



# Action report

April 2006

Always about OPPORTUNITY



**CHAMBER MISSION**

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



Mayor Harrington, page 5



Richard Gowell, page 6



Jeannette Logan, page 8

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## A Beacon Hill Breakfast in Brockton

April 27, 2006 - Massasoit Conference Center



Kerry Healey, Lieutenant Governor

The legislative edition of the **Good Morning Metro South** breakfast program is scheduled for **Thursday, April 27, 2006 from 7:30 to 9:15 a.m.**, at the **Massasoit Conference Center** on Crescent Street in Brockton.

**Kerry Healey**, Lieutenant Governor of Massachusetts, will

be the featured speaker.

Kerry Healey was elected Lieutenant Governor of Massachusetts in 2002 and serves as a key policy advisor on Governor Romney's leadership team.

Lieutenant Governor Healey has taken on a broad range of assignments to advance the Romney Administration's reform agenda. She is the primary contact for

municipal leaders regarding local finance and budget issues and co-chairs the Commonwealth's five Regional Competitiveness Councils, which are responsible for regional economic development initiatives. Prior to her election, Healey was Chairman of the Massachusetts Republican Party and is credited with successfully re-energizing and expanding the party's grassroots base, laying the foundation for the party's current record setting fundraising effort.

As always Good Morning

Sponsored by:



Metro South is a great networking opportunity. Guests are encouraged to stay for informal networking immediately following the program. To register or for further information call the Chamber at 508.586.0500 ext. 221 The cost is \$20 for members and \$27 for non-members.

See related article on page 5

## Small Business & Entrepreneur Awards Luncheon



Roger Berkowitz, CEO of Legal Sea Foods Restaurant

The **Metro South Small Business Awards luncheon** is scheduled for **Tuesday, May 16, 2006 at The Shaw's Center from 12:00 - 1:30 pm.** The Metro South Chamber of Commerce and **Bank of America Small Business Services** have joined forces to recognize small business

achievements and their economic

impact on the region.

The guest speaker is **Roger Berkowitz**, CEO of **Legal Sea Foods Restaurant**.

As always, the **Metro South Small Business Awards luncheon** is a great networking opportunity. Several **Business Solutions Workshops** and over 30 businesses will be featured at the **Business 1st EXPO**.

Pre-registration is required and easy. To register or for further information call the Chamber at 508.586.0500 ext 221.

See related articles on pages 2 & 8

## Grow Your Chamber While Helping Others

Membership Drive - May 9, 10, 11



Biloxi Bay Chamber of Commerce decimated by Hurricane Katrina

Becoming a member of the Metro South Chamber of Commerce provides your business opportunities to accelerate its growth. When you join the Chamber, you become a leader within the business community and a member of the region's most dynamic advocacy organization. Membership means potential new business prospects, new savings, access to valuable resources and information, access to health and dental plans, a variety of marketing opportunities and more, for you and your business.

On May 9, 10, and 11, many community and business leaders, currently benefiting from membership in the Chamber, will contact businesses that could

Drive article continued on page 11

Join the Chamber of Commerce NOW!  
 Call

508.586.0500 x 225 or 229

# It's Open Enrollment Time for Health Insurance

## Health Services

Administrators would like to extend a reminder to all Chamber of Commerce members that open enrollment begins April 1, 2006.

This is an excellent opportunity for Chamber of Commerce members to review their benefit options, to make changes to their health coverage plans, and to enroll any eligible employee who may have previously waived coverage.

This open enrollment is also an opportunity to learn about the various products Health Services Administrators offers to members, such as health savings accounts (HSA) health plans; a new Health Reimbursement Account (HRA) Arrangement, and a Flexible



Spending Account (FSA) which provides a pre-tax benefit to both employers and employees.

If you are self-employed or a small business owner, this is also an opportunity to enroll in a health insurance program best suited to your business needs.

Health Services Administrators offers access to Harvard Pilgrim, Tufts and Delta Dental Insurance. For more information, or to answer any questions you may have, please call **Health Services Administrators** at the following toll free number: **1.877.777.4414**.



Health Services Administrators

# Business 1<sup>st</sup> EXPO - Space Limited

More than 30 businesses will be featured at the **Metro South Business 1<sup>st</sup> EXPO**. The EXPO is being held at **The Shaw's Center** in Brockton on **Tuesday, May 16, 2006** from **11:00am – 3:00pm**. In addition to connecting people to member businesses, the Metro South Business 1<sup>st</sup> EXPO will feature the **15th Annual Small Business Awards luncheon** and



four **Business Management workshops**. This event is being sponsored by **Bank of America** and **BlueCross/BlueShield**. For further information on purchasing an EXPO table or tickets to the Small Business Awards Luncheon, please call **Kerrie Blake** at **508.586.0500 ext 231**.



