

Actionreport

February 2005

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.



Michael D. Savage,
Rockland Trust, page 11



Debora Bloom
page 4



Jim Conlon of Dupliron,
page 10

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Yunits and Kimball at February Breakfast

Join us as we continue our popular **Good Morning Metro South** breakfast series. Enjoy a delicious breakfast while making valuable business contacts. The



Mayor of Brockton John T. Yunits, Jr.

next **Good Morning Metro South** is scheduled for **Thursday, February 17, from 7:30 to 9:00 a.m.** at the **Radisson Hotel and Conference Center** in Brockton.

The featured speaker is **Brockton Mayor John T. Yunits**. Mayor Yunits will deliver his annual remarks to the business community region. The Mayor will focus on the City's many recent accomplishments.

In addition to Mayor Jack Yunits, **Ranch C. Kimball**, Secretary of Economic



Development, will also speak at the breakfast. This Massachusetts Businessman was appointed

Secretary of Economic Development by Governor Mitt Romney in April 2004. Kimball advises the Governor on economic development efforts, including creating and retaining jobs, maintaining a stable tax structure for corporations, and strengthening the state's competitiveness. He also oversees the Department of

Business Technology, the Department of Consumer Affairs and Business Regulation and the Department of Labor and Workforce Development.

Kimball has spent his career working in business development and private equity. He most recently led the creation of a private equity unit for Kissinger McLarty Associates, a consulting firm, headed by Dr. Henry Kissinger and former White House Chief of Staff Thomas "Mack" McLarty. Prior to that, Kimball was a partner in the Boston office of the Boston Consulting Group (BCG), where he worked extensively with technology, telecommunications, manufacturing, media and health care companies. During his 16 years at BCG, Kimball built, developed



Ranch C. Kimball, Secretary of Economic Development

and led teams of hundreds of professionals in 26 offices in 13 countries around the world, including extensive time in Europe, Japan, and Southeast Asia.

The event is being sponsored by Poyant Signs. 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. The cost is \$16 for members and \$23 for non-members.

Join the Chamber of Commerce NOW!

Call 508-586-0500 x229

2005 "Taste" Celebration Set for March

The Enterprise

Massachusetts Electric
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The Chamber will celebrate the **13th Annual "A Taste of Metro South"** on **March 16, 2005** at the **Massasoit Conference Center**, Route 27 in Brockton. The event will run from **5:30 to 8:00 pm**. This year's event is sponsored by Massachusetts Electric Company, WBET, and The Enterprise.

This Annual Event is a celebration of living and working in the Metro South region. It is a great opportunity to sample tastes from area restaurants, discover cultural and community service organizations and enjoy live entertainment from local performers.

"A Taste of Metro South is a great opportunity to celebrate the wonderful treasures this region has to offer," said Christine Karavites, event chair and Senior



Bonnie's Breakfast
Belmont Street, Brockton

Continued on page 4

Opportunities for Customers & Contacts

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.

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.

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

PREMIER SPONSOR



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.

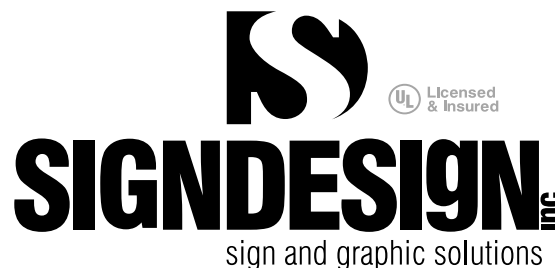
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Siskind and Siskind Attorneys at Law

John Vlaco - *Brophy & Phillips Co., Inc.*

Charles Wall - *Massasoit Community College*

CHAMBER STAFF

508-586-0500 Front Desk x 221

Kerrie Blake
 Program Director x 231

Frank Gillooly
 Membership Sales x 229

Christopher Cooney
 President and CEO x 223

Ann Marrese
 Controller x 230

Sarah DeBettencourt
 Communications Coordinator x 222

Roy Nascimento
 Vice President x 225



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

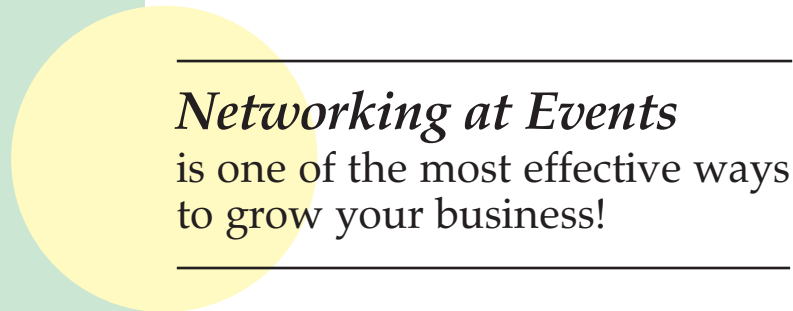
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The Metro South Chamber of Commerce is solely responsible for the editorial content of this publication.

