

Action report

December 2004

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.



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Over 500 Celebrate Chamber's 91st Annual Meeting

More Than 60 Exhibitors Featured

The Metro South Chamber of Commerce celebrated the 91st Annual Meeting at the Massasoit Conference Center on Wednesday, November 17, 2004. The event was sponsored by First Federal Savings Bank. The conference



Attorney General Tom Reilly addresses over 500 Metro South Members at the 91st Annual Meeting

center accommodated over 500 business professionals and more than sixty exhibitors promoted products/services at the business-to-business expo. The keynote speaker was Attorney General Thomas Reilly who spoke about how Metro South Chamber

members and businesses are the engine for economic recovery. "You are the ones that create the jobs. You are the ones that drive this economy," Reilly said. Reilly also touched on health care, the Big Dig project, workforce development, the elderly, and the Catholic church sex scandal.

The Chamber also presented Metro South Economic Impact Awards to nine area companies who have made significant investments and



contributions to the economic development of the region in 2004.

Honored were *Boston Interiors, Brockton Area Transit Authority, David Gooding, Inc., Equity Industrial Partners, Fleet Bank, a division of Bank of America, Radisson Hotel and Conference Center, R.K. Associates, Rosie's Liquor and Deli, and Cumberland Farms.*

Join the Chamber of Commerce NOW!

Call 508-586-0500 x229

See related articles on page 6 & 10

Effective Networking Topic at Next Good Morning Metro South

Join us as we continue our popular Good Morning Metro South breakfast series. Enjoy a delicious breakfast while making valuable business contacts. The next Good Morning Metro South is scheduled for Thursday, December 16, from 7:30 to 9:00 a.m. at the Radisson Hotel and Conference Center in Brockton.

The featured speaker is Diane Darling, the author of the best seller "The Networking Survival Guide" and Founder and CEO of Effective Networking, Inc. Ms. Darling has appeared on NBC Nightly News, in the Wall Street Journal, San Francisco Chronicle, and the Boston Globe. She founded her company on the premise that everyone can learn to network, they just need to find their own style.

Combining interactive training, strategic planning and an exploration of the natural fears of networking, Darling demystifies the process by providing techniques that can be immediately implemented. She has received rave reviews from her seminars and speeches and is increasingly sought after as an expert resource on the subject of

Continued on page 9



Diane Darling,
Author, Founder and CEO,
Effective Networking



Maximize Your Membership

Member Orientation - December 8th - 8:00 a.m.-9:00 a.m.

Join us for a Member Orientation held at the Chamber's Headquarters on Wednesday, December 8, 2004. The Member Orientation gives 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. Whether you're a new member, new to your company, or a long-time member who wants to know "what's new at the Chamber", you'll be welcome at this session.

The orientation will begin promptly at 8:00 a.m. Coffee and refreshments will be provided. Please bring plenty of business cards for

networking and some promotional materials about your business to share.

The Member Orientation is free, but pre-registration is required.

Please call 508.586.0500 ext. 221 to register or email info@metrosouthchamber.com.



Health Services Administrators

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 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.

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- Workshops & Seminars (fees may apply)

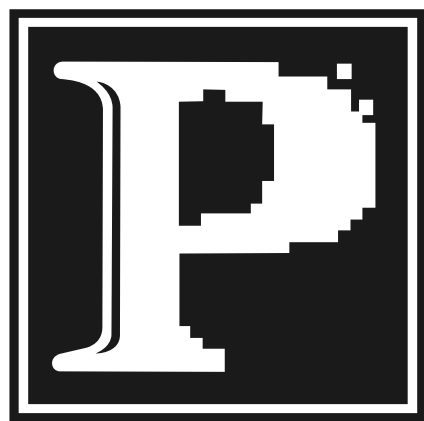


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 Membership Sales x 229

Ann Marrese
 Controller x 230

Roy Nascimento
 Vice President x 225

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.

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Networking at Events
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 to grow your business!

