in Taunton
- **Raynham Park** - A station located at the Dog Track in Raynham that has potential for large-scale transit-oriented development, serving the Stoughton rail alternative.
- **Easton Village** - A village-style station with limited parking in downtown Easton, close to the historic train station, serving the Stoughton rail alternative.
- **North Easton** - A regional parking station in the Roche Brothers Plaza and serving the Stoughton rail alternative.

# SOMWBA Workshop



November 4, 10:30 am - 1:30 pm

Metro South Chamber of Commerce, 60 School Street, Brockton

The State Office of Minority and Women Business Assistance (SOMWBA) reviews the eligibility of minority and women business enterprises, and minority and female controlled non-profits, to participate in affirmative purchasing and contracting opportunities. Workshops are required for all interested principals of minority and women businesses or nonprofit organizations applying for certification through the State Office of Minority & Women Business Assistance. Businesses that are at least 51 percent owned and controlled by minority or female principals, or non-profits that are at least 51 percent controlled by minority or women board members may be eligible for SOMWBA certification.

### WHAT THE WORKSHOP WILL COVER...

- Business Affirmative Market Programs
- SOMWBA's certification application
- Explanation of regulatory language & criteria necessary to be certified
- Required documentation for certification
- Explanation of the certification process

### WHO SHOULD ATTEND...

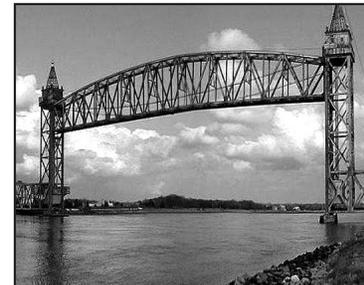
- The eligible owner/principal of any minority or women business enterprise.
- All those assisting in the SOMWBA certification process (such as your attorney, business advisor, or accountant)

Pre-registration is required. To register, visit [www.somwba.state.ma.us](http://www.somwba.state.ma.us) or call 617-973-8692.

# Chamber Charters Cape Cod Railroad

All Aboard! Saturday, November 22, 1:45 pm - 5:00 pm

A special railroad trip for Metro South Chamber of Commerce and Rotary International Members is planned for Saturday, November 22nd. The express train ride will leave from the Lakeville MBTA station at 1:45 pm and travel along a beautiful rail line featuring forests, wetlands and cranberry bogs. The train will traverse the unique counter-weight railroad bridge spanning the Cape Cod Canal and continue through Sandwich Village. After a brief pause, the train will return to Lakeville at 5:00 pm via the same route while passengers enjoy a tasty lunch aboard the wonderfully restored dining cars of the Cape Cod railroad. This is a very special charter that is the first to be permitted in more than forty years. Tickets are \$45.00 and will be sold to Chamber members and Brockton Rotary Club members only. To purchase tickets, please contact the Chamber at 508.586.0500 x 231.



# West Side Foods Re-Opens

West Side Foods, under the ownership of George Arvantidis, has recently renovated its facility at 35 Torrey Street, Brockton. It is now re-open for business. Call 508-588-1331 or visit [www.westsidemenu.com](http://www.westsidemenu.com) for more information and a menu.



# WELCOME *New Members*

## Making an Investment in Our Community

**Baystate Financial Services**  
Mr. Jack McIntosh  
One Exeter Plaza, Suite 1400  
Boston, MA 02116  
617-585-4504  
*Financial Services*

**Brockton Clean Energy/  
Advanced Power**  
Mr. Ronald Kelly  
90 Main Street  
Brockton, MA 02301  
617-456-2206  
www.brocktoncleanenergy.com  
*Energy Management*

**Business Financial Solutions, Inc.**  
Mr. Ronald Kelly  
2 Canton Street, Suite 314A  
Stoughton, MA 02301  
781-341-6262  
*Business Consulting Services*

**George Washington Toma TV &  
Appliance**  
Mr. George A. Toma  
1353 Commercial Street  
Weymouth, MA 02189  
781-335-6435  
www.gwtoma.com  
*Appliances*

**System Solutions Group, Inc.**  
Mr. Jonathan Dost, Sr.  
100 Solitude Drive  
Taunton, MA 02780  
508-967-7022  
www.ssgc.com  
*Computer Software Services*

*To join the Chamber,  
Call 508.586.0500 x 225*

# 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,  
PC.  
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

## Brockton Holiday Parade Call for Floats



### Saturday, November 29, 2008

The 2008 Holiday Parade in Brockton will take place in Down-town Brockton on Saturday, November 29.

Any float, musical organization or marching procession is welcome to participate. Awards will be given out for the best floats and marchers. Registration is free and open to all, so be sure to register your organization today! The Cut off date is November 15th. Call 508-587-4322 for more information.