Dave Linscott and Bill Scherneck of Fire Extinguisher Services



Christy Kendrick of Signature Apparel

# Calling All Ambassadors!

*Next Meeting: Wednesday, April 5, 2006 - 8:00 am*



Ambassador Bob Wisgirda of WBET 1460 AM Radio welcomes Jeanne King of AmeriCare Alliance of MA, LLC at the New Member Orientation

Chamber of Commerce. The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, 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, please contact John Dudley at **508.586.0500 ext. 225**.

The next **Ambassador meeting** will meet on **April 5** from **8:00 - 9:00 am** at Metro South

## GRO-N-THINGS, INC.

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**ACTION Report**

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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!

**APRIL Calendar**

- 5** Ambassador Meeting 8:00 am
- 12** Membership Drive Kick-Off Breakfast 8:00 - 9:00 am  
*Thorny Lea Golf Club, 159 Torrey Street, Brockton*
- 13** Human Resource Management Council 8:00 am  
*Radisson Hotel and Conference Center, 195 Westgate Drive, Brockton*
- 21** Re-dedication of the Civil War Soldier Memorial 11:00 am  
*Perkins Park, North Main Street, Brockton*
- 27** Legislative Breakfast, Lt. Governor Kerry Healey 7:30 am  
*Massasoit Conference Center, Brockton*

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

*Coming up*

**May**

- 3** Ambassador Meeting 8:00 am
- 9, 10, 11** Membership Drive 7:30 am
- 12** Government Affairs 7:45 am
- 16** Business First Expo 11:00 a.m. - 3:00 pm  
*The Shaw's Center, One Feinberg Way, Brockton*
- 16** Small Business Awards Luncheon 12:00 - 1:15 pm  
*The Shaw's Center, One Feinberg Way, Brockton*
- 17** Executive Committee 4:00 pm
- 29** Chamber Closed - Memorial Day
- 31** Board Meeting 12:00/Noon

*Save the date*

**June**

- 7** Ambassador Meeting 8:00 am
- 9** Government Affairs 7:45 am
- 15** ATHENA Award Breakfast 7:30 am  
*The Radisson Hotel, 195 Westgate Drive, Brockton*



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

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

# GOODNews

*Here is What a Standing Ovation Looks Like on Paper!*

Ms. Barbara Ehrenreich, political essayist, social critic, journalist and author, will speak at Bridgewater State College on Wednesday, **April 12** in Boyden Hall's Horace Mann Auditorium at **7:30 p.m.** Ms. Ehrenreich is the author of the New York Times best seller *Nickel and Dimed: On (Not) Getting By in America* which describes her attempt to live on low-wage jobs. The event is free and open to the public. For more information, please visit [www.bridgew.edu/ccrc](http://www.bridgew.edu/ccrc).

## The Enterprise

The Enterprise Newspaper In Education (NIE) program is proud to announce its **8th Annual Career Day**. This event will be held on Tuesday, **April 25th** at **The Shaw's Center** in Brockton from **9-11:30**. This initiative is designed as an opportunity to build stronger connections between schools and the community. By connecting schools with area businesses, students can see the meaning and relevance of what they are learning in school, invigorating the school culture and the classroom, while they begin to consider their potential careers. Businesses and/or High Schools wishing information on participation can contact **Cheryl Showstack**, Educational Outreach Manager at **508-427-6856**.

**Rockland Trust** was named one of the top 500 companies (of 29,000) who participated in the Lee Jeans Company's 2005 Denim Day to raise money for breast cancer research. The annual event, which is held in October each year, raises money by encouraging employers to allow their employees to wear denim to work in exchange for a \$5 donation to the cause. Rockland Trust donated over \$2700 collected

from employees during the event. All donations go to the Susan G. Komen Breast Cancer Foundation for breast cancer research, education, screening and treatment programs. In total, Lee Jeans raised more than 8.4 million dollars for the foundation with this year's Denim Day.



**Brockton Hospital** has announced Sunday, **May 7th** as the date of the seventh annual **Champions Fighting Cancer Walk**. The Walk, which has quickly become one of the largest charity events in the Metro South area, is expected to draw more than 8,000 walkers and will raise funds to benefit Brockton

Hospital cancer programs and the Chrystine M. Sullivan Memorial Foundation. The Walk will have the traditional 4.3-mile route, as well as a new 1.5-mile route. At the completion of the Walk, the hospital will host a 'Finish-Line' celebration complete with live entertainment and refreshments. For the kids, the party will include face painting, balloons, and clowns. Last year, the Walk succeeded in bringing together more than 8,000 walkers to raise more than \$240,000 for the cause. Proceeds raised through this year's Walk will help fund the introduction of new digital mammography equipment in Brockton Hospital's Women's Imaging Center. Those individuals interested in walking or organizing a group of walkers, or businesses interested in becoming corporate sponsors, should call the Brockton Hospital Foundation Office at 508-941-7078 or visit [www.brockton-hospital.org](http://www.brockton-hospital.org).