DECEMBER *Calendar*

8	Member Orientation	8:00 a.m.
9	Human Resource Management Council	8:00a.m.
	<small>Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton</small>	
10	Government Affairs Meeting	7:45 a.m.
14	Executive Board	4:00 p.m.
16	Good Morning Metro South (GMMS)	7:30 a.m.
	<small>Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton</small>	
22	Board of Directors	12:00/Noon

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

Coming up
January

5	Ambassadors Meeting	8:00 a.m.
14	Government Affairs Meeting	7:45 a.m.
20	Good Morning Metro South (GMMS)	7:30 a.m.
	<small>Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton</small>	

Save the date

February

2	Ambassadors Meeting	8:00 a.m.
10	Human Resource Management Council	8:00a.m.
	<small>Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton</small>	
11	Government Affairs Meeting	7:45 a.m.
17	Good Morning Metro South (GMMS)	7:30 a.m.
	<small>Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton</small>	



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

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Shelley Tierney
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Center for Business Research forming Partnerships with Area Businesses

The **Center for Business Research** at the University of Massachusetts Dartmouth is now accepting applications for marketing research to be conducted during the February-May, 2005 time frame. Approximately a dozen projects can be undertaken and will be accepted on an as-received basis.

Management of any business, to be successful, must possess current and reliable information regarding both theirs and their competitor's market/s. A vast majority of businesses realize their need for marketing research, but are unable to afford a separate marketing research department to gather and analyze all the needed information. Being acutely aware of this dilemma, the Center for Business Research at the University of Massachusetts Dartmouth is offering to, in effect, become your marketing research department. The Center possesses an exceptional expertise in this area with the Center Director and other Charlton College of Business faculty, its senior and graduate students and community business leaders serving on its Advisory board.

To explore the opportunity for your business to form a partnership with the Center for Business Research please contact Center Director, Dr. Nora Ganim Barnes by calling 508.999.8756 or email her at nbarnes@umassd.edu.



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GOODNews

Great things going on in area businesses

The appointment of vascular surgeon, **Sherry Scovell, MD**, as the **Medical Director** of The **Wound Center at New England Sinia Hospital** was recently announced by the hospital's Physician-in-Chief **Lawrence S. Hotes**. "Under the direction of Dr. Scovell, the Wound Center will benefit any patients who need specialized wound care treatment provided by highly skilled team of physicians and nurses who are expert in chronic wound care," said Dr. Hotes. Dr. Scovell is a graduate of the University of Cincinnati College of Medicine and has completed a general surgical internship and residency program during which she served as the chief administration surgical resident, at The Graduate Hospital, Philadelphia, Pennsylvania. Dr. Scovell is the Director of Endovascular Surgery, Beth Israel-Deaconess Medical Center and an instructor at Harvard Medical School.

James C. Lively, President and Chief Executive Officer of **Bridgewater Savings Bank**, announced that **Mary E. Hagen** has joined the Bank as **Assistant Vice President, Project Manager and Risk Assessment Officer**. Hagen brings over 22 years of financial management experience to her new position, including 14 years with Abington Savings

Bank, where she was involved in all aspects of retail banking and banking operations. She most recently served as consumer banking analyst and manager of the non-deposit investment program, and had served as branch administrator, controller and internal auditor.

The **South Eastern Economic Development (SEED) Corporation** with the **MA Small Business Development Center (SBDC)** will hold a basic business workshop in Taunton aimed at assisting potential and existing



Mary E. Hagen, Assistant Vice President,
Risk Assessment Officer, Bridgewater Savings Bank

entrepreneurs. The free workshop is being co-sponsored by **Bristol County Savings Bank, Taunton Area Chamber of Commerce and**

Senior Corp. of Retired Executives (SCORE). Both Workshops will be held at **SEED, 80 Dean Street in Taunton**. The workshop is entitled "**Understanding the Purpose of Financial Statements and How They Can Help Determine the Health of Your Business**". This workshop will be held on **Monday, December 13 from 5:30 - 8:30 pm**. The focus of the workshop is to help attendees understand a balance sheet, income statements, and cash flow statements. The workshop also explains how small business owners can anticipate financial needs in order to operate his/her business more effectively. Please contact Laurie Walsh at SEED Corporation at **508.822.1020** to register for the workshop, questions or directions.

Whether you celebrate Christmas, Hanukkah, Kwanza or Diwali, each year the **Children's Museum in Easton** offers workshops with options to celebrate your "special holiday". You'll make some special gifts to give moms, dads, siblings, grandparents or your favorite teacher. These **one day workshops** are designed for **ages 5-8**, and they run from **4 - 5 p.m.**, and are \$8 for members and \$10 for non-members. Pre registration is required, and be sure to sign up early since the holiday workshops are always very popular. Some of the workshops being offered include Graham Cracker Candy Houses, Decrotive Holiday Planters, Sweet Stuff, New Year's Eve Parties, and December Vacation Week Activities. Please

contact the Children Museum of Easton for information, directions or registration at **508.230.3789**.