## MEMBER *Profile*

### Servepro of Weymouth, Quincy, Hingham & Brockton

86 Finnell Drive  
Weymouth, MA 02188  
www.servpropfweymouth.com

*Year Established:* 1988

*Products or Services:*  
Disaster Restoration & Professional  
Cleaning

*Number of Employees:*  
50

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

We offer speciality cleaning in addition  
to emergency fire and water clean up

*What is your market area?*  
Boston and the South Shore



Jean Roche, Marketing Representative

*What markets do you serve?*  
All of South Eastern New England

*Please list awards, honors or special  
recognition your firm has received:*  
Francise of the Year. Out of 1387  
nationally, we are ranked 3rd.

*What is your main business objective  
concerning your customers and the  
business community?*

To give the best service at a reasonable  
price.

## Brockton Chronicled



Christopher Cooney, Chamber President, Camera man from  
Chronicle, Mayor James Harrington, City of Brockton, Ray  
Ledeux, Chair of the Chamber Board and Jason Potts,  
Chronicle

The popular television show, Chronicle, spent a full week in Brockton during September. The show will highlight some of Brockton's recent developments including loft housing, green building, solar power generating facilities and new restaurants. The Chronicle film crew climbed to the very top of the stately and historic Brockton City Hall to film the cityscape from the roof. The show will also feature the Brockton High School Football team in a recent game against Boston College High School. The television show will air on channel 5, later this year.

## Nurse Entrance Exam Course

Southeastern Technical Institute in partnership with the Mayor's Higher Education Collaborative and the Metro South Chamber of Commerce will offer its Practical Nurse Entrance Exam Preparation Course on **Mondays and Thursday from October 20th - November 13th** from 3:00- 5:00 pm at the **Metro South Chamber of Commerce, 60 School Street** in Brockton.

Medical Facilities that have staff applying to the Practical Nurse Program or individuals applying to take the Placement Exam can sign up for the course close to home and work in downtown Brockton. The course prepares individuals to do their best on the placement exam

and includes the review of Algebra, English (Reading Comprehension and Writing) and Science including Biology, Chemistry and General Science. Classes are taught by math, English and Science instructors. Cost for the four week program is \$140.00 and includes the TEAS Study Review Book (\$40.00).

The TEAS test date for the Practical Nurse Entrance Exam is Saturday, December 6 at the Southeastern Technical Institute, 250 Foundry Street, South Easton, MA.

For information contact Southeastern Technical Institute at 508.230.1575 or Christine Karavites, Coordinator, the Mayor's Higher Education Collaborative at 508.982.4276.

# Brockton VNA to Host After Hours



Please join us on **Thursday, October 30, 5:30 pm - 7:30 pm** for a Business After Hours networking event at the

**Brockton Visiting Nurse Association, 500 Belmont Street, Brockton.**

The Brockton Visiting Nurse Association is a Medicare certified nonprofit home health care organization covering cities and towns throughout Southeastern Massachusetts. For more than 100 years (incorporated in 1904), the Brockton VNA has provided care and support to people of all ages in their homes. Services include nursing, physical therapy, occupational therapy,

speech/language pathology, dietician and nutritional counseling, home health aides, medical social workers and the Caring for Kids Program, a unique model of home care for medically children. The Brockton VNA today makes thousands of visits annually. Patients rely on Brockton VNA's experience, quality care and results. Contact Brockton VNA by calling 508-587-2121 or 800-295-6341.

The cost to attend is \$5 for members and \$10 for non-members. If you would like to register, please call Kim at 508.586.0500 x 231. You may also register online at [www.metroouthchamber.com/register.html](http://www.metroouthchamber.com/register.html). As always, remember to bring your business cards!

# Greek Festival Draws Many To Brockton



The Annunciation Greek Orthodox Church of Brockton recently held its Annual Greek Food Festival. A large crowd came out over the 4 days to enjoy the world famous greek cuisine, the bazaar/marketplace, and Greek music and dancing.

# SEED Commercial Realtor Workshop

**Tuesday, October 28, 8:30 am - 9:30 am**

**Metro South Chamber Office, 60 School Street, Brockton**



This seminar is designed especially for commercial real estate

brokers. The presentation will be given by representatives of South Eastern Economic Development (SEED) Corp., a non-profit corporation certified by the United States Small Business Administration (SBA).

SEED's presentation at the Chamber will focus on the SBA 504 Program. Commercial real estate brokers will then be able to provide their clients with alternative commercial financing opportunities. SEED will also discuss its Broker Referral Program.

Under various programs, SEED makes loans from \$5,000 up to \$4 million to assist small businesses to grow and create jobs throughout the region. This past year, SEED made 143 small business loans totaling \$47.7 million, leveraging another \$69.4 million in bank financing and private funds, and assisting in the creation of 785 new jobs.

To register for the free presentation, call the **Lisa at the Chamber** at (508) 586-0500 x 225.

## SBA 504 Program

- Lowest Possible Fixed Interest Rate: 6.4% for 20 Yrs; 6% for 10 Yrs
- No Up Front Deposit
- Up to 90% Financing to Buy, Construct or Improve Commercial & Industrial Buildings or Buy and Install Heavy Machinery & Equipment
- Bank provides 50%; SEED provides up to 40%
- All Eligible Costs Rolled into SBA 504 Loan
- 24 Hour Pre-Qualification / 3 Day SBA Approval
- No Application Form to Complete
- Quick & Efficient Turn Around
- Other Loans up to \$100,000 @ 5.9% Fixed
- Most Businesses Are Eligible

For more information on the SBA 504 Program, please call (508) 822-1020 or visit [www.seedcorp.com](http://www.seedcorp.com).