**Special Olympics Massachusetts (SOMA)** is introducing their new corporate spon-

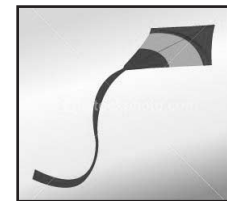


sorship program, Corporate Team Games. Corporations donating \$10,000 or more to SOMA will be able to send 10-15 team members to participate in this year's Summer Games on **June 17th**.

Benefits of Corporate Team Games include: professionally led teambuilding activities valued at \$250 per person; an opportunity to experience the excitement of Special Olympics; valuable sponsorship benefits; fun filled day for employees and their families. For more information on this unique and rewarding opportunity visit [www.specialolympicsma.org](http://www.specialolympicsma.org).

**Brockton Mayor James Harrington** and the **Brockton Area Workforce Investment Board** invite you to attend the grand opening of **Youth Works**, a career and educational resource program for youth ages 14-21 operated by **Catholic Charities South**. The grand opening will be Wednesday, **April 5, 2006** from **1:00-3:00 pm** at 34 School Street in Brockton.

Please RSVP to **Rachel Adams** at **508.584.3234** or at [radams@bawib.org](mailto:radams@bawib.org).



The **Community Bank** is hosting its annual **Kite Day**, Wednesday,

**April 19th** from **10:00am-3:00 pm** at all its branches. The day will consist of an art activity for children and their parents. Healthy refreshments and snacks will be served. The activity is free and open to the public, customers and non-customers alike. For more information please contact **Melissa M. McCloud** at **508.587.3210 x3365**.

Be a part of the **Marvelous Marvin Hagler Invitational**, a signature, one of a kind fundraising event that will take place at the historic **Brockton Fairgrounds** in the City of Champions, Brockton. The main event will be a night of sanctioned top-ranked amateur boxing. **Marvelous Marvin Hagler** will attend all scheduled events.

Attendees will enjoy a total event experience at the Family Fun Festival, entertainment, non-profit community groups, food and beverage areas and merchandising concessions. Please contact **Denis Marrese** at **508.509.3236** or **Gary Leonard** at **508.944.0658** for further information.



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**Sponsored by: Do You Have a HR Question?**

*Try the Human Resource Hotline*

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



The Metro South Chamber of Commerce has developed a hotline for your business to receive professional advice from experts in the HR field.

Simply e-mail your questions to the HR hotline at [hrhotline@metrosouthchamber.com](mailto:hrhotline@metrosouthchamber.com) or log onto [www.metroouthchamber.com](http://www.metroouthchamber.com). For more information contact Kerrie Blake at 508.586.0500 ext. 231.

**Recent HR Hotline Question...**

*Actual HR Hotline Question!*

- Q. Can we as the employer have a policy in place that states if an employee is on a prescribed medication that it be mandatory they notify us? This is in reference to employees who operate machinery or drive our company vehicles.**
- A. Yes, definitely. We have used the following in our Drug Policy: "Any employee taking a legal medication or prescribed medication should consult a medical professional to determine whether the drug may affect their personal safety or ability to perform their job..."**

*Please email the HR hotline for the complete answer*

**Confirmed! Legislative Breakfast**

*April 27, 2006 - Massasoit Conference Center*

On Wednesday, April 27, 2006, business leaders and regional legislators will meet at the **Massasoit Conference Center** in Brockton to hear guest speaker *Massachusetts Lieutenant Governor Kerry Healy* at the Legislative Breakfast. In addition, participants will have the opportunity to interact with their local legislators and hear first hand

about what is in store for the business community on Beacon Hill. The event is open to the public. To register, call the **Metro South Chamber of Commerce** at 508.586.0500 ext 221, or register online at [www.metroouthchamber.com](http://www.metroouthchamber.com). The cost is \$20 for members and \$27 for non-members.

*See related article on page 1*

**Welcome to Brockton!**



Phil Papadopoulos, owner of HotStone Pizza, outside his restaurant at 623 Belmont St., Brockton.



Brothers Paul and Artie Georgacopoulos, owners of Georgio's Roast Beef, Pizza & More located at 1041 Pearl Street, Brockton.



Mayor James Harrington

Representative Christine Canavan

Representative Kathleen Teahan

Representative Daniel Webster

**H.R.M.C. Calendar!** Sponsored by: BlueCross/BlueShield

**Human Resource Management Council**  
**DATE CHANGE! April 13, 2006 - 8:00 am**

The next **Human Resource Management Council (HRMC)** meeting will take place on **Thursday, April 13, 2006** at the **Radisson Hotel and Conference Center in Brockton.** The guest speaker will be Jennifer Davis Carey, Secretary of elder Affairs. Secretary Carey has overseen the implementation of the first in the nation Senior Care Options plan, the fruition of the first phase of the Medicare Modernization Act and the creation of an Aging and Disability Resource Center. Join us for this special seminar that will help equip you to meet new challenges facing HR professionals. Pre-register by calling 508.586.0500 ext. 231.