Join **Brockton Hospital** for a senior brunch. This is a great opportunity to enjoy a nutritious buffet, share good company, and learn more about a topic important to your good health! Come in and join the hospital from **10 - 11:30 a.m.** in the Brockton Hospital cafeteria. The fee is \$5. Please contact the OneCall service at **508.941.7979** for more information.

Caritas Good Samaritan Medical Center's free community health education lecture and discussion series continues, and the next session includes three presentations about arthritis and reconstructive surgery and takes place **6:30 - 8:00 p.m.** on **Tuesday, December 14, 2004**, in the groundfloor community conference room at the hospital, **235 North Pearl Street, Brockton**. Leading the informal presentations will be three orthopedic surgeons from Caritas Good Samaritan Medical Center. Please call **508.427.3547** for further information or to register for this event.

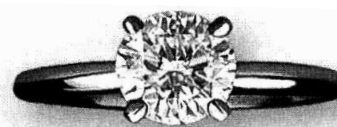
Rogers & Gray Insurance Agency, Inc. is conducting a **holiday food and toy drive** now through **December 17, 2004**. Drop in at any of their locations and drop off a non-perishable food item or a new unwrapped toy. Please call **508.760.4626** for donation locations.

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Nine Honored for Investment In Metro South



Boston Interiors, Stoughton

Boston Interiors, a local furniture retailer with six locations throughout the area recently invested over 10 million dollars in building a new corporate headquarters in Stoughton. The 250,000 square foot facility holds the company's central offices, warehouse and a new furniture showroom. Fifty new jobs are being added at the Stoughton location. Boston Interiors is known for having a wide selection of quality furniture, from clean and modern, to classic and casual. They have recently been voted "**Best Choice for Furniture**" by readers of the **Community Newspapers**. Their motto is, "Your style-on a budget!"



Brockton Area Transit Authority, Brockton

Brockton Area Transit Authority recently completed construction of a 270 space parking deck adjacent to the **BAT Intermodel Centre** and the **MBTA commuter rail station** on Commercial Street in Brockton. The total project represents over 4 million dollars of investment in

the downtown and provides important parking for commuters and new residents of the neighborhood. Brockton Area Transit Authority has operated transportation services within the Brockton area for more than thirty years and has received numerous awards for its service and operations over the years.



David Gooding, Inc., Brockton

David Gooding, Inc. a manufacturing representative of electrical and plumbing supplies has constructed a new corporate headquarters on Spark Street in Brockton. The company recently consolidated both their Braintree and New Hampshire offices into the 61,000 square feet of new space in Brockton. The new building represents over 3 million dollars in new investment to the city. David Gooding Inc., established in 1980, has additional offices in Bristol, Pennsylvania and employs more than 70 people throughout the company with 35 of them in Brockton.



Equity Industrial Partners

Equity Industrial Partners is a real estate development company that recently purchased the former Foxboro Company building in East Bridgewater. Over the past year they have invested over 2.5 million dollars in renovations to the 300,000 square foot building while securing both Foxboro Company and Harte Hanks as anchor tenants. Over 100 people are currently employed at the facility with plenty of room for additional growth. Equity Industrial Partners owns buildings in Canton, Needham and West Bridgewater and have been in business for over 25 years while specializing in the renovation and re-use of large warehouse buildings.



Fleet Bank, a division of Bank of America, Abington

Fleet Bank, a division of **Bank of America**, recently constructed a new banking center at the corner of routes 123 and 18 in Abington. The site, once the home to Quickava, now features a well designed modern bank building with over 3,000 square-feet of space. The 1 million dollar state-of-the-art facility provides a full

range of banking, lending and investment services and is staffed by eight full and part-time employees. It provides both walk-up and drive-up access as well as ATM night depository services and private offices. Access to Fleet's online banking and investing stations are conveniently provided for customer use right in the center.



