

# Actionreport



October  
2012

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.



Joe Sullivan, page 6



Donzilia Soares, page 10



Kenneth Olivieri, page 11

## CONTENTS

|                    |    |
|--------------------|----|
| Calendar of Events | 3  |
| Good News          | 4  |
| Ribbon Cuttings    | 6  |
| Renewing Members   | 10 |
| New Members        | 10 |
| Member Profiles    | 12 |

Designed by  
Alison van Dam

## October Breakfast to Feature Future Transportation

*Good Morning Metro South - Thursday, October 25, 7:30 am - 9:00 am*

The next edition of the Good Morning Metro South series will take place on Thursday, October 25, 7:30 am - 9:00 am at the Conference Center at Massasoit, 770 Crescent Street, Brockton.

### Featured Speakers:



**Richard A. Davey**  
**MassDOT Secretary & Chief Executive Officer.**  
Secretary Davey, appointed by Governor Deval Patrick in September 2011, works to provide a safe, reliable and efficient transportation network for residents of the Commonwealth.



**Janet Kavinsky, Executive Director, Transportation & Infrastructure, U.S. Chamber of Commerce.**  
Kavinsky leads the U.S. Chamber's efforts related to maintaining, modernizing, and expanding transportation & infrastructure.

Sponsored by Brockton Area Multi Services (BAMSI). BAMSI is one of the largest employers in the Metro South region. With a workforce of more than 1,500 and an annual operating budget in excess of \$60,000,000, BAMSI is one of the largest minority non-profit organizations in Massachusetts. Incorporation in 1975, BAMSI is a multi-service agency with 102 program locations throughout Massachusetts. BAMSI supports nearly 20,000 individuals per year through community resources and public health services; residential and day programs for those with developmental disabilities and brain injuries; elderly services; child and family support services; individual and family counseling; and intensive mental health services.

Sponsored by:



The cost to attend the Good Morning Metro South Breakfast is \$25 for members and \$35 for future-members and includes breakfast and networking opportunities. As always, don't forget your business cards! Register online at [www.metroouthchamber.com/calendar-registration](http://www.metroouthchamber.com/calendar-registration) or by calling Kim Prosper at 508.586.0500 x 231, or email [kprosper@metroouthchamber.com](mailto:kprosper@metroouthchamber.com) for more information.

## Thousands Cheer New Rocky Marciano Statue

*Siskind, Papadopoulos and Murphy represent Chamber Board in organizing activities.*



Steve Damish, The Enterprise, stands in front of Rocky Statue



Boxer Larry Holmes and Larry Siskind, Committee Chair



Announcer Don King and Kimberly Prosper, Metro South Chamber



World Boxing Council led by President Jose Sulaiman (left)



Rocky Marciano Sculptors (see page 7), Mary Waldron, Brockton 21st Century Corporation, City Councilor Todd Petti and Christopher Cooney, Chamber President & CEO

Chamber staff as well as Board of Directors Larry Siskind (Law Office of Larry Siskind), Andrea Dr. Papadopoulos (Arista Associates), and Jim Murphy (GeoInsight) took part in planning the Rocky Marciano Statue weekend in Brockton, September 21-23. In attendance were residents, celebrities, media, elected officials and more.

To donate to the Rocky Marciano Statue Committee, visit [www.rockystatue.org](http://www.rockystatue.org).

See page 2 for information on the Committee, purchasing limited edition Rocky Marciano prints and to see a list of Chamber thanks.

## 99<sup>th</sup> Annual meeting

*Wednesday,  
November 14, 2012*

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

### Annual Meeting Luncheon

**12:00 pm - 1:45 pm**



Dr. Robert L. Caret

We invite you to join over 400 business people and community leaders to celebrate businesses working together for the future of the

Metro South Region.

This entertaining and informative meeting will feature keynote speaker Dr. Robert L. Caret, President of the University of Massachusetts. In addition, there will be Economic Impact Award presentations, fun and exciting raffles and valuable networking opportunities.

Tickets are \$45 for members and \$55 for future-members.

### Business EXPO

**10:30 am - 12:00 pm**

**1:45 pm - 3:00 pm**

Explore products and services of value to your business and make profitable business contacts. Over 70 exhibitors are expected. Be sure to make time before or after the Annual Meeting to visit the Expo.

### Reserve Your Booth Space:

Expand your business and reach over 500 people at the Business-2-Business Connection Expo. The Expo was designed as a personal table top Expo for local businesses. Your organization will be provided with meaningful opportunities to promote your business while keeping your budget in mind.

**For more information on the Annual Meeting Luncheon or Expo, see page 8**



## Networking at Bath Fitter in W. Bridgewater

Thursday, October 11, 5:30 pm - 7:30 pm

Please join us on Thursday, October 11 from 5:30pm – 7:30pm for a Chamber Business After Hours networking event at Bath Fitter located at 25 Turnpike Street in West Bridgewater.

Bath Fitter helps you plan a bath renovation on a budget. With over 18 years of experience, Bath Fitter tailors each acrylic bathtub liner, tub-to-shower conversion and shower enclosure to fit your unique bathroom.



Schedule your free-in-home estimate today, or visit [www.bathfitter.com](http://www.bathfitter.com).

Bring your business cards and join us for an evening of networking, refreshments, and more in the Bath Fitter bathroom design showroom. Register online at [metrosouthchamber.com](http://metrosouthchamber.com), or contact Kimberly Prosper, [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com), 508.586.0500 x 231. This event is complimentary, but pre-registration is required.

## EquipNet Relocates World Headquarters

Ribbon Cutting Ceremony • October 24, 3:00 pm  
5 Dan Road, Canton

Join EquipNet and the Metro South Chamber as we celebrate EquipNet's relocation of their world headquarters to a new 100,000 sq foot facility located at 5 Dan Road in Canton, MA on Wednesday, October 24, 2012 from 3:00 pm- 4:00 pm.

Following the ribbon cutting and photo opportunity, there will be refreshments, tours and networking.

Since the company was founded in May, 1999, EquipNet has become a global leader in helping companies buy, sell and manage their surplus equipment. The EquipNet workforce has grown from 2 original employees to a staff of 115 people with offices in

**EQUIPNET** Canada, Latin America, the UK, Europe, India and Asia. The EquipNet MarketPlace has become the world's largest online venue for buying and selling pre-owned laboratory instrumentation and manufacturing equipment in the pharmaceutical, biotech, chemical, food, beverage and personal care sectors. EquipNet's mission is to revolutionize the way Massachusetts companies and global corporations manage their surplus assets, helping them to be both ecologically green and economically wise.

To RSVP for the ribbon cutting, contact Julie Baker at [jbaker1@equipnet.com](mailto:jbaker1@equipnet.com), 781-821-3482.

## Limited Marciano Prints to Benefit Champions Park

Proceeds to Benefit Rocky Statue Foundation & Champion Park



Special limited edition Stanley Bauman reprints are available for purchase. All posters are 24" x 32, mounted, and are available for \$150 each. Pictured images are available, as well as others. Proceeds will benefit Champions Park, which will include a 27 foot long landscaped walkway, 10 foot wrought iron arch and a 32 foot wide circle of brick pavers. At the center will be the 22 ft Rocky Marciano Statue. \$250,000 are needed for the infrastructure and maintenance costs of the park. For more information and to see available prints, contact the Chamber, 508.586.0500 x 227, [ycardoso@metrosouthchamber.com](mailto:ycardoso@metrosouthchamber.com).

## Business After Hours at Mutual Bank

Wednesday, October 17, 5:30 pm - 7:30 pm



Join us for networking and refreshments at a Business After Hours on Wednesday, October 17, 5:30 pm - 7:30 pm at Mutual Bank, 777 Belmont Street, Brockton.

Over the years, Mutual Bank has been committed to serving the communities' needs first. The communities that Mutual Bank serves have responded with a resounding vote of confidence by doing business with the Bank. For more information, visit [www.mymutualbank.com](http://www.mymutualbank.com).

This event is complimentary to attend, however, pre-registration is required. Reserve your space online at [metrosouthchamber.com](http://metrosouthchamber.com), or contact Kimberly Prosper, [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com), 508.586.0500 x 231.