**STEPPING OUT FOR HOSPICE**

Old Colony Hospice

**8<sup>TH</sup> MEMORIAL WALK**

**SUNDAY, APRIL 23, 2006**

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 FOR MORE INFORMATION CALL TERRI  
**781-341-4145** or  
[thausmann@oldcolonyhospice.com](mailto:thausmann@oldcolonyhospice.com)

**WALK INDIVIDUALLY OR PUT A TEAM TOGETHER**  
 • WALK BEGINS AT NOON • REGISTRATION AT 11:00 AM

**STONEHILL COLLEGE, EASTON**

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# Nominations for ATHENA Award Now Being Accepted

The Metro South Chamber of Commerce and Sovereign Bank are pleased to announce the 2006 ATHENA Award program. The program was created in 1982 and has expanded to over 350 cities in the United States, Russia, and Canada. It is presented in the form of a hand-cast bronze sculpture, symbolizing the strength, courage and wisdom of the recipient.

The Metro South Chamber of Commerce believes in the values underlying the ATHENA Foundation's philosophy of incorporating the talents and expertise of women into the leadership of our businesses, our communities, and our

government. The spirit of the ATHENA Program is captured in the following quotation from Plato: "What is honored in a country will be cultivated there." By honoring exceptional leaders, others will be encouraged to excel.

On Thursday, June 15, 2006, the Metro South Chamber of Commerce will present the ATHENA Award to an exceptional individual who has achieved excellence in his/her business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

To nominate an individual, please contact **Kerrie Blake** at



Marianne Wroble Cox, 2005 ATHENA Award Recipient

508.586.0500 ext 231. An ATHENA Award nomination form will be mailed upon request. Nominations are due by Friday, May 5, 2006.

# Adult Medical Day Care Opens



Brockton Adult Medical Day Care Center Inc. Opens in Brockton at 25 Christy's Drive. Pictured at the ribbon cutting ceremony is Gary Liberman, Michelle Castronovo, Mayor James Harrington, and Cheryl Cronin Sullivan

# Restaurants, Exhibitors Savor the Night

Forty participating restaurants and cultural organizations at the 2006 "A Taste of Metro South" made the selection of food and entertainment amazing. The night was a success with over 750 people trying new restaurants from throughout the South Shore...



Michael Swanbeck of Bugaboo Creek Restaurant



Richard Gowell of Gowell's Candy



Shawn Yard and Jeffrey Summers of Progressions Lounge are assisted by a student from Southeastern Regional Vocational School



Mari-Jo Martin of The Charity Guild



Benjamin Franklin (Bill McCarthy) and Daughter Paula Peterson of The Children's Museum of Easton



Ha Dao, Peter Dao and Lynn Quach of Chang Feng on Wheels



Karen Messina and Dan Glathorn of the Country Club of Halifax



Debbie Medeiros, Jim Bosco, and Judy Whalen-Mills of Smith's Restaurant and Catering

# Be a part of this year's walk and you can make a difference in the fight against cancer.

Last year, some 7,500 walkers raised nearly \$240,000 for cancer programs at Brockton Hospital and cancer services supported by the Chrystine M. Sullivan Foundation.

BROCKTON HOSPITAL AND THE CHRYSTINE M. SULLIVAN MEMORIAL FOUNDATION



7TH ANNUAL  
CHAMPIONS  
FIGHTING  
CANCER  
WALK

MAY 7, 2006

## SUNDAY, MAY 7

*Rain or Shine!*

**Walk Starts at Brockton High School 8 am – 10 am**

**Walk Finale at Brockton Hospital Campus**

**Gala Celebration ☆ Cookout ☆ Fun ☆ Entertainment**

*Put Your Passion to Work... Walk or Sponsor a Walker... Carry a Banner...  
Wear Crazy Hats... Stand Up for a Cause... Create your own Webpage...  
Honor a Loved One... Ask Friends to Support You... Meet People Like You...  
Have Some Fun... Get Some Fresh Air... Represent Your Business...  
Form a Team... Do Something Wonderful... Walk the Walk*

**Need more information or want to volunteer?**

**Call 508-941-7078**

**or visit [brocktonhospital.org](http://brocktonhospital.org) ☆ [chrystinesullivan.com](http://chrystinesullivan.com)**

The 7th Annual Champions Fighting Cancer Walk is sponsored by the Brockton Hospital Foundation and The Chrystine M. Sullivan Foundation. All proceeds will go toward the fight against cancer. Please help us. Thank you.