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.

Website Design by www.mc-internet.com



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

FEBRUARY Calendar

- 2** **Ambassadors Meeting** 8:00 a.m.
- 9** **Export Finance Workshop** 8:30 - 11:00 a.m.
See Story on Page 10
- 10** **Human Resource Management Council** 8:00a.m.
 Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton
- 11** **Government Affairs Meeting** 7:45 a.m.
- 17** **Good Morning Metro South (GMMS)** 7:30 a.m.
 Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton

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

Coming up

March

- 2** **Ambassadors Meeting** 8:00 a.m.
- 11** **Government Affairs Meeting** 7:45 a.m.
- 15** **Executive Committee** 4:00 p.m.
- 16** **The Taste of Metro South** 5:30 p.m.
 Massasoit Conference Center, Route 27, Brockton
- 23** **Member Orientation** 8:00 a.m.
- 30** **Board Meeting** 12:00/Noon

Save the date

April

- 6** **Ambassadors Meeting** 8:00 a.m.
- 7** **Human Resource Management Council** 8:00 a.m.
 Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton
- 8** **Government Affairs** 7:45 a.m.
- 28** **Legislative Meeting (tentative)** 7:45 a.m.
 Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton

H.R.M.C. Calender!

Human Resource Management Council

The next Human Resource Management Council (HRMC) meeting will take place on Thursday, February 10, 2004 at the Radisson Hotel and Conference Center in Brockton.

The featured speaker is Debora Bloom, from Debora Bloom Associates. Debora Bloom associates specializes in workforce diversity, harassment prevention, and leadership development. Over the past twenty years she has consulted to dozens of technology, health care, manufacturing, financial services and government organizations on effectively managing the human side of their businesses. She brings an international perspective and Spanish language fluency to her work. She served in the Peace Corps in Columbia and has since consulted in many latin American countries as well as in Nigeria, Hong Kong and Belgium.

Before establishing her own firm in 1986, Debora held human resource development positions at Wang Laboratories and Digital



Debora Bloom
Debora Bloom and Associates

Equipment Corporation. She was also a hospital department head and taught in the management schools of several universities.

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.

"Taste" Continued from page 1

Consultant for Proteas Consulting in Brockton. Event Coordinators expect over 700 guests based on past attendance. Tickets are \$15 in advance and \$20 at the door. This year A Taste of Metro South will feature home and garden displays to help welcome spring. Space is limited. A portion of all proceeds go toward the Metro South Workforce and Education Foundation.

Restaurants, cultural organizations, community organizations and home & garden businesses interested in participating in A Taste of Metro South should contact Kerrie Blake at 508.586.0500 ext. 231.



The Gourmet Cafe, Brockton



Not Just Seafood, Rockland

Commissioned Sales Position Available

The Metro South Chamber of Commerce is seeking motivated sales representatives to promote and inform Metro South businesses about Chamber programs and benefits. Interested individuals should contact Christopher Cooney at Chris@metrosouthchamber.com or send resumes to:

Commissioned Sales Position
Metro South Chamber of Commerce
Sixty School Street
Brockton, MA 02301

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Do You Have an HR Question?

Try the Human Resource Hotline

Sponsored by: 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 Human Resources field.

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.



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Nominations Being Accepted for Small Business Awards

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 14th 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. "We look forward to receiving your nominations."



Richard Hassler, CEO of Dupliron
Small Business of the Year

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 other 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 Friday, March 11, 2005. Call the Chamber office at 508-586-0500 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 Good Morning Metro South on May 18, 2005. Award recipients will receive an engraved plaque and extensive promotion honoring their business and achievements.

Nominating someone is easy...

You may nominate your own business or any other business you deem worthy (maximum of one nomination per category). 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 less 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

RENEWING Members

Thank You !