## DCAM Certification Application Workshop

Tuesday, October 16, 8:30 am - 11:00 am  
Metro South Chamber, 60 School Street, Brockton



The DCAM workshop is geared to assisting the MBE/WBE community in becoming DCAM-certified. This program will cover the DCAM Certification Application requirements and the process for becoming certified as a Prime Contractor & Filled Sub-bidder for those parties interested in bidding on M.G.L. Chapter 149 and 149A vertical building construction work in the

Commonwealth. Additional information will be provided on the bidding process and requirements. DCAM presenters will include Deputy General Counsel Susan Goldfischer, and Public Information Manager Suzzette Waters. For more information on DCAM, visit [www.mass.gov](http://www.mass.gov).

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

## Principles of High Performance Workshop

Wednesday, October 24, 8:30 am - 11:00 am  
Metro South Chamber, 60 School Street, Brockton

It is becoming more and more difficult for organizations to survive in today's world: 40% of all new businesses fail by the end of the first year; only 12% survive five years; and 2 to 3% survive 10 years.

Unfortunately, most of the responses to the challenges companies face today are ineffective. They attack symptoms while leaving intact the root causes of organizational ineffectiveness.

By attending this workshop, you can learn principles and methodologies that will enable you to achieve outstanding and sustainable results



within your organization. The workshop will consist of four modules: Traditional vs. High Performance Paradigms, Characteristics-tics of High Performance, Building Trust, and High Performance Tools and Plans. Learn to meet your short-term business and financial goals while building an organization that will sustain you for the long-run.

Presented by Jack Parsons of The Compete Group. To register for this free workshop, please contact Lisa Keene, 508.586.0500 x 225, email [lkeene@metrosouthchamber.com](mailto:lkeene@metrosouthchamber.com), or register online at [metrosouthchamber.com/calendar-registration](http://metrosouthchamber.com/calendar-registration).

## The Chamber Wishes to Thank . . .

**For their support during Rocky Marciano Weekend:**  
ABC Specialtees, B.C. Tent & Awning, Brockton Historical Society, Country Inn & Suites, Courtyard by Marriott - Stoughton, Dr. Andrea Papadopoulos of Arista Associates Inc, Jim Murphy of Geolnsight, Inc., Gowell's Candy Shop Inc, Holiday Inn Express - Brockton, Holmes McDuffy Florists, Massasoit Conference Center (Linda Bean & Staff), The Shaw's Center, Mutual Bank, New Hampshire Boring Inc, Resident Inn by Marriott - Brockton, Rob Peters Entertainment, Standard Modern Company Inc, Sign Design, Larry Siskind, Brockton Education Foundation, The Metro South Chamber Board of Directors and the Metro South Chamber of Commerce staff.

| BOARD OF DIRECTORS                                                                        | DIRECTORS                                                       |
|-------------------------------------------------------------------------------------------|-----------------------------------------------------------------|
| <b>OFFICERS</b>                                                                           | <b>Jane Callahan</b> - HR Alternatives                          |
| Chair of the Board<br><b>Peter Neville</b><br>Concord Foods                               | <b>Richard Colon</b> -Verizon Communications                    |
| President and CEO<br><b>Christopher Cooney</b><br>Metro South Chamber of Commerce         | <b>Loretta DeGrazia</b> - East Coast Petroleum                  |
| Chair-Elect<br><b>William Morse</b><br>Mutual Bank                                        | <b>Peter Dello Russo</b> - Bridgewater Savings Bank             |
| Treasurer<br><b>John McGovern</b><br>Rodman & Rodman, PC, CPA's                           | <b>Francis Dillon</b> - Stonehill College                       |
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| Vice Chair Economic Development<br><b>Steve Hall</b><br>Prism Energy Services             | <b>Robert Kenworthy</b> - Bank of America                       |
| Vice Chair Government Affairs<br><b>Susan Joss</b><br>Brockton Neighborhood Health Center | <b>Jeffrey Liebman</b> -<br>Good Samaritan Medical Services     |
| Vice Chair Membership Development<br><b>Patricia Williams</b><br>HarborOne Credit Union   | <b>Marc Lucas</b> - Attorney at Law                             |
| Immediate Past Chair<br><b>Scott Sanborn</b><br>TD Bank                                   | <b>Dr. Dana Mohler Faria</b> -<br>Bridgewater State University  |
| <b>CHAMBER STAFF</b>                                                                      | <b>Jim Murphy LSP</b> - GeoInsights                             |
| <b>Christopher Cooney, CCE</b><br>President and CEO x 223                                 | <b>Gerald Nadeau</b> - Rockland Trust Company                   |
| <b>Yara Cardoso</b><br>Connecting Activities x 229                                        | <b>Jonathan "Jay" Pike</b> - Sharkansky LLP                     |
| <b>Lisa Keene</b><br>Business Development x 225                                           | <b>Bill Scanlon</b> -Community Newspapers<br>(The Enterprise)   |
| <b>Kathleen Lynch</b><br>Membership Director x 227                                        | <b>Andrew Schwartz</b><br>Law Office of Andrew H. Schwartz, LLC |
| Newsletter Written & Designed by Alison van Dam                                           |                                                                 |
| 508-586-0500 Front Desk x 221                                                             |                                                                 |
| <b>Kimberly Prosper</b><br>Program Director x 231                                         |                                                                 |
| <b>Lisa Pearce</b><br>Finance x 230                                                       |                                                                 |
| <b>Alison van Dam, IOM</b><br>Director of Communications x 222                            |                                                                 |

METRO SOUTH

CHAMBER OF COMMERCE

ACCREDITED

CHAMBER OF COMMERCE

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

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

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www.richmorganphotography.com

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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.

Photo and print production by Mark Mahoney, The Enterprise

Networking at Events

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

OCTOBER Calendar

11

Bath Fitter Business After Hours  
25 Turnpike Street, West Bridgewater

5:30 pm

16

DCAM Workshop

8:30 am

16

Executive Board Meeting

3:00 pm

17

Mutual Bank Business After Hours  
777 Belmont Street, Brockton

5:30 pm

24

High Performance Workshop

8:30 am

24

EquipNet Ribbon Cutting  
5 Dan Road, Canton

3:00 pm

25

Good Morning Metro South  
Conference Center @ Massasoit, 770 Crescent Street, Brockton

7:30 am

31

Board Meeting

12:00 pm

Coming Up November

6

Election Day

7

Ambassador Meeting

8:00 am

7

Mansfield Bank Business After Hours  
728 West Center Street, West Bridgewater

5:30 pm

9

Government Affairs

12:00 pm

14

99th 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

22

Chamber Closed for Thanksgiving

28

CHIPPS Business After Hours  
Taunton Holiday Inn, 700 Myles Standish Blvd, Taunton

4:30 pm

Save the Date December

4

Executive Board Meeting

3:00 pm

5

Ambassador Meeting

8:00 am

6

Good Samaritan Medical Center BAH  
Location TBD

5:30 pm

13

Good Morning Metro South  
Location TBD

7:30 am

14

Government Affairs

12:00 pm

19

Board of Directors

12:00 pm

25

Christmas - Chamber Closed

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



# GOODNews

## BAWIB Learn at Work Planning Grant

The Brockton Area Workforce Investment Board (BAWIB) has received a Learn at Work Planning Grant in collaboration with Churchill Linens and Massasoit Community College. The Learn at Work Planning Grant is intended to conduct workplace needs analysis and workplace education program design activities. Workplace education programs are defined as Adult Basic Education (ABE) and/or English for Speakers of Other Languages (ESOL) programs that are contextualized to the industry, products or services of the participating business and either to work functions currently performed by the program participants or to new work functions they are preparing to perform. This program will assist Churchill employees in their understanding of the English language which will allow them to progress in their careers.

## Signature Healthcare Virtual Breast Center

October marks the opening of Signature Healthcare's Virtual Breast Center, where through collaboration between an expert patient navigator, oncologists, radiation therapists and radiologists, all patients found to have a breast exam abnormality are followed and counseled. The center is "virtual" because a patient's primary care physician can dial into the discussion, as well as experts from pathology, surgery, pharmacy and nursing for consultation. Also new for our patients is the STAR Program® (Survivorship, Training and Rehabilitation). Signature Healthcare was the only hospital selected on the south shore by Oncology Rehab Partners to deliver this program to patients. Signature Healthcare will recognize Breast Cancer Awareness throughout October with many programs. For more information, visit [signature-healthcare.org](http://signature-healthcare.org).