## Small Business Assistance (SBA)

**Next Meeting: April 19, 2006 - 2:00 pm**

**Location: CareerWorks, 34 School Street, Brockton**

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 - 3:30 pm** on Wednesday, **April 19, 2006**. Contact CareerWorks at 508.513.3400 for further workshop information.

## Nominations Being Accepted for Small Business Awards



2005 Small Business of the Year Award recipient John Hurwitz of Northeast Wholesale Nail & Fastener Supply Company and the 2005 Entrepreneur of the Year Award recipient Jeffrey Chrzanowski from Spark Street Auto Body.

The **Metro South Chamber of Commerce** and **Bank of America Small Business Services** are joining forces to recognize the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region. All members are invited to participate in the selection process to name the 15th Annual Small Business of the Year and Entrepreneur of the Year award winners. "Small businesses are the backbone of our local economy. Each year, we are proud to turn a special spotlight on small businesses and their valuable contribution to our community," said Christopher Cooney, President and CEO of the Metro South Chamber.

### Nominating someone is easy...

You may nominate your own business or any other business you deem worthy. Submit a summary of your reasons for the nomination, based on the criteria listed below. Call or fax the Chamber office for nomination forms. You may include any additional documentation that will help illustrate why the business is deserving of the award. Nominees do not need to be members of the Chamber. Nominees must be a for-profit business.

### Criteria:

#### Employment/Staying Power.

The Small Business of the Year nominee must have been in business for a minimum of three consecutive years under the current ownership, and have fewer than 50 full-time equivalent employees. The Entrepreneur of the Year nominee must have been in business less than three years, and have fewer than 10 full-time equivalent employees.

#### Growth.

The nominee should demonstrate growth in employees, revenues, and profitability.

#### Innovation.

The firm should demonstrate creativity and imagination in the development of its business or in its product or service

#### Social Responsibility.

Nominees should reflect internal and external social responsibility, which may include one or more of the following points: strong, comprehensive employee relations programs; efforts by the company and its staff to aid or benefit the community through personal involvement and/or donations of company resources; efforts to encourage diversity in its workforce and management; activity in the business community through involvement in industry or professional organizations; and development of other programs relating to social and community betterment.

**Nominations are due by April 7, 2006.** Call the Chamber office at 508-586-0500 ext 231 to request an easy-to-complete nomination form. Winners will be selected by the Chamber's Award Selection Committee and will be announced at a special awards program in May. Award recipients will receive an engraved plaque and extensive promotion honoring their business and achievements.

## New Member Orientation

The New Member Orientation on March 15 gave new members, prospective members, and new employees of existing member companies an opportunity to network and explore the many programs and services available to Metro South Chamber members.



Rich Moore of SuperStar Photography and Pamela Val of Un Petit Morceau



Robert Buckley of Beals and Thomas, Inc. and Dina Qualizza of 1-800-GOT-JUNK?



F. Scott Tibbetts of Coldwell Banker and Don Tardiff of Cruise Planners



Jeannette Logan, Process Server and Maria Andrade of McSweeney & Ricci Insurance Agency



# Membership Drive Kick-Off

## April 12, 2006, Thorny Lea Golf Club, Brockton

The Metro South Chamber of Commerce will host a Kickoff Breakfast for its annual Membership Drive on Wednesday, April 5, at Thorny Lea Golf Club in Brockton.

During the Drive on **May 9, 10, and 11**, community and business leaders, currently benefiting from Chamber membership, will contact area businesses with an invitation to join. This year's drive will have support from the sales experience of Next Level, Inc., a sales evaluation and development firm and an authorized licensee of the Sandler Sales Institute.

Principal Chris Bond will be at the kickoff breakfast to explain the membership campaign while

providing invaluable sales technique information to our volunteers. Drive volunteers will have the chance to win fabulous prizes from Chamber businesses, as well as get a taste of Mardi Gras, this year's drive theme. The Chamber is pleased to announce that a portion of the 2006 Membership Drive proceeds will go towards re-establishing Chambers in the New Orleans area.

If you would like to attend the Kick-off Breakfast on April 12 and learn how you can assist the Chamber in its recruitment drive, please contact **John Dudley** at 508-586-0500 ext.225 or e-mail [johnhd@metrosouthchamber.com](mailto:johnhd@metrosouthchamber.com).