Benner's Camera & Video Shops
Brian Healey Contractor, Inc.
Brockton Community Access (BCA)
Brockton Visiting Nurse Association
Butler Built Pavements, Inc.
Campanelli Companies
CDM Electric Company, Inc.
Chadwick's of Boston
Christy's Realty, L.P.
Citizens Bank of Massachusetts
Clearpoint Communications, Inc.
Collins Crane & Rigging Services
Comfort-Temp Oil
Crystal Cleaners, Inc.
Dahlborg-MacNevin Funeral Home
Direct Media
Ellen Moore Design

Four Seasons Hair Salon
Holmes-McDuffy Florists, Inc.
Isam Mitchell & Company, Inc.
Massasoit Community College
Mutual Oil Company, Inc.
Nemo's Carry All Market, Inc.
Pawtucket Red Sox
PennyWise Graphics
Pierce Refrigeration, Inc.
Rockland Trust Company
Shaw's Supermarkets, Inc.
Smith, Buckley & Hunt
Insurance Agency
The Enterprise
William M. Callahan Real Estate
Willwork Inc., Exhibit Services

MEMBER Orientation

March 17, 2005 - 8:00 a.m.-9:00 a.m.

Get More From Your Membership

Join us for a Member Orientation held at the Chamber of Commerce building on Wednesday, March 23, 2005. 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.

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Health Services Administrators

Customers, Clients, Contacts

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 ext. 221

MEMBERProfile

OfficeMax



Adam Cadrin, Store Manager, OfficeMax, Brockton

Address:
395 Westgate Drive, Brockton, MA

Website: www.officemax.com

Year Established: 1987

Products or Services:

OfficeMax provides office supplies to small and large businesses.

What is unique or special about your firm and the products and services you offer? OfficeMax offers a wide selection of office supplies and technological services at a competitive price.

What is your market area?

Small businesses to large corporations.

What markets do you serve?

We service the Brockton, Stoughton, Easton market.

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

A relentless focus on customer service that delivers a positive shopping experience.

The Chamber features a Member Profile in each issue of the Action Report. Members are selected randomly from those in attendance at the Good Morning Metro South (GMMS) breakfasts.

Chamber Adopts Pro-Business Positions on Public Policy

The Metro South Chamber of Commerce Board of Directors voted unanimously to adopt policy positions on a variety of issues directly affecting local business interests. Issues ranging from Tax Reform to Health Care were discussed, debated and recommended for action by the Chamber's Legislative Affairs Committee prior to the Board's vote.

Each Month the Chamber will publish policy positions pertaining to current business concerns. This month the focus is on the Unemployment Insurance Tax.

Chamber Position on Unemployment Insurance - Costs incurred through the unemployment insurance systems are a substantial business expense. The Chamber supports measures that will help reduce the cost of unemployment insurance to employers while protecting and preserving the Unemployment Insurance Trust Fund while ensuring benefits.

The Chamber encourages the government to:

A. Undertake additional reform to the Unemployment Insurance System, including expand from 15 to 20 the number of weeks of work required for eligibility for UI Claims, reducing the number of weeks of benefits from 30 to 26, and making additional collection remedies available to DET to recover erroneous payments.

B. The Unemployment Insurance Trust Fund is entirely funded by Massachusetts employers through surcharges. The Chamber opposes any proposals to utilize these funds to support programs and projects for which said surcharges were never intended. This practice increases the cost for employers and undermines the Unemployment Insurance System's viability.

C. Repeal the "temporary" FUTA (Federal Unemployment Tax Act) surtax of 0.2% that was added to the tax rate in 1976 and extended through 2007.

A One-Stop Career Center For All Your Employment Needs

We'll get you working, hiring and connected to training

CareerWorks provides the following services for employers:

- Free listing of jobs on Mass Job Banks
- Job referral of qualified candidates
- Employer recruitments at CareerWorks
- Connect with a large pool of registered CareerWorks job seekers
- School to Career Programs
- Employer site visits to assess employment needs
- Connection opportunities to business resources

CareerWorks assists employers in finding an unmatched pool of professional and skilled labor. Our staff works closely with employers to understand their business goals and assist with employment outreach services.

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 also offers job seekers various career placement services. These include a

multi-media resource library with computers, career and occupational assistance with education and training opportunities, help with job-hunting strategies, plus a range of career development workshops. The workshops are free and cover basic job searching techniques such as: Interviewing for Success, Salary Negotiations, Dynamic Resumes, Computer Basics, and Career Exploration.

For more information on CareerWorks services call 508.513.3400.

The Economy and Renewable Energy Featured at Breakfast...