## Brockton Historical Society Hosts Library Foundation

The Brockton Historical Society will host the Brockton Library Foundation on Saturday, October 20, 2012 rain or shine from 1:00 p.m. to 4:00 p.m. located at 216 North Pearl Street, Brockton. A free fun afternoon for everyone to enjoy tours of the Homestead, Rocky Museum and the Fire Museum, activities, an antique car, refreshments and a chance to help us to begin celebrating one hundred years of the Brockton Public Library. For more information please contact the president of the Historical Society Carl at [eleccarl@aol.com](mailto:eleccarl@aol.com) or 508-521-5900 or Anne at 508-584-6919.

## HarborOne Sponsorship Donations

HarborOne's Board of Directors recently announced sponsorship donations to the following non-profit organizations serving the region: Three thousand dollars to Money Management International and Consumer Credit Counseling Service of Southern New England, Two thousand five hundred dollars to Mansfield Youth Soccer, One thousand dollars to Mansfield Pop Warner Football, and One thousand dollars to the Massasoit Community College Annual Fall Gala "Making it at Massasoit".

## City Food Pantry Receives Grant and Challenge

Food for Friends Food Pantry, a ministry of First Evangelical Lutheran Church in Brockton's Campello section, has been awarded a \$5,000.00 Economic Outreach Bridge Grant from the Thrivent for Lutherans Foundation. This grant will help fund the

Members - Send Good News to  
[avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com)

recent expansion of the pantry located in the church's Fruth Center at 891 Montello St. as well as aid in the procurement of a truck to make regular runs to the Greater Boston Food Bank to pick up food for distribution, the potential development of a Farmer's Market, and to purchase food for distribution. In addition, Thrivent for Lutherans Foundation has issued Food for Friends a Challenge Grant. For every dollar that the pantry can raise between October 1 and December 31 the Foundation will match at a rate of fifty cents to every dollar to a maximum of \$5,000.00. First Lutheran is located at 900 Main Street. For additional information, contact Jim Benson at 508-586-9021 or by e-mail at [jbenson@firstevlutheran.org](mailto:jbenson@firstevlutheran.org)

## Brockton Day Nursery Now Enrolling

Brockton Day Nursery offers educational programming available for children ages 4 weeks to 13, this low-cost program located in the heart of the city is now enrolling with many openings available. For more than 118 years, the Brockton Day Nursery has been providing early education and care, offering children the opportunity to grow emotionally, intellectually and socially. Our program provides a range of individualized, wrap-around services in areas of education, early childhood development, medical, dental, mental health, nutrition, family support, and parent involvement. Our low-cost program provides financial assistance to families who meet the income level guidelines. For more information call 508-588-2700 or visit [www.brocktondaynursery.org](http://www.brocktondaynursery.org).

## Costco Wholesale Donates Backpacks

Costco Wholesale in Avon has donated 650 backpacks with supplies to 21 local schools in Brockton, Hanson, Holbrook, Randolph and Whitman. Since 1993, 4,333,550 backpacks have been donated to needy children across the United States, Canada, Mexico, Taiwan, Korea, Japan, Puerto Rico and the U.K. In 2011 alone, 276,650 backpacks were distributed to all locations. This means that Costco, in part has been able to help make starting school a little easier and a little more fun for many children in need. For additional information, please contact Mark Ofstein at 508-232-4016 or email: [w303mkt03@costco.com](mailto:w303mkt03@costco.com)

## Fuller Craft Museum Exhibit Open

Chris Gustin: Masterworks in Clay - October 20, 2012 - February 24, 2013. Opening Reception: Oct. 21, 1:00 pm, Slideshow and talk with Chris Gustin, 2:00 - 5:00 pm reception. The exhibition is the first museum retrospective exhibition of the ceramicist's 35-year career as an artist and teacher. Known for his biomorphic forms and dedication to an exploration of the vessel, Gustin has also developed a following as one of the most respected artists specializing in the Anagama woodfiring tradition. High resolution images available at [fullercraft.org/press/chris-gustin-masterworks-in-clay](http://fullercraft.org/press/chris-gustin-masterworks-in-clay).

## Brockton Symphony Orchestra Concert

On Sunday, Oct 28, 2012, there will be the Brockton Symphony Orchestra concert at Oliver Ames High School, 100 Lothrop St., North Easton MA. At 3:00 PM. This concert will begin the orchestra's 65th season. The concert entitled "A Gift of Classical Jewels" will include Schubert's Rosamunde Overture, The Brahms "Pastorale Symphony", his symphony number 2 and the Bruch violin concerto played by Miki Nagahara, the winner of the 2011

Feinberg competition. Future concerts include the Holiday Pops, Sunday, Dec. 2, 2012 at 3:00 PM; "Invitation to the Dance" Feb 17, 2013, a concert geared to young people and adults alike; and on April 28, 2013, 3:00 PM., the symphonic finale entitled "Love's Eternal Flame". Make the Brockton Symphony a part of your 2012-2013 activities. Visit [www.brocktonsymphony.org](http://www.brocktonsymphony.org) or call 508-588-3841.

## Signature Healthcare Integrated Care Models

Health and Human Services Secretary Dr. JudyAnn Bigby joined Rep. Michael Brady and Signature Healthcare leadership to announce developments in the hospital's integrated care models. Two distinct models for care are supported by funding from the Obama Administration, which at the end of last year approved more than \$50 million for Brockton Hospital to support Delivery System Transformation Initiatives (DSTI). Through its hospital-based 360° Patient Care Management Program, Signature Healthcare is currently developing and implementing ways to identify and case/disease manage the most seriously ill members of its patient population. Similarly, the Congestive Heart Failure (CHF) Disease Management Program is designed to manage the leading cause of hospital admissions among the elderly. The program educates patients and family members; utilizes evidence-based clinical management; creates support systems to help patients participate in their care and symptom management; and implements tracking systems to manage patient-doctor communication and care.

## Beth Chambers Named Director of Catholic Charities South

Chambers has been affiliated with Catholic Charities for 22 years serving in various capacities since 1990. Chambers' involvement with the organization began as a volunteer at the "Our Daily Bread" lunchtime feeding program. She was later hired to supervise the program, which she continued to manage for the next six years. Chambers has also led the Intensive Family Intervention program for Haitian Families at Catholic Charities and served as the Director of Community Services for food pantries in Somerville, Dorchester, El Centro, Natick and Brockton. She has also overseen the Foster Grandparents program. Chambers was part of the Catholic Charities' team that worked with families who lost loved ones in the terrorist attacks on September 11, 2001 and she continues to work with the Massachusetts 9/11 Fund.

## Ryan M. Fitzgibbon has joined G.T. Reilly & Company...

As a staff accountant. He is a 2012 graduate of Stonehill College with a Bachelor of Science in Business Administration. He lives in Westwood. G.T. Reilly & Company is a full-service accounting and consulting firm offering accounting, auditing and tax services, as well as management consulting and estate planning.

## Dynamic Divas Leadership Exchange

Thursday, October 11: Dynamic Divas is a series of six events featuring successful women in business sharing their stories, imparting their wisdom, creating new energy. Your business and your spirit will benefit. The event will feature Keynote Speaker Kim Carrigan and take place from 11:00 am-5:00 pm at Linden Ponds, 300 Linden Ponds Way, Hingham, MA. This event Features Registration is \$125. To register, contact Fran Wong, 781-681-7234, [fran.wong@southcoastallbank.com](mailto:fran.wong@southcoastallbank.com).

## Wine, Beer & Sweets Event

Friday, October 12: The Rotary Club of Brockton hosts the 4th Annual Wine, Beer and Sweets Tasting at The Shaw's Center, Brockton. This annual event will feature samplings from local businesses offering their very best in Wine, Beer and Sweets. The event will feature drawings for great items and a silent auction. \*New This Year\* Cigar Sampling under the tent overlooking the Rox Outfield! In addition, WB Mason has donated four Red Sox tickets for next season. Every ticket purchased to the event is an entry to win Red Sox tickets. Tickets are \$30 per person. Sponsorship opportunities are available. Vendors are still welcome to inquire. For more information, please email [brocktonrotarywinetasting@hotmail.com](mailto:brocktonrotarywinetasting@hotmail.com) or call 508-821-1845.