Radisson Hotel & Conference Center, Brockton

Radisson Hotel & Conference Center invested over 3.5 million dollars to renovate the former Holiday Inn hotel located at 195 Westgate Drive in Brockton. Jiten Hotel Management, owners of the 189-room hotel, undertook the extensive renovations as part of the their new affiliation as a Radisson franchise. The hotel offers a number of amenities to their guests including an indoor swimming pool, health club, dry cleaning service and express check-out. The hotel is conveniently located between Boston and Providence and employs over 100 people.

Awards Article continued from page 7

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Human Resource Management Council

The next Human Resource Management Council (HRMC) meeting will take place on Thursday, December 9, 2004 at the Radisson Hotel and Conference Center in Brockton.

The featured speaker is Peter Moser, an attorney with Robinson and Cole, LLC and expert on labor and employment law. Mr. Moser represents management-side clients in a variety of labor and employment matters. He is actively involved in the Labor and Employment Section of the Massachusetts Bar Association, most recently serving as co-chair of the Employee Rights and Responsibilities Committee for the 2001-2002 session and he also serves as an adjunct professor at Boston College.



Peter J. Moser, Robinson & Cole, December HRMC Speaker

Topics will include the new federal and state wage and hour regulations, non-competition agreements, the new draft regulations under USERRA (military leave), and the changes at MCAD. The Human Resource Management Council series is sponsored by Blue Cross Blue Shield of Massachusetts.

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. The cost is \$16 for members and \$26 for non-members.

Economic Impact awards continued from page 6



R.K. Associates, Stoughton

R.K. Associates has invested over 5 million dollars since 2001 to develop R.K. Plaza, a 120,000 square foot shopping plaza on route 27 in Stoughton. The development of the plaza led to the hire of over 120 employees. Investment in the property included the widening of the road, the addition of traffic lights and overall improvement of the property. The

plaza now houses Bed Bath and Beyond, DSW Shoe and Panera Bread. R.K. Associates is a privately-held family-owned real estate development firm, founded and led by Raanan Katz, which currently owns over 5 million



Rosie's Liquor & Deli, Abington

square feet of commercial space in New England and South Florida. Rosie's Liquor & Deli invested over 1 million dollars in

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Simply e-mail your questions to the HR hotline at hrhotline@metrosouthchamber.com or log onto www.metroouthchamber.com. For more information contact Kerrie Blake at 508.586.0500 ext. 231.



A business only needs 1 reason to join the Metro South Chamber of Commerce.

Here are 10...

1. Networking
2. Qualified Leads
3. Referrals
4. Business Resources
5. Professional Development
6. Legislative Action
7. Economic Growth
8. Community Betterment
9. Cost Effective Advertising
10. Savings

To learn more about joining the Metro South Chamber, call Frank Gillooly at 508-586-0500 ext. 229

renovations for its new location at the former Bowser's Seafood Building on Route 18 in Abington. The new location provides additional space for expansion of the facility and the addition of ten new jobs. In addition to a larger selection of wine and beer options, Rosie's has added a full service deli. Owner, Robert Caldarolo, has operated his business in Abington for over 17 years and welcomes the opportunity to provide superior service to his customers at his new location.

Cumberland Farms recently invested over 2 million dollars to renovate the 10,000 square foot Cumberland Farms Plaza in Bridgewater Center. The renovations included a complete raze and rebuild of the plaza. Cumberland Farms provides its

customers with value, convenience and unparalleled service through a network of 900 retail stores, gas stations, and a support system including petroleum and grocery distribution operations. The company is on track to build 15-20 brand new stores and rebuild another 20-30 stores per year, all with designs in keeping with the particular neighborhoods.



Cumberland Farms, Bridgewater



GOVERNMENT Affairs

Next Meeting: December 10, 2004
Speaker: Mr. Gregory Spier, President
Massachusetts Home Builders Association