Past Chamber Chairman, Fran Dillon, Vice President of Stonehill College, served as emcee for the Good Morning Metro South breakfast



Chamber Membership Chairman, Dan Trout of The Community Bank, Warren Leon of the Renewable Energy Trust, Dr. Alan Clayton-Mathews of the Umass Donahue Institute, and Christopher Cooney, President and CEO of the Metro South Chamber of Commerce



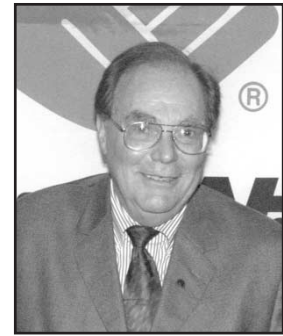
Chairman of Old Colony Hospice, Leo MacNeil, HarborOne Credit Union, Marjorie Levy, CEO, Old Colony Hospice, and Marilyn Jackson, Director of Development, Old Colony Hospice



GOODNews

Great things going on in area businesses

Bruce Marquis of Bridgewater is the new Chair of the Board of Directors for the **United Way of Greater Plymouth County**. The owner of **Family Salons, Inc.** in East Bridgewater takes over for **Stephen Hall** of **Massachusetts Electric**, who stepped down to



Bruce Marquis, Chair of the Board of Directors for the United Way of Greater Plymouth County

assume the role of Board Chair for the **Metro South Chamber of Commerce**. Mr. Marquis has been a United Way

volunteer for many years and has served in several capacities. Most recently, he chaired the Governance Committee and led the Strategic Planning effort. In June, he was named the first recipient of the Suzanne Deslongchamps Award for Volunteer Service.

The 26th Annual Franchise 500 by Entrepreneur magazine placed **Coffee News** first in the advertising services category and ranked it

236th overall. The one-page paper, found primarily at restaurants, is designed to entertain people while they are waiting to be served or eating. **Tony Melo** is a Brockton resident who will be publishing three editions of **Coffee News** in Brockton Starting with he West side of Brockton by Spring 2005. Tony has plans to expand **Coffee News** in other southern Massachusetts' towns once the Brockton editions are up and running.

Primary Mortgage Resources, Inc. is pleased to recognize **Arnauld Petit-Frere** as it's **Sales Associate** for the month of November, 2004. Mr. Petit-Frere is a graduate of UMass Boston where he earned his B.S. in Finance and Accounting and has been associated with PMR for several years. PMR has awarded to Mr. Petit-Frere an all expense paid trip to the destination of his choice. PMR is also pleased to recognize **Leo H. Desire, Jr.** as it's top **Sales Associate** for the month of December, 2004. Mr. Desire is the President of **Victory Real Estate & Financial Services**. Need help to sell your home or buy a new home, visit **Victory** at their new location,

490 N. Main Street, Randolph. Victory can help make your homeownership dreams come true. Congratulations to Mr. Petit-Frere and Mr. Desire!

Brockton Neighbors United (BNU) a Community Connections Coalition has found a way to link local businesses to local students. The initiative is called **Local Businesses for Student Success** (LBSS), and only students who have earned the privileges may participate! The way it works is simple: a student earns a card by meeting the criteria set by his/her high school. He/she can bring the card to businesses that have agreed to offer free or discounted merchandise. Six schools have agreed to participate: **Brockton High School, Southeastern Vocational Technical High School, Cardinal Spellman High School, Ithaca High School, Phoenix Alternative Program, and Champion Charter School.** Up to 2,000 students may be eligible for the program. Each school sets their own criteria according to their goals and student population. Businesses offer anything from a free soft-drink to 25% off an entire purchase to students that qualify. There are 40 Brockton businesses who have agreed to participate, both large and small. Other businesses have contributed a one-time donation, such as **Brockton Hospital, Carvel Ice Cream, and Plaza Pharmacy.** Interested students, businesses, school, or parents may contact **Joy Calapai** or **Edna Laurent-Tellus** at Brockton Neighbors United at 508.588.5099 to participate.

The Board of Directors and the Staff of the **Cape-Verdean Association** invite you to join them for the **Annual Gala Dinner**, celebrating and embracing the Cape-Verdean community and culture. The Annual Gala Dinner will take place on **Saturday, February 5, 2005 from 7 pm - 12 am** at the **VFW Post 1046, 283 North Quincy Street, Brockton.** Please RSVP to the Association at

508.559.0056.

James W. Blake, President and CEO of HarborOne Credit Union announces the appointment of **Irena Galiouk** to **Assistant Branch Manager** of the Canton branch located at 95 Washington Street, Canton Village Shoppes. Her responsibilities as Assistant Branch Manager include the supervision and development of staff along with assisting in the daily operations of the branch. Ms. Galiouk comes to HarborOne from Boston Federal Savings Bank where she was Assistant Manager. Additional banking experience includes positions as a Customer Service Representative at Chart Bank, formerly Charter Bank in Middlesex county and the former Bank of Boston. A native of Russia and fluent in Russian, she graduated with a Bachelors and Masters degree in Civil Engineering from the Institute of Civil Engineering in Moscow, Russia.