## Annual Fall Harvest Banquet

Saturday, October 13: Annual Fall Harvest Banquet at Teen Challenge - Join us for our Annual Fall Harvest Banquet at 1315 Main Street, Brockton for an evening of celebration. The banquet will display the hope, freedom, and changed lives that live and leave Teen Challenge Brockton. There will be a gourmet dinner, testimonies of lives transformed, choir presentation, a silent auction, and a key note address about the work of Teen Challenge provides in the lives of so many individuals and our communities. Registration begins at 5pm; dinner will be served at 6pm. Tickets are \$30 per person, \$250 for a table of 10. For more information, call 508-408-4368, or visit <http://teenchallenge-fallbanquets.com>

## Catholic Charities Fashion Show

Thursday, October 18: Catholic Charities South hosts the 14th Annual Fall Fashion Show - Catholic Charities South hosts the 14th Annual Fall Fashion Show with "Fashion, Friends and Frolic" on Thursday October 18, 2012 at The Lantana in Randolph. Join us at this festive event designed to be a "ladies night out" featuring fashionable ensembles from Ports & Company in Cohasset with Erika Welch of the Comedy Club as the Mistress of Ceremonies. Guests who arrive with a non-perishable food item to donate to one of our local pantries will receive a free Choice Raffle Ticket. Round up the gals for the 6pm Cocktail Reception and raffles followed at 7:30pm for dinner and the show - it's not to be missed! The cost is \$60 per person with tables of ten available. For tickets or information, please visit [www.ccab.org/southfashionshow](http://www.ccab.org/southfashionshow) or contact Nicki Meade Draves at 508-587-0815 x264/norma\_draves@ccab.org.

## Massasoit Annual Fall Gala

Saturday, October 20: Massasoit Community College Annual Fall Gala "Making it at Massasoit". Join us for an evening of celebration, dinner, auction, raffles and live music and dancing featuring "The Infractons." William Morse and Charles Tartaglia will be recognized at the event. Proceeds benefit the United Student Fund. The event will take place from 6-10pm at The Conference Center at Massasoit, 770 Crescent Street, Brockton. The cost is \$100 per ticket (tax deductible). For tickets, call 508-588-9100 x 2602. For sponsorships opportunities, email [ssavage@massasoit.mass.edu](mailto:ssavage@massasoit.mass.edu).

## Tranquil Escape Day Spa

Saturday, October 20: Tranquil Escape Day

Spa is excited to be celebrating our 10th year in business this fall and to kick off our festivities we're having a celebration to thank our existing clients and to welcome new clients to the spa! Join us on Saturday October 20th, any time from 10am-6pm. We'll be giving each guest a free gift bag and raffle tickets for a chance to win all kinds of great prizes and spa services. Enjoy complimentary wine, champagne and light snacks while you tour the spa and see demonstrations of some of our popular services. We'll be offering big savings on spa gift cards as well. Our address is 832 Crescent Street, Brockton, MA.

**Free Executive Breakfast**  
Wednesday, October 24: Mass Business Resource Network is hosting a free executive breakfast seminar at the Holiday Inn in Rockland, 7:30 am - 12 pm. Learn about the top 10 things to have in place before disaster strikes that could save your business. Enjoy breakfast, network and learn about solutions to some major business problems. Register at [www.mbrn.biz/breakfast-seminar](http://www.mbrn.biz/breakfast-seminar). Sponsored by Conagh Technologies.

**St. Joseph Manor Bowl-A-Thon**  
Sunday, October 21: St. Joseph Manor

Health Care will hold its 2nd Annual 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 (4 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 contact Marni Dunton, Marketing Coordinator at 508-583-5834 ext. 3055 or via email at [mdunton@SJMbrockton.org](mailto:mdunton@SJMbrockton.org).

**Hearts & Hands for Hope 5k Walk/Run**  
Saturday, October 27: Family & Community Resources is holding its 3rd Annual Hearts & Hands for Hope 5K Run/Walk and Family Fun Day to End Domestic Violence, and includes many kids' activities, a kids costume run, raffles, and prizes. The event is held at the Raymond Elementary School with a scenic course through D.W. Field Park. Registration is from 8:30am to 9:30am, Kids Fun Run at 9:30, 5K at 9:45. Those interested in participating can register online at [www.fcr-ma.org](http://www.fcr-ma.org) or on the day of the event. Please call Tammy Gardner, Family & Community Resources at 508-583-6498 with any questions.

## ECO Recycling Featured on National Geographic



Boston Metal on the National Geographic Channel

Peter Schrafft, Johnny Morrissey, John Morrissey Sr, Kathleen Morrissey

Brockton's own ECO Recycling Systems was featured on September 21st on Boston Metal, a new show premiering on the National Geographic Channel. Executive Producer, Donnie Wahlberg, brings us the Morrissey family, owners of "one of the most successful an all-around most colorful scrap metal recycling yards." Boston Metal is sure to entertain, offering a never dull look at this family-owned Brockton business that prides itself on strong work-ethic and a tight family bond. Congratulations to the Morrissey family and ECO Recycling; you make Brockton proud! Check listings for additional airing times.

## Serving the Members - Ambassador Team!

The next **Ambassador Team** meetings will meet on **Wednesday, October 10** from **8-9 am** at the **Metro South Chamber of Commerce**. 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 Kathleen at 508.586.0500 x229.

## The Fall is a Great Time to Host an Intern

School has begun and there is an abundance of high school student interns available to assist employers at their workplaces. In the Connecting Activities Internship Program, students from local high schools are matched to worksites based on their career interests and are involved in a meaningful worksite learning experience that builds academic, technical, and workplace skills. Become a leader in the community by hosting an intern and help shape the future of the Metro South region's skilled workforce!

If you are interested in hosting an intern at your worksite, please contact Yara Cardoso, Connecting Activities Coordinator, (508) 586-0500 x 227, [ycardoso@metrosouthchamber.com](mailto:ycardoso@metrosouthchamber.com), or visit [www.metroouthchamber.com](http://www.metroouthchamber.com).

## Brockton Holiday Parade - Call for Floats



The Annual Holiday Parade in Brockton will take place in Downtown Brockton on **Saturday, November 24, 2012**, at 1:00 pm. The theme is "Home for the Holidays...Support Our Troops!" 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. The cut off date is November 15th. Sponsors are invited for Parade Groups and Annual Holiday Program Book. Wear your Santa Hat, but please remember, no Santa's. Call 508-587-4322 for more information.

## DBA James Edgar Community Service Award

The Downtown Brockton Association is accepting nominations for the annual James Edgar Community Service award, sponsored by Good Samaritan Medical Center. The James Edgar Community Service Award is given each year to the person in the community who best exemplifies Edgar's spirit of generosity toward the city's children. The recipient must be a Brockton resident.

James Edgar was an immigrant from edinburgh Scotland who opened edgar's Department Store on Main Street in Brockton. In December of

1890, he dressed as Santa Claus. Within days, trains from Boston and Providence brought families and children to Brockton to see Santa. The idea quickly transferred to department stores around the country and continues today.

To nominate an individual, submit your name, the nominees name and a detailed description of how this person has benefited the children of Brockton (max 250 words). Submit to [jennifer.kovalich@steward.org](mailto:jennifer.kovalich@steward.org) or [rmalley@cobma.us](mailto:rmalley@cobma.us) by November 2.

## Buy Local; 6 Economic Facts, Did You Know? . . .

- Shopping local generates up to 75% more community and state tax revenue?
- Independent businesses raise the standard of living in your community because they take their profits and buy products and services from other local businesses?
- Millions of tax revenue subsidy dollars are handed over to chains by financially starved local governments that drain even more tax revenue from our community and state?
- Independent businesses are unique enterprises that contribute to the character of our community, offering a more diverse selection of goods and services?
- Independent businesses provide valuable services with a personal touch? It matters to them that you are satisfied and will come back again.
- Carefully planned predatory pricing practices have allowed national chains to establish virtual monopolies while they drive local competition out of business? And then they raise their prices! Spread the word, Shop local! For every \$100 spent in independently-owned stores, \$68 comes back to the community through taxes, payroll, and other expenditures. If you spend the same \$100 in a national chain, only \$43 returns to your community. Spend it online and nothing comes back.