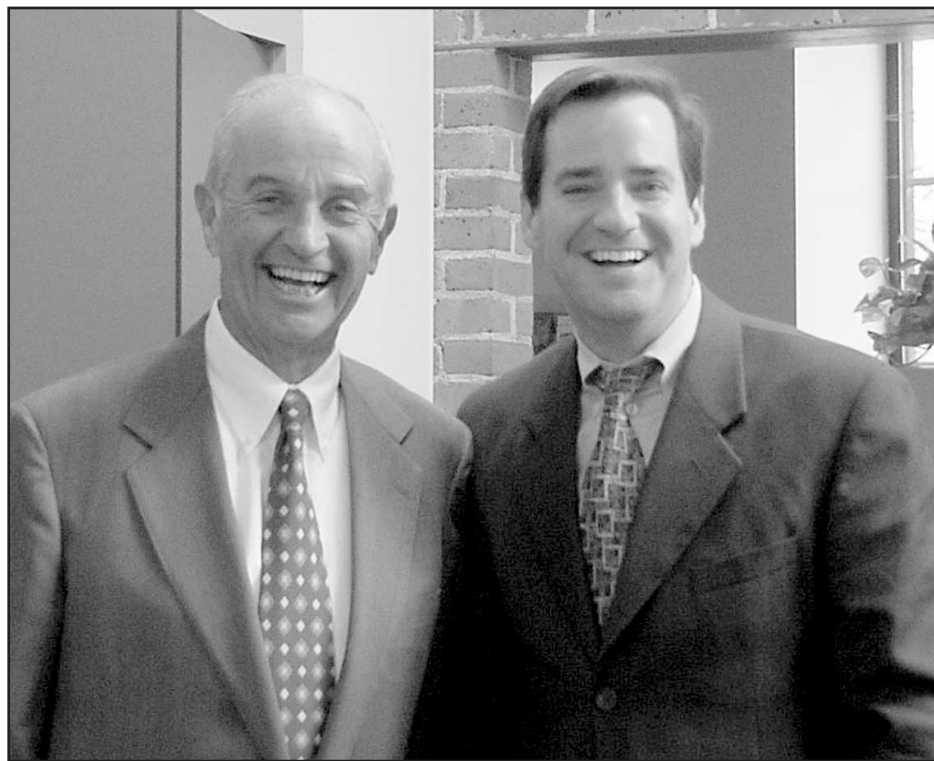
The **Government Affairs meetings** are held monthly at the Chamber Headquarters and provide an opportunity for member businesses to discuss issues important to them with their elected officials. Join other Chamber members for this opportunity to interact with legislators and hear first hand what is in store for the business community on Beacon Hill.

The topic for the December meeting is **housing**, which was identified as a top priority for the chamber during a recent planning session.

Mr. Gregory Spier, President of Massachusetts Home Builders

Association is the scheduled speaker. The Home Builders Association of Massachusetts is a trade group consisting of over 1600 single multi-family builders, developers, remodelers, suppliers, and other allied professionals to the residential construction industry.

If you would like to attend or if you would like further information about the Chamber's Government Affairs Committee, please contact **Roy Nascimento** at the Chamber at 508. 586.0500 ext. 225 or via e-mail, roy@metrosouthchamber.com.



Mr. Paul O'Brien, Co-Chair of Early Education for All Campaign and Christopher Cooney, President and CEO of the Metro South Chamber of Commerce at the November Government Affairs Meeting

Business Expo Builds Business Leads and Sales

Thank you to all the attendees who visited the 2004 Business-to-Business Expo. Attendees raved about location, the atmosphere, and the regular foot traffic. Here are just a few photos of the event courtesy of Eagle Photography.



Pictures from left to right: Mary Meserve from Meserve Travel, West Bridgewater; Anne Klim from Hilliards House of Candy, Easton; Marylin Jackson, Old Colony Hospice, converses with Stephen McDuffy, Holmes McDuffy Florist, Brockton; and Maria Carey Lallemand from the Brockton Area Workforce Investment Board, Brockton



Pictures from left to right: Colleen Ingemanson, CRT Recycling, Inc., Bridgewater; John Costa and Bill Reed, BC Tent and Awning, Avon; Rob Peterson from Rob Peterson Entertainment, Braintree; and Geoffrey Diehl from Poyant Signs, New Bedford

Need Help with Health Insurance Costs?

The Commonwealth of Massachusetts offers a program called **The Insurance Partnership** that makes health insurance more affordable for qualified small businesses and their employees.

The Insurance Partnership is not a health-insurance plan. It is a program that can help the self-employed and employers with 50 or fewer employees pay for their health insurance.

Under the Insurance Partnership, small businesses that provide health insurance to their qualified employees can have part of their costs paid for by the Commonwealth of Massachusetts. The program has recently undergone some changes with updated income guidelines, easier enrollment, and direct payment options now available.

There are many advantages to your business for participating in the Insurance Partnership. Employees who get health insurance are generally more loyal. With lower turnover your company saves hiring, advertising, and training expenses. Payments for eligible employees are made monthly before health premiums are due. Participants do not have to change their existing insurance carrier.