Irena Galiouk, Assistant Branch Manager, HarborOne Credit Union

Brockton Hospital announces the appointment of **Charlene F. Pontbriand, Vice President for Philanthropy and Development.** In this role, Pontbriand will be responsible for the creation and oversight of all philanthropic support for the Brockton Health Foundation, Brockton Hospital and other affiliated non-profit organizations. Ms. Pontbriand will plan and develop all fundraising activities and campaigns, organize special



Charlene F. Pontbriand, Vice President for Philanthropy and Development, Brockton Hospital

Good New continued on page 10

Lakeville Now Home to The Community Bank



Jane McDurman, AVP and Branch Manager and David Curtis, President of The Community Bank break ground for a new branch in Lakeville

Public Higher Education "Connects" You

Quality, Accessibility, Affordability

Connect is a partnership of public higher education institutions in southern Massachusetts-Bridgewater State College, Bristol Community College, Cape Cod Community College, Massasoit Community College, and the University of Massachusetts Dartmouth.

Established in January 2003, Connect has two basic goals: to improve the quality, accessibility, and affordability of higher education; and to advice the economic, educational, and cultural life of southeastern Massachusetts.

Connect realizes its mission by focusing on four major areas, with activities and initiatives that enhance academic programs and ease transfer of students among the institutions, foster economic development throughout the region, promote cultural programs and projects, and share expertise and resources. The executive officers of the Connect institutions act cooperatively to strengthen their institutional mission, and to

enrich the life of the region.

Higher education plays a pivotal role in improving the quality of life of both individuals and communities. As public institutions of higher education dedicated to serving the region and Commonwealth, the Connect schools are embedded and engaged in the well-being of the cities and towns that are their neighbors.

There are no ivory towers here-only groups of citizens and institutions with expertise and resources to share. The Connect partnership strengthens the leavening role of public higher education in society. It has become a model cooperation among regional institutions of higher education, and for interaction with various segments of society, for the betterment of all.

For further information on Connect and its projects, please visit www.connectSEMMASS.org.



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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



GOVERNMENT Affairs

Next Meeting: December 10, 2005

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.

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.

Small Businesses SCORE Help

Sometimes success lies in the chances you don't take. That's been the experience of a group of retired executives who devote their time and energy to the hopes and dreams of small business practitioners throughout Southeastern Massachusetts.

Seasoned business veterans like Arthur Whish, Bruce Young, and Abe Gamzon are members of the Brockton chapter of SCORE, the Senior Corps of Retired Executives. Sponsored nationally by the Small Business Administration (SBA), SCORE counsels its clients on virtually every issue that might impact their operations.

The Brockton group handles about 500 cases a year, 60% of which involve business startups. Sadly, for those who make the grade in the competitive world, many more fall by the wayside. The lucky ones from the latter category are those who get out before

they're in over their heads.

The Brockton counselors agreed that people often have good technical ideas, but have the foggiest notion of how to make them work. That's where SCORE can help. The organization offers counsel from experts in virtually every aspect of business management. SCORE volunteers are retired or active business owners or managers - member 389 local chapter who provide assistance to clients throughout the U.S., Puerto Rico, the U.S. Virgin Island, and Guam.

At no cost to the client, SCORE volunteers offer in-depth counseling and training, helping both prospective and established small business owners and managers to identify problems, determine the causes, and develop solutions. Contact SCORE 508.587.2673 for more information or to set up an appointment.

Sox Trophy on Display at Shaw's Center

Sponsored by: The Massachusetts Lottery



ROX
BOCKS

Chamber Chairman Steve Hall of Mass Electric with
Boston Red Sox World Series Trophy at recent
Brockton Rox Hot Stove Banquet

Resources for Your Business...

"Massasoit Motivation" the workforce training breakfast series offered through **Massasoit Community College** announces "Process Improvement". Eliminate waste and improve your bottom line by learning these techniques from a PRO! The presenter, **Claudia Denelle** will clarify methods for "taking a step back" to observe, listen, and measure how important things are being done now, before moving on to quality improvement and/or cost savings in a PowerPoint presentation. This training session will be held in the Louison Board Room on the **Massasoit Community College Brockton campus** on **February 4, 2005**. Registration and continental breakfast begin at 7:45

am and the program runs from 8-9:30 am. Massasoit's Professional Development Center is coordinating the event and can be contacted at **508.588.9100 ext. 2013** for registration information.