Metro South Chamber Member 2013 Window Decal  
For more information, call 508.586.0500 x 229.

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## Mattress Maker Opens in Former Hanson Building



The Mattress Maker recently celebrated the Grand Opening of their store at 200 Montello Street, Brockton, in the former Hanson Printing Building. On hand to help celebrate the occasion were Senator Tom Kennedy, Chamber President & CEO Christopher Cooney, Mayor Linda Balzotti and Joseph Goncalves of the Mattress Maker.

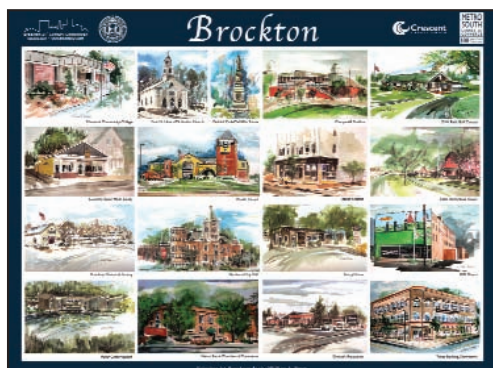
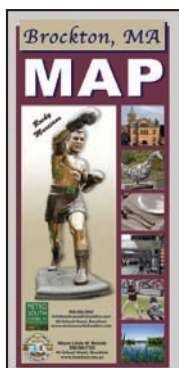
For over 30 years, the Mattress Maker has manufactured high quality mattresses and foundations while building a reputation of excellent customer service. They manufacture custom made mattresses at special size and quality with prices that you can afford. For more information, call 508-583-2363 or visit [www.themattressmaker.com](http://www.themattressmaker.com).

## Cheer Pack Moves Headquarters to W. Bridgewater



Cheer Pack North America recently celebrated the move of their headquarters to One United Drive in West Bridgewater with a ribbon cutting ceremony and BBQ lunch provided courtesy of Chili Head. In attendance were Cheer Pack employees, Metro South Regional Economic Development representatives, Chamber representatives and elected officials. Cheer Pack manufactures innovative flexible packaging for the food and beverage industry. The move from Plymouth to the 315,000 sq ft facility in West Bridgewater represents an investment of approximately \$23 million and will create 77 new jobs. For more information, visit [www.cheerpack.com](http://www.cheerpack.com). Left: Joe Sullivan of Cheer Pack cuts the ribbon.

## Brockton Map Features Rocky & Brockton Artist



The Chamber, in coordination with the City of Brockton and 21st Century Corporation, has produced new street maps of Brockton! The map cover features the new Rocky Marciano statue. The street map contains street listings, libraries, schools, hospitals, and the breakdown of the Brockton wards. On the back side of the map is a poster of landmarks of Brockton, painted by Brockton artist Bill Beyer. To receive your free street map, visit Alison at the Chamber, located at 60 School Street, Brockton, across from City Hall. For more information on the map, contact Alison at 508.586.0500 x 222, or email [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com).

## Crescent Credit Union & Boys & Girls Club BAH

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



Bob Sims, Boys & Girls Club;  
Scott Kelly, Capital Lease,



Rob Sheldon, ABC Specialties; Brian Droukas, Sovereign Bank; Tim Holick, Wood Palace Kitchens



Andy Schwartz, Law Office of Andy Schwartz; Mark Linde, BCA,  
Terri Linde; Barr Turley, Syntax Global



Jonah Wein, Crescent Credit Union; Robert E. Mance, Wealth Management Advisor; Jenni White, Boys & Girls Club



Terry Fife, Harbor Insurance;  
Joe Selvaggi, Joe Selvaggi for Congress



David Brophy, YouthWorks;  
Filomena Veiga, Prudential

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NW-CN12802076



# Breakfast Features Energy Panel and Rocky Marciano Statue Sculptors

Photos by RichMorganPhotography.com. Sound by RobPetersEntertainment.com.



Dr. Walter Lech, Thoracic Surgeon and Dr. Vikas Merchia, Ob/GYN at Good Samaritan Medical Center are interviewed by Mark Linde, BCA



Attendees at the Good Morning Metro South Breakfast show off their limited edition Rocky Marciano Statue Posters they received as a door prize.



Rodrigo Villareal, Victor Manuel Gutierrez Guerra and Mario Rendon Lozano, Rocky Marciano Statue sculptors

Sponsored by:

  
A STEWARD FAMILY HOSPITAL







Richard Hynes, Barbour Corporation



Wendy Simmons, Prism Energy Services



Carol White, National Grid



Commissioner David Cash

## Visit the New [www.MetroSouthChamber.com](http://www.MetroSouthChamber.com) For All Your News & Information



The Metro South Chamber has launched a new website at [www.metroouthchamber.com](http://www.metroouthchamber.com) in order to increase the level of usability and ease of navigation, while staying current with trends and providing relevant information. Additions to the new site include the integration of new technology under the News & Media tab, featuring social media feeds, a new blog, and event photos and videos. In addition, users are able to easily locate and read about various Chamber events and programs, view committee lists, and receive enhanced information about the region through the perspectives of tourism and relocation. Finally, users will find expanded resources to help their business grow. Please submit your feedback to site creator and designer, Alison van Dam, Director of Marketing & Communications at the Chamber, at 508.586.0500 x 222, [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com). Watch in coming months for opportunities to upload coupons and member-to-member coupons.

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# Business-to-Business Expo

November 14, 2012, 10:30 am-3:00 pm

As part of the 99th Annual Meeting, the Metro South Chamber of Commerce will host a Business-2-Business Expo on Wednesday, November 16, from 10:30 am - 3:00 pm, at the Massasoit Conference Center in Brockton. The Business-2-Business Expo is a great opportunity 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 opportu-



nities 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 \$349 for members (\$449 for future-members). 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 Prosper at 508.586.0500 ext. 231.



## Companies Exhibiting at the Business-2-Business Expo (Space still available!)

- |                            |                                 |                               |
|----------------------------|---------------------------------|-------------------------------|
| ABC Disposal Services Inc. | Eastern Bank                    | Owens Corning Residential     |
| ABC Specialties            | Edward Jones Investments        | Products of New England       |
| Allegra Print & Imaging    | Father Bill's and MainSpring    | Remote Quality Bookkeeping    |
| Bath Fitter                | Fisher College                  | Ribbon Gift Program / TD      |
| Beacon Telecom, Inc.       | Hope Health                     | Enterprises                   |
| Bridgewater Savings Bank   | Lombardo's                      | Rich Morgan Photography       |
| Bridgewater Tropyhy        | Massasoit Community College     | Rob Peters Entertainment      |
| Brockton Area Arc, Inc.    | Mechanics Cooperative Bank      | Signature Healthcare          |
| Brockton Youth Foundation  | Metro South Chamber of          | South Eastern Economic        |
| CertaPro Painters          | Commerce                        | Development (SEED)Corp.       |
| Costco Wholesale, Avon     | Mutual Bank                     | St. Joseph Manor Health Care, |
| Crescent Credit Union      | Old Colony Elder Services, Inc. | Verizon Communications        |

# 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.

## Sponsorships Still Available

- |                                       |                                       |
|---------------------------------------|---------------------------------------|
| <b>Grand Sponsor</b> (\$5,000)        | <b>Contributing Sponsor</b> (\$2,500) |
| <b>Tote Bag Sponsor</b> (\$3,000)     | <b>Supporting Sponsor</b> (\$1,500)   |
| <b>Exhibit Hall Sponsor</b> (\$3,000) | <b>Coffee Station Sponsor</b> (\$850) |

Sponsorship categories can be tailored to fit your company needs. Call Kim Prosper at 508.586.0500 x 231 or email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com) for more information on what each sponsorship package includes.

# Promote Your Product, Service at Annual Meeting



Donate a prize for the Metro South Chamber 99th 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 Prosper at 508-586-0500 x 231, [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com) for more information.

To learn how to grow your business, contact Kathleen Lynch at 508.586.0500 x 229, [klynch@metrosouthchamber.com](mailto:klynch@metrosouthchamber.com).

# UMass President, 99th Annual Meeting

November 14, 2012, 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 99th Annual Meeting. The featured speaker is Dr. Robert L. Caret, University of Massachusetts President.