For more information on this program contact the Insurance Partnership at 1.800.399.8285, or visit their website at www.4ip.org.

Good Morning Metro South continued from page 1

networking.

Joseph D. Lockwood, First Vice President and Chief Technology Officer of COCC will also be speaking at the **Good Morning Metro South on technology and internet security issues**. COCC is a technology consulting firm which specializes in the banking industry. The event is being sponsored by the **Brockton Area Workforce Investment Board (BAWIB)**.

As always, the Good Morning Metro South program is a great networking opportunity. Guests are encouraged to stay for informal networking immediately following the program. Pre-register by calling 508.586.0500 ext. 221. The cost is \$16 for members and \$23 for non-members.



Joseph D. Lockwood, First Vice President, COCC

Five New Directors Elected to Chamber Board

At its 91st Annual Meeting on Wednesday, November 17, 2004, the Metro South Chamber of Commerce welcomed five new members to its Board of Directors. **Stephen Hall**, Massachusetts Electric Company, and Chair of the Board of Directors, introduced, **Rick Colon**, Verizon; **Beth Gleim**, Radisson Hotel and Conference Center; **Susan Joss**, Brockton Neighborhood Health Center; **Andrea Papadopoulos**, Arista Associates, Inc. ; and **Daniel Trout**, The Community Bank to over five hundred members of the Metro South Chamber.

In their new role as directors, they will be responsible for helping the Chamber carry out its mission: **to serve the interests of member businesses while providing community leadership to ensure the economic advancement of the Metro South region**. The 30 member Board of Directors are elected from and by members of the Metro South Chamber of Commerce.

The Chamber's Board of Directors meets regularly to address policy and issues of economic and community concern. The next Board of Directors meeting will be held on December 22, 2004 at the Metro South Chamber of Commerce headquarters located at Sixty School Street in Brockton. For more information on the Chamber Board contact the Chamber at 508.586.0500.



Daniel Trout
The Community Bank



Rick Colon
Verizon



Beth Gleim
Radisson Hotel and Conference Center



Susan Joss
Brockton Neighborhood Health Center



Andrea Papadopoulos
Arista Associates, Inc.

Paula Peterson Receives Charles A. Fuller Award

At its 91st Annual Meeting, the Metro South Chamber of Commerce presented the **Charles A. Fuller Award** to **Paula Peterson, Executive Director of the Children's Museum in Easton**. Since joining the Chamber's Board of Directors in 1996, Paula has served as Vice-Chair of Community Affairs, she chaired the Taste of Metro South Event, and led the tourism promotions committee. In addition, Paula has served on the Chamber's Executive Board, accreditation committee, executive search committee and cultural diversity task force.

Paula Peterson is a co-founder and Executive Director of The Children's Museum in Easton, a hands-on museum for children and families. Since its inception thirteen years ago, the Museum has provided interactive learning opportunities for over 400,000 visitors in its' warm and nurturing firehouse home.

Paula has always been a staunch supporter of the Metro South community and has been an active volunteer with many organizations ranging from local cultural councils, school district strategic planning committees, regional Special Olympics programs, and many art, music, and civic organizations. Currently she is a member of the Brockton Area Citizens' Advisory Board of the Department of Social Services.

Paula's extraordinary commitment to the Chamber and the Metro South South Community is impressive. She truly embodies the spirit of the Fuller Award.

The late Mr. Charles A. Fuller served as Chairman of the Board for the Chamber and was very dedicated to the organization and the community. The Fuller award recognizes an individual whose leadership performance, personal example, and good influence has done the most to advance the welfare of the Metro South Chamber of Commerce and the community.



Paula Peterson displays Fuller Award presented at Annual Meeting

Stonehill College Student Completes Internship



Michael Ryan, an intern from **Stonehill College**, has successfully completed his 80 hour internship at the Metro South Chamber of Commerce.

Mike started his internship with the Chamber in September and helped with office duties and support to all of the Chamber staff.

Mike is a Senior at Stonehill and is majoring in Economics and Communications. His anticipated graduation date is May of 2005.