Peter Dutcher, the **Edward Jones** investment representative in Brockton, will host a free one-hour satellite broadcast titled "**The Future of Social Security**" at **11:30 am and 6:30 pm on Tuesday, February 8, 2005 at 849 Belmont Street, Brockton**. Social Security and the clamor to reform it have dominated the headlines. With baby boomers starting to retire and people living longer, many individuals fear social security will fail in the near future. Edward Jones

specialists will explore the factors driving social security reform, possible solutions to reforming Social Security, and how these solutions may affect investors. This interactive event is presented at selected Edward Jones branch offices nationwide via the firm's private video network. To reserve a seat or for more information about the Tuesday, February 8 program, call Peter Dutcher at **508.580.2555**.

The South Eastern Economic Development (SEED) Corporation in cooperation with the **MA Small Business Development Center (MSBDC)** will hold two basic business workshops in Quincy aimed at assisting potential and existing entrepreneurs. The free

workshops are being co-sponsored by **Quincy 2000**. Both workshops will be held at Quincy 2000, **1250 Hancock Street, Suite 127N, Quincy**. The first of the two workshops is entitled "**Learning the Fundamentals in Planning, Preparing For, and Financing Your Business**" will be held on **Tuesday, February 15, at 9 am**. The second of the workshops is entitled "**Understanding the Purpose of Financial Statements and How They Can Help Determine the Health of Your Business**" will be held on **Tuesday, February 22 at 9 am**. Please call **Laurie Walsh** at SEED Corporation at **508.822.1020** to register for either or both sessions by February 8, 2005 and/or for directions.

The Enterprise Marks 125 Years as Daily Newspaper

Story & Photo provided by the Enterprise

The Enterprise marked the 125th Anniversary of its founding as a daily newspaper with special coverage that included a full-page reproduction of the newspaper's first front-page, printed on January 26, 1880, and a 24-page special

section recounting the history of the paper and the 1880's.

The Enterprise, Plymouth County's largest daily newspaper, will continue to celebrate its 125th Anniversary with monthly special sections on the history of the area as seen through the pages of the newspaper. The sections will look at history of the Brockton Fair, sports, and the area's diverse ethnic communities, among other topics.

The company's employees celebrated the newspaper's anniversary Wednesday with a 30-inch by 40-inch cake topped with a full-scale reproduction of the historic first front page. The confection, designed by Montilio's Baking Company, in Brockton, was both edible and legible, said Editor Charles B. Hickey.

"Over the years, more than one person upset about something they read in the newspaper has wanted us to eat our words," Hickey said. "Well, today we did."

1880 - 2005



Newsroom clerks Marie Denis (left) and Mary Beth Fiumara serve slices of a 125th Anniversary cake to employees of The Enterprise on Wednesday, January 26, 2005

Mass Development Provides Business Financing at Chamber

MassDevelopment provides flexible financing solutions. There bond financing programs offer a cost-effective method for companies and institutions to finance capital projects, new equipment purchases and facility expansion. Loans and guarantees are available to help companies grow their operations, and develop assistance supports early-stage

projects in communities across the state. There customers include manufacturers, non-profits and communities. They assist clients with upgrading facilities, expanding outreach and revitalizing neighborhoods and business districts. For more information contact MassDevelopment at 508.58.9669.

Are You Eligible for the Earned Income Tax Credit?

Claim the earned Income Tax Credit (EITC), a federal and state tax benefit for people who work. With both the federal and state tax credits, workers may get up to \$4,600. Workers can claim both the federal and state EITC, even if they do not owe income tax, simply by filing federal and state income tax returns. They will receive a state credit equal to 15% of the federal amount. A person is eligible for the

Earned Income Tax Credit if they have more than one child and earn \$32,121 or less, have one child and earn \$28,281 or less or no children and earn \$10,710 or less. Also, all members of the family must have a social security number. Nonresident aliens are eligible if married to a U.S. citizen or resident alien. For more information call 508.580.7100.

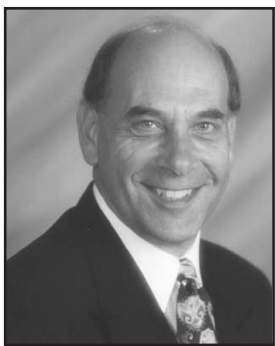
TSUNAMI Relief

Contact Brockton Rotary Club at 508.559.4400

Good News Continued from page 7

events including the Champions Fighting Cancer Walk, and plan charitable giving from the foundation. Additionally, Ms. Pontbriand will assist in the development of a public relations strategy for the Foundation and will serve as primary liaison to the community on behalf of the Foundation.