Dr. Robert L. Caret

Dr. Robert L. Caret was elected President of the five-campus, 68,000-student University of Massachusetts system on January 13, 2011. Ranked as the 19th best university in the world in the Times of London's 2011 World Reputation Rankings, UMass was established in 1863 and consists of the flagship campus in Amherst, along with campuses in Boston, Dartmouth, Lowell and Worcester.

President Caret, a native New Englander, assumes the presidency of the University of Massachusetts after completing highly successful presidencies at San Jose State University and Towson University. President Caret presided over periods of significant growth at both universities and gained national acclaim for eliminating race-based graduation disparities at Towson.

President Caret has authored many articles in business and professional publications in the fields of chemistry, chemical

education and higher education. He co-authored four textbooks in the fields of organic chemistry and allied health chemistry. The Maryland Chapter of the American Chemical Society recognized President Caret's achievements by honoring him with the George L. Braude Award in 2005.

The University of Massachusetts is the largest university in New England, with an enrollment of more than 68,000 students and graduating more than 13,000 students a year. UMass research expenditures exceed \$500 million and the University has become a national leader in generating licensing income. UMass has spent \$2 billion on campus construction and renovation over the past decade and its economic impact on the Commonwealth of Massachusetts is estimated at nearly \$5 billion a year.

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.

Tickets are \$45 for members and \$55 for future-members. **Corporate tables of 10 are still available.** To register, please call Kim Prosper at 508.586.0500 x 231, email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com) or register online at [www.metroouthchamber.com](http://www.metroouthchamber.com).

## Sponsored by:



# Advertise on Regional Map, Reach 60,000



The Chamber receives thousands of requests for maps annually. Street maps are valuable resources for people relocating to the region as well as for businesses targeting a specific area and residents looking to navigate their neighborhood. The Chamber will be producing new street maps of the Metro South region this fall. We would like to extend an opportunity

for you to advertise on this valuable resource. Along with the print version, your ad will be displayed on the Chamber website creating a circulation of over 60,000 viewers. All Chamber members receive 10% off!

For more information, contact Alison van Dam at 508.586.0500 x 222 or email [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com).



## Business Assistance Center; A Valuable Resource

**METRO SOUTH BAC**  
Business Assistance Center

The Metro South Business Assistance Center serves the interests of existing and start-up businesses by providing low cost and efficient business information and work in conjunction with other local and regional economic development organizations to carry out their mission of creating new jobs and investment in the Metro South region. (See ad below)

This year, 15 workshops were held through the Metro South Business Assistance Center and its partners. Such workshops included QuickBooks, E-Commerce, Supplier Diversity Office Certification Workshops, Connecting Your Business to the Commonwealth, BioReady Community Seminar, SEED Workshops, SCORE Business Start-Up

Workshop, Employment Update, SEED Lenders Workshop, and more. Attendance for each of these workshops saw upwards of 20 people.

The Business Assistance Center also houses the staff of SCORE, a counseling service for businesses, start-ups, and entrepreneurs.

As part of the Business Assistance Center, the Chamber also houses the Edison Business Incubator space. The incubator provides below-market rental space for start-up and expanding micro-enterprises needing assistance. Studies show that 90% of businesses that start in an incubator will remain in business (for more information on incubator space, see below).

The Metro South Business Assistance Center and Edison Business incubator are located in the Chamber building at 60 School Street, Brockton. For more information, contact **Lisa** at 508.586.0500 x 225.

### Need Help Starting Your Business? Searching for Money to Start Your Business?

The Metro South Business Assistance Center (BAC), a partnership of over twenty organizations, is a high-tech, one-stop business resource center that offers counseling, technical assistance, and financing to potential, existing and expanding businesses.

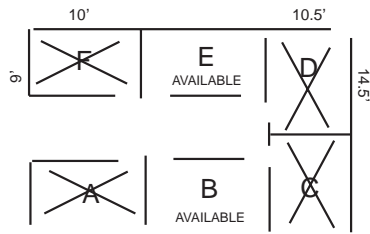
#### FREE services offered

- Premier Sponsor:
- ROCKLAND TRUST**
- Business Related Software
  - Comprehensive Reference Library
  - Professional Counseling (by appt.)
  - Access to Computers & Online Resource
  - Informational & Instructional Videos
  - Workshops & Seminars (fees may apply)

Located at 60 School Street, Brockton, in the Chamber Building. Call 508.586.0500



## Open Your Office in the Hub of Business



**METRO SOUTH CHAMBER OF COMMERCE**

The Metro South Chamber of Commerce is offering small business office/suites to home based businesses looking to make the transition into the office market. The Incubator Offices are located at the Chamber office building at 60 School Street in Brockton. Individual offices or multiple suites are available for \$395.00 per month. All offices are furnished and all feature exposed brick walls and high speed internet access. Occupants also have access to the conference room and AV equipment, training courses and seminars in the Business Assistance Center, mailing center, and hospitality area. Contact Chris for more information at 508.586.0500 x 223.

Current offices include the Attorney General's HomeCorps, MassDevelopment, Local Labor Union, Supplier Diversity Office, Brockton 21st Century Corporation, Brockton Redevelopment Authority, Careers in Health, Wright Technologies, SCORE and SBA. For more information, visit [www.metroouthchamber.com](http://www.metroouthchamber.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 **October 17, and November 21, 2012**. Contact CareerWorks at 508.513.3400 for further workshop information.

## Rockland Trust Supports Business Development



Mike Savage and Joe Tansey of Rockland Trust present Chamber President and CEO Christopher Cooney with check in support of the Metro South Business Assistance Center. MSBAC activities include access to business development coaching, workshops and access to additional support at the Chamber's headquarters, Sixty School Street in Brockton.

## Bridgewater Savings Bank Hosts Networking



Peter Dello Russo, Bridgewater Savings Bank (BSB), Deborah Duncan, Duncan Kitchen & Bath, Suzanne Catralo, BSB



Gail Delgado, Brockton Area ARC, Eric Stevens, Sign Design, Tracey Swartz, Weatherby's Wicker World



Mark D'Agostino, R.F. D'Agostino Insurance, Kendra McManus, Traders Choice FX, Stephen Lang, Orchard Financial



Ming Dong, Lee Brokers & Lee Associates, Richard Dorney, East Coast Petroleum



Yashin Cerritos, Mutual Bank; Laurie Grunin, Laurie B. Design, John Nesti, Comcast Business Class



A full room of networking at the Bridgewater Savings Bank Business After Hours in Bridgewater Center

## WELCOME *New Members*

### *Making an Investment in Our Community*

#### **Apothecare South Shore, Inc.**

Mr. Rudy Dajie  
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www.apothecareinc.com  
*Pharmacies*

#### **Bridgewater Cosmetic & Family Dentistry**

Dr. Greg J. Stanley  
318 Broad Street  
Bridgewater, MA 02324  
(508) 697-5530  
www.bridgedentist.com  
*Dental*

#### **Global Gourmet**

Mr. Charles Kresser  
194 South Main Street, Suite 2  
West Bridgewater, MA 02379  
(508) 697-2663  
www.globalgourmetpartners.com  
*Food Suppliers*

#### **H.T. Berry Company**

Mr. James Berry  
50 North Street  
Canton, MA 02021  
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www.htberry.com  
*Distributor*

#### **PMC Logistics Services**

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34 Main Street Ext.  
Plymouth, MA 02362  
(508) 830-1100  
www.pmclogistics.com  
*Transportation*

#### **Thorny Lea Golf Club**

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www.thornyleagc.com  
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Golfing*

*To join the Chamber, Call 508.586.0500 x 229*

## Mansfield Bank Business After Hours

Please join us on Wednesday, November 7 from 5:30pm – 7:30pm for a Chamber Business After Hours networking event at Mansfield Bank.

Founded in 1883, Mansfield Bank is a state-chartered mutual co-operative Bank, established to serve the needs of our local communities. Mansfield Bank has offices in Mansfield, Norton, Plainville/North Attleboro, Easton and West Bridgewater. The West Bridgewater location is celebrating their 5th anniversary this year. Mansfield Bank is a five-star rated



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Bring your business cards and join us for an evening of networking, refreshments, and more. Register online at [metrosouthchamber.com](http://metrosouthchamber.com), or contact Kimberly Prosper, [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com), 508.586.0500 x 231. This event is complimentary, but pre-registration is required.