# Chamber Welcomes Kathryn Sayles



Kathryn Sayles

The Chamber is pleased to announce the addition of Kathryn Sayles to its staff as the new Connecting Activities Program Coordinator. Within this role, Kathryn will focus on creating a competitive workforce by providing young people with business experience. This new position compliments the recent decision to incorporate competitive workforce issues into the Chamber's Economic Development division. Kathryn recently graduated Magna Cum Laude from the University of Massachusetts Amherst with a B.A. in Psychology and a minor concentration in Portuguese, which she speaks fluently. For more information about the Connecting Activities Program, contact Kathryn at 508.586.0500 ext. 229 or via e-mail at [ksayles@metroouthchamber.com](mailto:ksayles@metroouthchamber.com).



Connecting Activities Staff  
Shailah Stewart, Brockton High School Liaison, Brian Hannon, Youth Services Director, BAWIB, Christine Evans, East Bridgewater High School Liaison, Georgia Clancy, Whitman Hanson Regional School Liaison, Nicholi Ibello, MCAS Outreach Coordinator, Youthworks, and Kathryn Sayles, Connecting Activities Coordinator

# Chamber Promotes Workforce Summit

You are invited to a Southeastern Massachusetts Workforce Development Summit, "Working Together," A Massachusetts Workforce Strategies Initiative.

**Thursday, October 23, 8:30 am - 12pm**

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

The featured speakers are **Suzanne M. Bump**, Massachusetts Secretary of Labor and Workforce Development and **Paul Harrington**, Associate Director of the Center of Labor Market Studies at Northeastern University. Interactive breakout sessions include Job Readiness for Immigrants, Training Resources Available Now, High Education Skills Gap and Growth in the Region.

This statewide initiative will bring leaders in business, education, government and workforce development together to develop concrete plans and partnerships to fill jobs that are in-demand in each region of the state and to develop pathways to skills and opportunities that lead to success in our economy. The Center for Labor Market Studies at Northeastern university will present new southeastern Massachusetts labor market data to assist regional partners in developing strategies to solve workforce challenges.

Registration is free and includes a complimentary full breakfast. Please RSVP by October 10 by calling 508-531-1437 or emailing [connect@connectsemass.org](mailto:connect@connectsemass.org)

# Hospital Association CEO Generates Business Community Interest



Lynn Nicholas, President & CEO, Massachusetts Hospital Association

Lynn Nicholas, president and CEO of the Massachusetts Hospital Association met with two dozen Chamber members recently in Brockton. The topic was comprehensive health care and rising health insurance costs. Many employers mentioned how insurance premium increases are placing a burden on small business owners. Ms. Nicholas captured front page headlines in the Enterprise Newspaper with her comments concerning sharing responsibility for cost controls with doctors and health care plan providers. The meeting was held at the Chamber as part of the Chamber's monthly Government Affairs program. The next meeting is scheduled for the Chamber on Friday, November 14th at noon.



# NETWORK YOUR BUSINESS TO NEW OPPORTUNITIES!

## Membership Drive

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

- 1 **FREE** member listing in the *Action Report* newsletter distributed to over 47,000 homes and businesses through the Enterprise newspaper - **\$100 value**
- **FREE** set of membership mailing labels - **\$150 value**
- 2 **FREE** listings in the 2009 Metro South Book for Business - **\$150 value**
- **FREE** listing in the Chamber online directory with a hot link to your business website - **\$100 value**
- **FREE** admittance to your first two Chamber Business After Hours networking events - **\$20 value**
- 5 **FREE** 30 second radio spots on WXBR Radio AM 1460 - **\$250 value**
- **FREE** Business Card Ad in the Action Report - **\$250 value**

The Chamber of Commerce is the leading voice of business. Contact us today to put the Chamber to work for you!  
Call Lisa at **508.586.0500 ext. 225** for more information.

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

## BUSINESS EVENTS *Planner*

### October 22

#### 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 while becoming informed about important topics

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

Please RSVP at 508.586.0500 ext. 231

### October 30

#### Business After Hours

5:30 pm - 7:30 pm

##### Brockton Visiting Nurse Association

500 Belmont Street, Brockton

This is a great networking event in a casual setting. Refreshments will be served. Do not forget your business cards.

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

Please RSVP at 508.586.0500 ext. 231

### November 5

#### Regional Business After Hours

4:30 pm - 7:00 pm

##### Mansfield Holiday Inn

31 Hampshire Street, Mansfield

Network with 9 Southeastern Massachusetts Chambers. Don't forget to bring your business cards.

Tickets: \$free for members, \$10 non-members

Please RSVP at 508.586.0500 ext. 231

### IT'S EASY TO REGISTER!

508-586-0500 x 231

508-587-1340

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

Send reservation and payment to:

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



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

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

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

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

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

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