## RENEWING Members

### Thank You !

Albert Merola-General Contracting  
 Allegra Print & Imaging  
 Anderson Surveys, Inc.  
 Andree Robere  
 Associacao Caboverdiana De Brockton  
 Beacon Financial Planning, Inc  
 Bob's Auto Body  
 Bridgewater Savings Bank  
 Brockton Plastics, Inc.  
 Brockton Rox  
 Brophy & Phillips Co., Inc.  
 CASSI  
 Celia Insurance Agency, Inc.  
 Chatham West Associates  
 Cheryl Hodge-Spencer, DMD  
 Columbia Electric Supply, Inc.  
 Corporate Realty Associates  
 Crystal Cleaners, Inc.  
 Executive Advertising Specialties  
 Gouthro Plumbing & Heating  
 Hickey & Associates, Inc.  
 Home Instead Senior Care  
 Infinity Data Corporation  
 J&J Home Improvement  
 James E. Holmgren, CPA  
 JK Holmgren Engineering, Inc.  
 Lakeland Realty Inc.  
 M. Donahue Associates, Inc.  
 MainSpring Coalition for the Homeless

Massachusetts Bay Mortgage Corporation  
 MassDevelopment Finance Agency  
 Medical Skin-Care Associates  
 Old Colony Council Boy Scout of America  
 Packard Paper Corporation  
 Physical Therapy Plus  
 Plaza Pharmacy & Home Health Care  
 Publicity, Inc.  
 Raynham Taunton Greyhound Park  
 Robert J. McDonough Insurance Agency  
 Robinson & Cole LLP  
 Rose & Thorn, Inc.  
 Silverstein & Creedon  
 Spectrum Services Co., Inc.  
 Stone Financial Advisors  
 Tech Mechanical  
 Terrie Stone Catering, Inc.  
 The Children's Museum in Easton  
 The Learning Tree  
 Timber Lanes, Inc.  
 TWB Associates, Inc.  
 VHS Transportation Company, Inc.  
 Vieira & DiGianfilippo, Ltd.  
 White & White P.C.  
 William E. Beyer Design  
 Yankee Sprinkler Company



To Join the Chamber Call  
**John Dudley x 225**  
**Frank Gillooly x 229**  
**508.586.0500**

# How to Start an Import/Export Business



If you are one of the many individuals or companies interested in the opportunities involved in importing and exporting this seminar is for you!

This program will discuss the basics of starting a new business and will provide overview of importing into the U.S., exporting products overseas and sourcing products. Presentations include best practices for a successful sales strategy, identifying distributors and utilizing the Internet to promote your import/export business.

A resource area will include information about business services and local assistance for new businesses: Melinda Ailes, Senior Management Counselor - MSBDC Network; Roger Gomez,

President - World Express, Inc.; Ginny Greiman, Deputy Director/Chief Legal Counsel - State Office of Minority and Women Business Assistance (SOMWBA); James McLaughlin, Assistant Port Director, Trade - U.S. Department of Homeland Security, Customs and Border Protection; Edward Merguerian, International Trade Specialist - U.S. Department of Commerce, Commercial Service; Toby Stapleton, Executive Director - International Trade Assistance Center; Michael Sullivan, International Trade Counselor - Massachusetts Export Center

The workshop will be held on **May 2, 2006** at the Metro South Chamber of Commerce. The cost is \$30 per person and includes seminar materials and breakfast. Registration begins at 8:00 am. Please call **617-973-8664** for further information or to register.



Bill Mello of UPS, Toby Stapleton of the International Trade Assistance Center, Christa Bleyleben of the Massachusetts Office of International Trade & Investment, Paul Swenson of the Massachusetts Trade Office/China and Christopher Cooney of the Metro South Chamber of Commerce at a recent luncheon discussing opportunities through International Trade.

## Re-dedication of Civil War Soldier



The Civil War Soldier Memorial, Perkins Park, North Main Street, Brockton

in Brockton.

A falling tree limb damaged

On April 21, 2006 at 11:00 a.m. the Chamber will host a re-dedication of the Civil War Soldier memorial at Perkins Park on North Main Street

the statue breaking off his left hand, the top of his rifle, and part of his cap. It had remained in this condition for over fifty years.

Through grants and efforts of the Metro South Chamber of Commerce and the Military Historical Society of Massachusetts restoration was made in the fall of 2005 through Rika Smith McNally & Associates of Framingham.

For more information on the re-dedication please call Kerrie Blake at 508.586.0500 ext. 231.

## "English for all Workers" Summit Draws over 75 Eager to Help Reduce Backlog

The English For All Workers Summit brought together eighty regional stakeholders whose commitment is to increase English skills for the region's immigrants and to reduce the current waiting list for ESOL classes by 500 persons within the next year.

Program Sponsors were The Chamber, Verizon, and The Enterprise. President Lester Schindel of New England Sinai Hospital hosted the summit. A task force is establishing action steps to achieve the goals created at the Summit. To find out how you can help, contact the Metro South Chamber of Commerce at 508.586.0500 ext 225.