Chamber Action on eUpdate



Sign up for the Chamber's eUpdate and stay up-to-date on local business news. Upon registering for this free update we'll enter you to win a free gift certificate to the Westgate Mall. Chamber eUpdate is a weekly email newsletter service for members created exclusively to keep them informed about chamber events, news, trends, and services available to the business community.

The service is free for members and is CAN-SPAM Act compliant. Every email that is generated contains an unsubscribe link which allows members to opt-out of future emails. Members who opt-out are automatically updated on our subscribers list to avoid the chance of sending unwanted Chamber eUpdates to them in the future. In addition, the Chamber eUpdate subscribers list is not sold or distributed.

Sign-up is easy. Simply visit the Chamber website at www.metroouthchamber.com/subscribe.html and subscribe.

The Small Business Economy: Good News for Small Firms

Signs of economic recovery began to appear in mid-2003, and small businesses led the way, according to the new 2004 edition of the Office of Advocacy's annual report, **The Small Business Economy**. The report analyzes 2003 data and finds that the number of firms grew, business bankruptcies declined, and sole proprietorship income increased 6.2 percent.

"Continued strong economic growth will require an environment that foster more entrepreneurial activity," said Advocacy Chief Economist Chad Moutray in unveiling the report at Robert Morris College in Chicago, Ill.

The report examines the role small business plays in the economy, focusing on economic trends and indicators, data in innovation and technology transfer, and regulatory issues at the federal, state and local levels. Among the report's highlights:

- Consumer and business confidence returned and economy shifted into higher gear in the second half of 2003. Real gross domestic product increased at an annual rate of 8.2 percent in the fourth quarter. The number of firms with employees increased by 0.3

percent and the number of unincorporated self-employed increased by 3.7 percent over the course of the year. Financial Markets were on track for supporting more growth.

- Home-based businesses—53 percent of the small business population—face a unique regulatory environment that can restrain their expansion and growth. Complex IRS rules on home office deduction and a complicated test for determining independent contractor status are among the tax barriers at the federal level. Local zoning laws are also a challenge for many home-based businesses.

- Current research suggests that university spin-offs can have a dramatic effect on the economy by government policies such as the Bayh-Dole Act, which gave universities the right to invention derived from federally funded research.

The complete 220 page report is posted on the Office of Advocacy's website at www.sba.gov/advo/stats. Please contact **Dawn**, at the Office of Advocacy, for further information at 202.205.6533.

CareerWorks Job Fair was a Smashing Success!

More than 500 job seekers attended the 2004 Fall Job Fair sponsored by CareerWorks and the Division of Career Services Rapid Response Team. The great turnout filled the Radisson Hotel in Brockton.

"Because of all the hard work and planning of CareerWorks' staff, I am pleased to announce we have hosted another successful job fair," Kim McLaughlin, Director of CareerWorks said. "We have once again exceeded all of our customers' expectations. Since employers are already asking when the next CareerWorks job fair will be, I am confident we are providing high quality services."

The participants ranged from those seeking a job to those already holding a job but wishing to change careers. An enthusiastic group of CareerWorks staffers greeted the job seekers near the conference room entrance and supplied them with a handout listing the participating employers. The staffers also signed the job seekers up for CareerWorks memberships.

Job seekers walked among the information tables of the 24 participating businesses, gathering information and talking to the companies' representatives. The companies ranged from banking

institutions such as South Shore Savings Bank, Sovereign Bank and Citizens Bank, to security companies Blackstone Valley Security and IPC International to Coca-Cola Enterprises and retail giant Jordan's Furniture.

"There's always a great candidate turnout," said Hilary Fitzgibbon of Kelly Services. "CareerWorks employees are always friendly and welcoming." Other comments heard from employers were that the job fair was a "great product at a low price."

As a One-Stop Career Center, CareerWorks offers a place for employers and people seeking employment to connect in a customer-friendly, customer driven environment. CareerWorks applies creative and innovative approaches to meet the growing and changing needs of its members.