## AGO's HomeCorps Office Opens in Chamber

### *Homeowners Loan Modification Initiative to Avoid Foreclosure*

Attorney General's



(617) 573-5333

[www.mass.gov/ago/homecorps](http://www.mass.gov/ago/homecorps)

Attorney General Martha Coakley has opened an office at the Chamber's building in the heart of Brockton.

The office hosts the HomeCorps Loan Modification Initiative. The program is coordinated by Assistant Attorney General specialist Annie St. John Joseph, responsible for providing direct assistance to homeowners seeking loan modifications to avoid foreclosure.

"The Chamber is pleased to provide space for this very important initiative. We are also happy to partner with the Attorney General to address this very important issue facing our communities, residents and the economy," said Chamber president and CEO, Christopher Cooney.

Walk-ins are available with Annie St. John Joseph at the Chamber Office, 60 School Street, Brockton, Monday-Friday from 9:00 am - 5:00 pm. To schedule an appointment, call 617-573-5333. For more information about the Attorney General's HomeCorps Initiative, visit [mass.gov/ago/homecorps](http://mass.gov/ago/homecorps).

## RENEWING Members *Thank You !*

#### **ABC Specialties**

Abington Bank  
Advanced Real Estate Inc.  
Bayside Financial Insurance  
Belmont West Associates  
Bernardi Hyundai & Honda of Brockton  
Boston Business Journal  
Brennan's Smoke Shop  
Brockton Education Association  
Brockton Redevelopment Authority  
Brockton Visiting Nurse Association  
Burgess and Capeway Pest Management  
Capeway Aluminum & Vinyl, Inc.  
Coastal Community Capital  
Constellation  
Crescent Credit Union  
Curry College  
Eagle Elevator Company, Inc.  
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Ercolini and Company LLP, CPAs  
George's Cafe  
Gowell's Candy Shop, Inc.  
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Heights Crossing  
Hilliards Chocolate System  
Hope Health  
Independence Associates, Inc.  
Irving W. Goldberg

#### **John Cooper Paving & Sealing, Inc.**

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Korsch America, Inc.  
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MassDevelopment  
MDCOM  
MSW Financial Partners  
Mutual Bank  
Northern Lights Electric Company  
Philadelphia Insurance Companies  
Powers & Waitt CPAs  
Precision Installations Inc.  
Prism Energy Services  
Quail Run  
Randolph Savings Bank  
Rodman & Rodman, PC, CPAs  
SET Associates  
Signature Healthcare  
South Eastern Economic Development (SEED)Corp.  
Standard Modern Company, Inc.  
Sullivan Appraisal/Marlene Ann, Inc.  
The Charlie Horse Restaurant  
The Victorian House at TJ Smith's  
Town of East Bridgewater  
Training Resources of America, Inc  
Tutto Bene / Pasta Bene  
United Way of Greater Plymouth County, Inc.  
William R. Sullivan

## Eastern Bank to Merge with The Community Bank

The Eastern Bank and The Community Bank plan to merge by year's end, combining the resources of the Community Bank



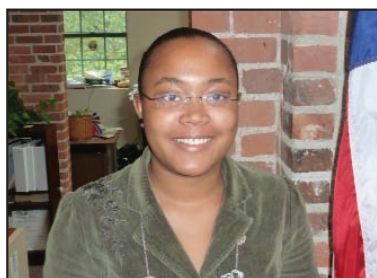
and building upon Eastern's financial strength to better serve the people and businesses in southeastern Massachusetts and Cape Cod. This is an exciting opportunity that will combine two organizations with a long history of giving back to the communities which they serve. The merger will also provide greater convenience to existing customers, who will have access to more than 90 branches across eastern Massachusetts.

Founded in 1818, Eastern Bank has delivered the attentive personal service of a small community bank for generations, while also evolving into a bank that offers the range of financial products normally

found at larger institutions. As part of its longstanding commitment to helping local communities, Eastern Bank and the Eastern Bank Charitable Foundation will donate \$4 million to over 1,000 non-profit organizations across eastern Massachusetts in 2012. This is the fifth time in the past 30 years that Eastern has merged with another mutual organization in Massachusetts. The last was Sharon Co-operative Bank in 2007, which was preceded by Plymouth Savings Bank in 2005.

The Community Bank and Eastern Bank are working closely to create a smooth and seamless transition. Please watch for more updates in the months ahead. For more information, visit [www.easternbank.com](http://www.easternbank.com).

## Chamber Welcomes Intern Donzilia Soares



Donzilia Soares

The Chamber welcomes Donzilia Soares as the new intern office assistant. Donzilia is an international student from Cape Verde studying at Bridgewater State University. She is currently working on her masters in Education with a concentration in English. Donzilia hopes to use her time at the Chamber to develop her professional skills as well as learn more about American culture.

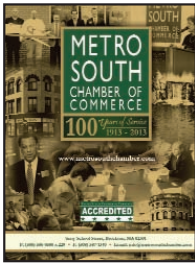


# Update Your Directory Listing Online!

The Metro South Chamber of Commerce is celebrating one hundred years of serving the business community in 2013. In recognition of this milestone, the Chamber will be producing a special edition Centennial Book for Business and Resource Guide (B4B).

The B4B is distributed to over 5,200 people including member businesses, new businesses, visitors, residents, town halls, libraries, and more. In addition, it is posted online where it receives over 10,000 views annually.

This year, the B4B will contain a photo recap of the past 100 years, history of the Chamber, information on the region, including healthcare facilities,



ties, education, and community profiles.

Each Chamber member receives 2 free listings. Members may update their annual verification form online to ensure accurate listings in the Members Only Section of the Chamber website. The information on the form will also be used for telephone referrals made by the Chamber.

The Members Only Login Page can be found under the Membership tab on the Chamber website at [www.metroouthchamber.com](http://www.metroouthchamber.com). Please contact Alison van Dam at 508.586.0500 x 222, [avandam@metroouthchamber.com](mailto:avandam@metroouthchamber.com) if you have not received your login information or if you have additional questions.

## Advertise in the 2013 Centennial Book for Business

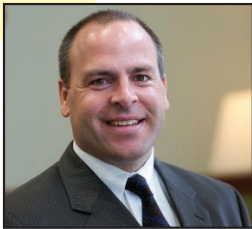
Don't miss the opportunity to place an ad in the 2013 Book For Business and stand out against the competition for years to come. Your ad will be listed in close proximity to your free business directory listing. In addition, your alphabetical and categorial listing will be displayed in a bold colored font. This opportunity is sure to give you a leg up in the competition by helping you receive added exposure. Enhanced listings are also available.

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@metroouthchamber.com](mailto:avandam@metroouthchamber.com) for more information and for ad rates.

## MEMBERProfile

### J.K. Olivieri Insurance Agency



Kenneth Olivieri

64 East Grove Street  
Middleboro, MA 02347  
508-580-0781 • 508-747-1818  
[www.jkoins.com](http://www.jkoins.com)

Year Established: 1979

Products or Services: Business Insurance and Personal Insurance

Number of Employees: 10

What is your market area?  
Eastern Massachusetts

What markets do you serve?  
Habitation; Manufacturing; Non-profits; Restaurants; Contractors; Wholesale Business; Retail Business.

Please list awards, honors or special recognition your firm has received:  
Massachusetts Five Star Agency, Trusted Choice Agency.

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

Our agency has the ability to service a wide range of markets with professional service from our staff. Our agency understands the importance of communicating with our clients and does our best through our agency policies and procedures to do that.

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

For our Customers – Protecting the financial future with a quality insurance program, for the business community, to continue to stay involved in the many community that we are part of to help give back to our local communities.

## Chamber Affiliation News & Events

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



The **Bridgewater Business Association (BBA)** will hold its October meeting on Thursday, October 18 at 6:30 pm with BBA member Shannan Nilz of Nilz Jewelry Studio. The November meeting will meet on Thursday, November 15, 6:30 pm with BBA member Nancy Koczela of Bridgewater Savings Bank. The December meeting will take place on Thursday, December 20 at 6:30 pm with BBA member Lisa Lundin of Just Desserts Bakery & Cafe. For more information, visit [www.bridgewaterbiz.biz](http://www.bridgewaterbiz.biz).