Michael Goodman of the University of Massachusetts and Pat Ciaramella of the Old Colony Planning Council



Janice Beyer of the Brockton Education Association and Kathleen Smith of the Brockton Community Schools



Lester Schindel and David Tedesco of New England Hospital and Rehabilitation Center



Brockton City Councilor Michael Brady and Ray Ledoux of the Brockton Area Transit Authority



The Education Panel: Brockton Public Schools Superintendent Basan Nembirkow, President of Bridgewater State College Dr. Dana Molher-Faria, and President of Massasoit Community College Dr. Charles Wall



The Business Panel: James Blake CEO of HarborOne Credit Union, Sue Joss CEO of Brockton Neighborhood Health Center, and Peter Neville CEO of Concord Foods

## "Taste" A Smashing Success!

The 2006 "A Taste of Metro South" entertained a crowd of over 750 people with food, music, and fun. The evening generated over \$2,000 to the Education Foundation. Many thanks to the premier sponsors: National Grid, The Enterprise, WBET Radio 1460 AM, and The Shaw's Center for supporting the event. Thank you to the "contributing sponsors": American Medical Response, Brockton Visiting Nurse Association, Brophy & Phillips Co., Inc., Churchill Linen Supply, Cirelli Foods, Comcast, The Community Bank, Crescent Credit Union, Eagle Photography, HarborOne Credit Union, Holmes-

McDuffy Florists, Jack Conway & Company, Minuteman Press of Brockton, New England Sinai Hospital, North Eastern Savings Bank, PROTEAS Customized Consulting, Rob Peters Entertainment, Rockland Trust Company, Security Federal Savings Bank, Shaw's Supermarkets, Sign Design, and Sovereign Bank.

Special thanks to the 2006 "A Taste of Metro South" Planning Committee: Christine Karavites, PROTEAS Consulting John Costa, B C Tent and Awning, Mary Delgado, Bridgewater State College, Claudia Denelle, CDIJ

Enterprises, Rob Peters, Rob Peters Entertainment, Dan Trout, The Community Bank, Mary Waldron, Brockton 21st Century Corporation, and Bob Wisgirda, WBET Radio 1460 A.M. for giving their time to plan this great community event, making it the most successful to date.

Many thanks also to: Brockton Key Club Volunteers, the Chamber Ambassadors Committee, participating restaurants and performers, cultural and community organizations, and everyone else involved in this year's event celebrating the Metro South region!



## Government Affairs



**Next Meeting:**  
**April 27, 2006 -**  
**Speaker:**  
**Kerry Healey**

The Government Affairs meeting will be held on **April 27, 2006** at the Massasoit Conference Center, route 27 in Brockton.

This unique Government Affairs meeting provides an opportunity for member businesses to discuss issues important to them with their elected officials.

If you would like to attend or receive further information about the Chamber's Government Affairs Committee, please contact the Chamber at 508. 586.0500 ext. 231.

See related article on page 1

# Metro South Chamber Among Best in Nation

CHAMBER OF COMMERCE  
OF THE  
UNITED STATES OF AMERICA

THOMAS J. DONOHUE  
PRESIDENT AND  
CHIEF EXECUTIVE OFFICER

1615 H STREET, N.W.  
WASHINGTON, D.C. 20062-2000

March 15, 2006

Christopher B. Cooney  
President & CEO  
Metro South Chamber of Commerce  
60 School Street  
Brockton, MA 02301

Dear Chris:

On behalf of the U.S. Chamber of Commerce, I would like to extend my congratulations for your successful completion of the Accreditation Program. At the most recent board meeting 13 chambers were accredited. Your organization was one of two chambers to receive Accreditation with Five Stars. This is an outstanding accomplishment by you and your volunteer leaders.

Accreditation is one of the highest honors bestowed on local chambers fighting for both pro-growth and jobs policies at the federal, state, and local level. This distinction honors your commitment to helping to advance the principles of free enterprise - the bedrock of this prestigious award.

Chris, this achievement is a special tribute to you. Without the skill and expertise of an effective chief executive, it would be almost impossible for an organization to reach this milestone. You and your associates are highly complimented on the quality of your chamber's performance.

Sincerely,

Tom Donohue

*Drive article continued from page 1*



Hurricane Katrina destroyed the Mississippi Coast Chamber of Commerce

economic development of that region has been paralyzed and remains slow to recovery as local businesses and Chambers of Commerce struggle to get back on their feet. This year, the Chamber is pleased to announce that at the conclusion of the 2006 Membership Drive a donation will be made toward re-establishing Chambers in the Gulf Coast area. If you are not currently a Chamber member, take this opportunity to listen to someone who is working more intelligently through membership in the Metro South Chamber. Chamber membership is affordable no matter how small your business - 70% of our members have 10 or fewer employees - and it provides your business with tremendous opportunity.

To discuss how the Chamber can help you build a stronger business, or if you are a current member and wish to become a drive volunteer, call John Dudley at (508) 586-0500 ext. 225.

benefit from membership in the Metro South Chamber of Commerce. This year's drive will feature many exciting incentives for small businesses to join the Chamber, including free radio and print advertising, free admission to several Chamber events, amazing discounts and more. Drive volunteers will get a taste of Mardi Gras - beads, food, and fun! - experiencing this year's drive theme.