B.C. Tent and Awning Company, Inc., the area's premier supplier of custom tents and awnings for outdoor occasions of all kinds, has announced the promotions of **John J. Costa, Jr.** to the position of **President**. Costa previously served the 24-year old firm as Chief Financial Officer, Treasurer and Business Manager. As



John Costa, President of
B.C. Tent and Awning Company

President, he assumes greater duties in shaping the company's direction and growth, including developing new market niches.

During Costa's tenure with the company, he has overseen a number of initiatives to shape the company's growth, including the relocation of its office from Whitman to its present headquarters in the Avon Industrial Park.

Weak Dollar Spurs Strong Exports

Join the International Trade Assistance Center, Inc. and export finance experts from Fleet Bank/Bank of America for a morning program designed to give you an overview of the export financing process. The Export Finance workshop will be held on February 9, 2005 at the Metro South Chamber of Commerce. Registration begins at 8 am, with the program to follow starting at 8:30 - 11:00 am. The program will provide you with detailed information that you'll need in order to help expedite payment from international clients.

The program is free of charge, however registration is required. If you are interested in attending, please contact Toby Stapleton, Executive Director, at 508.324.4422.

The International Trade Assistance Center, Inc. is a state



Toby Stapleton, Executive Director of the
International Trade Assistance Center, Inc.

funded private non-profit organization that provides free international trade assistance to companies located in Southeastern Massachusetts, including Cape Cod and the Islands.

**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.

BUSINESS *After Hours*

On Thursday, January 13, 2005 the Metro South Athletic Club located at 85 Liberty Street in Brockton, hosted the first of the year Business After Hours. Many Chamber members and prospects attended the event for a evening of food, and fun while meeting and greeting fellow business professionals.

The Metro South Athletic Club is a family-owned and managed, community-oriented, fitness and wellness facility. The club offers a great variety of health & fitness options.



Door prize winner, Jessica Mutascio of The Children's Workshop Learning Center, Inc., and Rhonda Bennett of Mr. Appliance, along with Dan Trout of The Community Bank, Membership Chairman



Host of the January Business After Hours



Tony Melo of Coffee News and Jim Conlon of Dupliron conduct some networking while attending the Business After Hours

Hiring Program Big "HIT" With Employers

The Hiring Incentive Training (HIT) Grant program provides you, as an employer, with grant funds to pay the cost of training newly-hired employees who were previously unemployed.

Among the highlights of the program are:

- Cash grants of up to \$2,000 (up to a maximum of \$30,000 per company) may be used to cover the cost of training performed by internal company employees or external trainers;

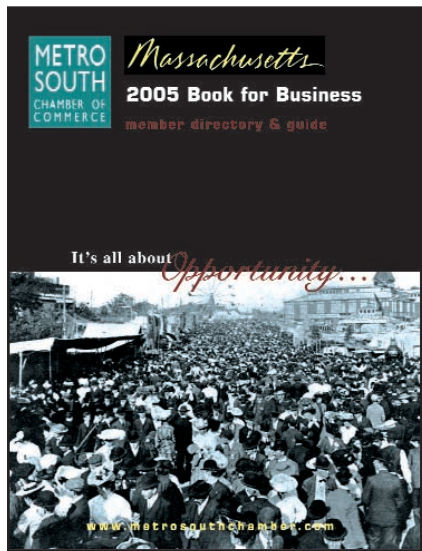
- beyond paying employees their regular wages while training,

no additional match is required by the employer;

- Applications may be submitted online at www.mass.gov/hiringgrant and decisions will be made within three business days after the receipt of the application.

For additional information, we encourage you to visit the website referenced above or call 1.800.252.1591.

B4B Features Antique Postcards



The Chamber of Commerce will soon be distributing the Year 2005 Metro South Book for Business. The book features area dining, lodging, public golf courses, recreation, legislative leaders, community demographics, regional and economic data and a complete membership listing. The book also includes a full color map of the Metro South region, highlighting hotels, golf courses, industrial parks, town halls and other points of interest. The 2005 Book for Business features an array of antique post cards highlighting the 18

communities composing the Metro South region.

"This year's Book for Business features 100 pages of information useful to residents, visitors, and businesses in the Metro South region. It places the entire Chamber membership at your fingertips," said Christopher Cooney, President and CEO of the Chamber.

Copies of the Book for Business will be distributed throughout the region to banks, real estate offices, town hall offices, all Chamber members, area colleges, and sent to all relocating businesses and families interested in the Metro South area.