The **Stoughton Chamber of Commerce** will present "How Healthy Is Our Health Insurance" with speaker John Vigliotti, former State Health Chair with over 30 years experience in the industry. The meeting will take place on Monday, November 5, 11:30 am - 1:00 pm at Outback Steakhouse in Randolph. For more information, visit [www.stoughtonma.com](http://www.stoughtonma.com). \$15 members, \$25 non-members.



The **Norwell Chamber of Commerce** will host their Taste of Norwell on October 18 at the Cushing Center, 5:30 pm - 8:30 pm. There will also be a networking event in partnership with the i-Network.biz group on Wednesday, October 10 from 6-7pm at Marsh's Wine & Spirit in Norwell. Visit [norwellchamberofcommerce.com](http://norwellchamberofcommerce.com) for more information.

The **East Bridgewater Business Association (EBBA)** will hold a board meeting open to all members on October 11 at 8:30 am at the Victorian House at T.J. Smith's located at 13 Cross Street in East Bridgewater. For more info or to register, contact Joe Smith at 508-378-7436.



The **Avon Industrial Park Association (AIPA)** serves as an advocate for the Avon Industrial Park. Issues of concern include the possibility of sewerage in the town and park beautification. For more information, call Bob Costa at 508-586-0900.



## 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.



Thomas Kennedy

The next Government Affairs meeting will take place on Friday, November 9, 12:00 pm - 1:15 pm at the Metro South Chamber, 60 School Street, Brockton. The featured speaker is Senator Thomas Kennedy of the 2nd Plymouth and Bristol District.

Thomas Kennedy is serving his second term in the State Senate after proudly serving as State Representative in the Massachusetts General Court for over 25 years, representing the City of

Brockton.

Kennedy currently serves as Chair, Joint Committee on Consumer Protection and Professional Licensure, Joint Committees on Election Laws, Public Service, Revenue and Ways and Means and the Senate Committee on Ways and Means.

If you would like to attend please R.S.V.P. online by visiting [metroouthchamber.com](http://metroouthchamber.com), by calling the Chamber at 508.586.0500, or emailing [lkeene@metroouthchamber.com](mailto:lkeene@metroouthchamber.com). The cost to attend is \$5 for members and \$15 for future-members.

## September Government Affairs Recap



Sue Joss, Chair of Government Affairs with speaker John Regan, Executive Vice President of Government Affairs for the Associated Industries of Massachusetts (AIM). AIM promotes the well-being of its members and their employees by improving the economic climate of Massachusetts, proactively advocating fair and equitable public policy and by providing relevant, reliable information and excellent services.

Sponsored by:



**BUY LOCAL FROM THESE NEW CHAMBER MEMBERS!** (See page 5 for Six Economic Benefits of Buying Local)

**Denise Sheppard Consulting**



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**National Physical Therapy**



49 Pearl Street, Brockton  
508-580-9995 • [www.nationalphysicaltherapy.com](http://www.nationalphysicaltherapy.com)  
National Physical Therapy an outpatient provider located in Brockton, Stoughton, Holbrook, Fall River and New Bedford, providing progressive rehabilitation for work-related issues, motor vehicle accidents, sports injuries, general orthopedic disorders, chronic neck and back pain, and post surgeries. Come rehab with us in Brockton, Fall River or in our new 3000 square foot salt water pool in Stoughton!

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Blue Hill Press is a full-service supplier for printing and mailing. We are a service-oriented company specializing in high-quality printing, both digital and offset. Our products include newsletters, brochures, booklets, stationery, pocket folders, invitations, postcards, and more. With in-house mailing, we are a one-stop shop, which makes it easy to order printing and mailing and saves you time and money.

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PO Box 3067, Brockton 02304-3067  
508-583-1106 • [www.rogerkeith.com](http://www.rogerkeith.com)  
Since 1869, we have been a leader in providing quality Personal and Commercial insurance services to our community. With offices in Brockton and Middleboro, we offer a full array of group benefits and financial services through our sister agency, Keith, Meadows and Dunn. With specialized expertise in Medical / Healthcare; Social Services; Real Estate Management and Development; Financial Institutions; and Printing / Graphic Arts, our knowledgeable staff can assist with all your insurance needs.

**Ribbon Gift Program/TD Enterprises**



31 Whittier Lane, North Easton  
508-930-3722 • [adeleenos.ibocity.com/shop](mailto:adeleenos.ibocity.com/shop)  
If you are going to recognize or reward your employees and customers or if you run into a situation where you need to give a gift to someone and can't think of anything to give? Let this gift program take the stress out of your hands. Our program is easy, cost-effective and will allow them to choose the gift THEY want easily and within your budget. Call Adele Enos at 508-930-3722.

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700 West Center Street, Suite 10, W. Bridgewater  
866-427-0087 • [www.orchardins.com](http://www.orchardins.com)  
We provide financial and insurance services for 1) Personal and Family Planning for Retirement, Income Protection, Estate Planning, Long Term Care and Certified Medicare Specialists. 2) Business Services such as Employee Benefits, both Employer Paid and Employee Paid Health, Life, Disability, Vision, Dental, etc. Business Succession Planning, Key Man, Buy Sell Agreements. Sole Proprietorship or Single Stockholder Business Continuation Plans.

**Joyce Nessralla**



400 North Warren Avenue, Brockton  
508-942-4619 • [jnessralla@jackconway.com](mailto:jnessralla@jackconway.com)  
I've been in the Real Estate and Home Construction Industry for over 20 yrs. I strongly believe you have to know your product and your customer and most importantly you need a Passion for what you do. Whether you're Buying or Selling.. around the Corner or around the Globe you need an experienced advocate to represent your best interests. I have the Experience, Knowledge and Passion to always deliver you outstanding Service.

**JOIN THE CHAMBER FOR GREAT BENEFITS**

**YOUR BUSINESS PROFILE HERE...**

...When You Join the Chamber.  
Call Kathy at 508.586.0500 x 229,  
or email:  
[klynch@metrosouthchamber.com](mailto:klynch@metrosouthchamber.com)

60 School Street, Brockton • 508-586-0500 x 229  
[www.metrosouthchamber.com](http://www.metrosouthchamber.com)

Join the Chamber and network your business to success! The Chamber hosts informative meetings, networking events, and puts you in touch with your legislators. We also offer marketing and advertising opportunities, referrals, publicity and exposure. In addition, we offer Health Insurance packages and access to Comcast Savings, Discounts, and Energy Purchasing Programs. Call Kathleen to learn more today!

**BUSINESS EVENTS Planner**

**October 11**

**Business After Hours**

5:30 pm - 7:30 pm  
**Bath Fitter**  
25 Turnpike Street, W. Bridgewater

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

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

**October 17**

**Business After Hours**

5:30 pm - 7:30 pm  
**Mutual Bank**  
777 Belmont Street, Brockton

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

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

**October 24**

**Ribbon Cutting**

3:00 pm  
**EquipNet**  
5 Dan Road, Canton  
Celebrate the Grand Opening of EquipNet's relocation with a ribbon cutting ceremony, refreshments and tours of the facility.

*Tickets: Complimentary*  
Please RSVP to [jbaker@equipnet.com](mailto:jbaker@equipnet.com).

**IT'S EASY TO REGISTER!**

508-586-0500 x 231 ☎  
508-587-1340 📠  
E-mail: [info@metrosouthchamber.com](mailto:info@metrosouthchamber.com) ✉  
Online: [www.metrosouthchamber.com](http://www.metrosouthchamber.com)  
Send reservation and payment to: 📬  
**Metro South Chamber of Commerce**  
Sixty School Street  
Brockton, MA 02301-4087



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- flickr.com/photos/metrosouthchamber
- issuu.com/metrosouthchamber

**October 25**

**Good Morning Metro South**

7:30 am - 9:00 am  
**Conference Center @ Massasoit**  
770 Crescent Street, Brockton

This breakfast program provides an opportunity 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

**November 7**

**Business After Hours**

5:30 pm - 7:30 pm  
**Mansfield Bank**  
728 West Center Street, W. Bridgewater

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

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

**November 16**

**99th 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