As a result of the devastating impact Hurricane Katrina had on the gulf coast in 2005, the

## Opportunities for Customers & Contacts

### Ambassador Team/Membership

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.

### Government Affairs Committee

Government affects your life every day. Legislative actions at municipal offices, on Beacon Hill, and in Washington D.C. affect your organization's continued ability to prosper. With widespread concern over the status of the national economy, now more than ever is the time to speak out and be heard on taxes, regulations, and other issues that affect your bottom line. The Government Affairs Committee meets every month to discuss issues of concern to Metro South businesses.

### Human Resource Management Council

The Human Resource Management Council (HRMC) supports and provides continuing education and consulting to professionals in the ever-changing world of human resources. Regardless of the size of your business, human resource issues directly affect you, and the resources of the Council can be your link to vital information.

The Chamber provides many opportunities to expand your business contacts.

For a complete list of all Chamber committees, please visit [www.metroouthchamber.com](http://www.metroouthchamber.com) or call 508-586-0500 x221.

## Need help starting your business? Searching for money to start your business?

### The Metro South Business Assistance Center can help!

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

- Business Related Software
- Access to Computers & Online Resources
- Comprehensive Reference Library
- Informational & Instructional Videos
- Professional Counseling (by appt.)
- Workshops & Seminars (fees may apply)



Research, Consultation, Education, and Advocacy

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 fax: 508.718.5521  
 website:  
 www.atlanticapitalsolutoins.com

**E&S Auto**  
 Mr. Elias Emmanouilidis  
 36 Chestnut Ave.  
 Braintree, MA 02184  
 phone: 617.464.3520  
*Automotive Services*

**Evolution Remodeling, Inc.**  
 Mr. David Fox  
 311 East Street  
 West Bridgewater, MA 02379  
 phone: 508.559.6673  
 fax: 508.559.7889  
 website:  
 www.evolutionremodeling.com  
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**Hot Stone Pizza**  
 Mr. Phil Papadopoulos  
 623 Belmont Street  
 Brockton, MA 02301  
 phone: 508.543.2350

**Obesity Prevention Center For Children & Youth**  
 Ms. Marnite Dolne  
 797 North Main Street  
 Brockton, MA 02301  
 phone: 508.345.6675  
 fax: 508.587.1157

**Rest Room Essentials**  
 Ms. Louise Malone  
 296 Woodbine Ave  
 Hanson, MA 02341-2036  
 phone: 781.522.4144  
*Cleaning/Janitorial*

**South Shore GMAC Real Estate**  
 Mr. Ruben Coulanges  
 136 Main Street  
 Brockton, MA 02301  
 phone: 508.583.6999  
 fax: 508.583.6901

**Wheatstone Engineering & Consulting, Inc.**  
 Mr. James Murphy  
 220 Forbes Road  
 Braintree, MA 02184  
 phone: 781.380.0600  
 fax: 781.380.0601  
*Consultants*



*To Join the Chamber Call*  
 John Dudley x 225  
 Frank Gillooly x 229  
 508.586.0500

## Progressions Lounge Opens for Business



Shawn Yard, Bishop Filipe Teixeira, Jeffrey Summers, Mayor of Cambridge Kenneth E. Reeves and Mayor of Brockton James Harrington officially open Progressions Lounge located at 23 Montello Street, Brockton.



Mayor James Harrington congratulates Jeffrey Summers, Owner of Progressions Lounge on the opening of his new restaurant

## BUSINESS EVENTS Planner

### April 12

**Drive Kick-Off Breakfast**  
 8:00 am - 9:00 pm  
 Thorny Lea Golf Club  
 159 Torrey Street, Brockton

A chance to fine tune your sales technique and pre view the Drive's fabulous prizes.

Please RSVP at 508.586.0500 ext. 225

### April 13

**HRMC**  
 8:00 a.m.  
 Radisson Hotel & Conference Center  
 195 Westgate Drive, Brockton

This is a great opportunity for Human Resource managers and small business owners to sharpen their Human Resource skills.

Call 508.586.0500 ext 231 for further information

### April 27

**Legislative Breakfast**  
 7:30 a.m.  
 The Massasoit Conference Center  
 770 Crescent Street, Route 27, Brockton

Join other Chamber members for this opportunity to interact with legislators and hear first hand what is going on on Beacon Hill.

Tickets are \$20 for members & \$27 for non-members. Call 508.586.0500 ext 221 for you tickets.

### IT'S EASY TO REGISTER!

508-586-0500 x 221 ☎

508-587-1340 📠

E-mail: info@metrosouthchamber.com ✉

Send reservation and payment to: 📧



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

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

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

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

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

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

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