Chamber Sets Legislative Priorities

Members of the Chamber's Board of Directors and Government Affairs Committee have recently completed a strategic planning process to determine the top four legislative issues for 2005. They are as follows:

- **Housing-** Supporting sensible solutions to the housing challenges faced by the Commonwealth.
- **Health Care-** Increasing access to quality health care and controlling costs.
- **Education & Workforce Training-** Supporting the goals of education reform and promoting job training and investment in human capital.
- **Economic Development-** Developing and supporting economic strategies that will encourage the growth of existing small business and industry and attract new business ventures to complement the region.

The Metro South Chamber's legislative priorities are not a catalog of the Chamber's position on every important issue that might come up over the next year. Rather, they are intended to communicate to employers, the news media, the legislature and administration, a sense of what our federal, state, and local government's top priorities should be to encourage job creation and economic growth.

For more information, please contact Roy Nascimento at 508.586.0500 ext. 225 or email via roy@metrosouthchamber.com.

Rockland Trust Rolls Out Program

Independent Bank Corp. announced that the Community Development Financial Institution Fund of the United States Department of the Treasury has awarded \$30 million in tax credit allocation authority to one of its wholly-owned subsidiaries, the Rockland Trust Community Development LLC, under the federal New Market Tax Credit Program. Rockland Trust Community Development LLC was one of the five Massachusetts award recipients, and the only Massachusetts-based bank subsidiary to receive an award under the New Market Tax Credit Program, this year.

The New Markets Tax Credit Program was enacted in December 2000 and is designed to foster job creation and stimulate economic growth in low-income communities across America. The Rockland Trust Community Development LLC received its New Market Tax Credit award as a result of a competitive review process, involving 271 applicants



Michael D. Savage, Vice President
New Markets Tax Credit Coordinator, Rockland Trust

nationwide, which began in the fall of 2003. The \$30 million award to the Rockland Trust Community Development LLC is a portion of the \$3.5 billion in total tax credit allocation authority awarded by the Treasury Department in the Current round of the New Markets Tax Credit Program.

For further information on the New Markets Tax Credit Program visit the following website:

www.cdfifund.gov/programs/nmtc



M.N. Arnold and Co's Shoe Factory, 1906



Woodward and Tillinghast Hall
Bridgewater State College, circa 1910



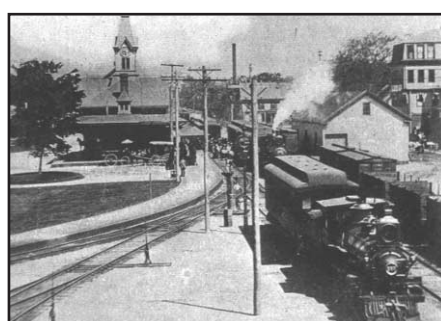
Halifax Church and Town Hall, built in 1733



Hanson Hose Company, #2, 1912



Main Street Rockland, 1920's



Whitman Rail Road Station, circa 1900

Welcome New Members!

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

Alfonso Electric Services

Ms. Ada Alfonso
198 Pine Street
Brockton, MA 02301
Tel: 508.586.8565

Electrical Supplies

Boston Electric and Telephone Corp.

Ms. Maria Picanzi
1854 Dorchester Avenue
Boston, MA 02124
Tel: 888.773.9200
Fax: 617.282.6757
www.betcorp.com

Boyo Communications

Ms. Jean Thevenin
345 Rockland Street
Brockton, MA 02301
Tel: 508.586.6824

www.boyocommunications.com

Speakers

Coffee News

Mr. Antonio Melo
PO Box 3459
Brockton, MA 02304-3459
Tel: 774.2400268

www.coffeenews-southernMA.com

Advertising

Pine Craft Signs

Mr. Roger Matte
90 West Elm Street
Brockton, MA 02301
Tel: 508.583.8116

Fax: 508.583.8116

Signs

Pre-Press

Mr. Kurt Jordon
38 Precinct Street
East Taunton, MA 02718
Tel: 508.378.1105

Fax: 508.378.1105

Printers

South Shore Elder Care

Dr. Stephen Bresnahan
159 Hillside Street
Milton, MA 02186
Tel: 508.897.4710

Fax: 617.698.0323

Medical



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

TSUNAMI Relief

Contact Brockton Rotary Club at 508.559.4400

BUSINESS EVENTS Planner

February 10

Human Resource Management Council

8:00 am
Radisson Hotel and Conference Center
195 Westgate Drive, Brockton

This is an excellent opportunity to meet potential clients, customers, and other local business people.

Please RSVP by February 9 at 508.586.0500 ext. 221

February 11

Government Affairs

7:45 am
Metro South Chamber of Commerce
60 School Street, Brockton

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.

Please RSVP by February 10 at 508.586.0500 ext. 221

February 17

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 by February 16 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!