Job seekers at the CareerWorks Job Fair 2004

Raffle Raises Revenue for Chamber Foundation

The Chamber wishes to thank the following companies for their generous donations to benefit the Chamber's Education Foundation:

HarborOne Credit Union
 Modern Auto Body
 Courtyard by Marriott Boston Stoughton
 Texas Road House
 Good Days Restaurant
 Carmen's Mexican American Restaurant
 The Enterprise
 Home Health & Child Care Services, Inc.
 Old Colony Elderly Services
 Brockton Symphony Orchestra
 Radisson Hotel and Conference Center
 Fleet Bank
 Comcast
 Choice Printing
 Sign Design
 Duplitrone
 Proteas Consulting
 Brockton Rox
 CareerWorks
 The Community Bank
 Hillard's House of Candy

A special thanks to...
 First Federal Savings Bank
 BC Tent and Awning
 Eagle Photography
 Holmes-McDuffy Florist
 Massasoit Conference Center
 Montillio's Baking Company

Sign Design
 Simpson Springs
 Sergeant Dan Clark
 Rob Peters Entertainment

Additional thanks are extended to the exhibitors, volunteers, and attendees for making the 91st Annual Meeting and Expo such a wonderful event.

Looking for a New Opportunity?

"My membership in the Chamber continues to be invaluable in raising the visibility of my business through quality networking, the directory listing, and advertising opportunities. The Chamber offers key information for the growth of my business."



Ellen Moore

- Ellen Moore, Ellen Moore Design

**METRO
SOUTH**
CHAMBER OF
COMMERCE

Business Development
 Exposure
 Legislative Representation
 Opportunity
 Networking
 Group Discounts

Where Successful People
Belong!

To become a member, call
 508-586-0500 x 229 or e-mail
 info@metrosouthchamber.com.

New Chamber Member



Heidi's Place - 685 Warren Avenue Brockton -

Welcome New Members!

Make way for the new members of the Metro South Chamber of Commerce...

Curves

Ms. Terri Kavanaugh
47 Broad Street
Bridgewater, MA 02324
Phone: 508.697.0300
Health and Fitness

Daniel O'Neil, Life Couch

Mr. Daniel O'Neil
72 Copperwood Drive
Stoughton, MA 02072
Phone: 781.974.9054
Consultants



Exit Realty Center

Mr. James Walsh
1256 Park Street, Suite 105
Stoughton, MA 02072
Phone: 781.297.9494
www.exitrealtycenter.com
Real Estate/Residential

General-Wireless Internet Works

Mr. Thomas Gilmore
6 Medway Street
Dorchester, MA 02124
Phone: 617.875.8284
www.general-wireless.com
Computer Soft/Services

IHS-Intelligent Home Solutions

Mr. Patrick McCarthy
167 Purchase Street
Easton, MA 02375
Phone: 781.704.5163
Contractors Specialty

Mary Kay Cosmetics

Ms. Amy VanDenBerghe
1 Robin Circle #1
Norton, MA 02766
Phone: 508.285.8710
www.marykany.com/amyv
Beauty Salons/Suppliers

North Abington

Co-Operative Bank
Mr. Lou Paragona
6 Harrison Avenue
Abington, MA 02351
Phone: 781.878.0045
Banks/Financial

Stone Financial Advisors

Mr. Joseph Stone
35 Wanders Drive
Hingham, MA 02043
Phone: 781.556.1063
www.Javafinancial.com
Financial Services

Call Frank Gillooly at 508-586-0500 ext. 229 to learn how the Chamber can help your business.

Privately funded by over nine hundred local businesses, the Metro South Chamber is a private, not-for-profit business organization. By investing in the Chamber, you expand your network of business contacts, increase your management expertise and join in support of businesses already addressing important economic and governmental issues impacting your business and community.

BUSINESS EVENTS *Planner*

December 8

Member Orientation

8:00 - 9:00 am

Metro South Chamber of Commerce
60 School Street, Brockton

New members, current members and prospective members come tour the headquarters, meet the staff, ask questions and get all you can out of your Chamber membership

Please RSVP by December 7 at 508.586.0500 ext. 221

December 9

HRMC

8:00 - 9:00 am

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

Please RSVP by December 8 at 508.586.0500 ext. 221

December 16

Good Morning Metro South

7:30 - 9:30 am

Radisson Hotel and Conference Center
195 Westgate Drive, Brockton

This event is a great opportunity to network with other members while enjoying a buffet breakfast followed by a keynote speaker and program.

Please RSVP at 508.586.0500 ext. 221

IT'S EASY TO REGISTER!

508-586-0500 x 221

508-587-1340

E-mail: info@metrosouthchamber.com

Send reservation and payment to:



MSCC
Sixty School Street
Brockton, MA 02301-4087

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

Names of Persons Attending _____

Event _____

Company _____

Phone _____

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