

Action report

January 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.



Ann Marie Williams, page 7



Bob Tufts, page 9



Mary Waldron, page 11

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Breakfast Features Candidate for Gov.

January 19, 2006 - Radisson Hotel, Brockton



Deval Patrick,
Candidate for Governor

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, January 19 2006, from 7:30 to 9:00**

a.m. at the Radisson Hotel and Conference Center in Brockton.

The featured speaker is **Deval Patrick, Democratic Candidate for Governor.**

Born in 1956, Deval grew up in one of Chicago's toughest neighborhoods, living on welfare and sharing a single bedroom with his mother and sister.

First in his class in middle school, Deval's potential was recognized by a teacher who recommended him to A Better Chance, a Boston-based organization that awarded him a scholarship to Milton Academy in Milton, Massachusetts. After

graduating from Milton in 1974, he went onto graduate from Harvard with honors in 1978.

Deval returned to private practice in 1997. He went onto work for Texaco as Vice President and General Counsel and then Executive Vice President of Coca-Cola.

In addition, Mary Waldron of the Brockton 21st Century Corporation will also be speaking on enhancing the position, image and perception of Brockton as a



desirable place to live, work and invest by providing increased revenue and jobs to Brockton through economic development.

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 \$17 for members and \$24 for non-members.

"Taste" Event Set for Shaw's Center March 22



The Chamber will celebrate the **14th Annual "A Taste of Metro**

South" on **March 22** at the **Shaw's Center**, 1 Feinberg Way in Brockton. The event will run from **5:30 to 8:00 pm.**

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 Consultant for Proteas Consulting in Brockton. Event Coordinators expect over 700 guests based on past attendance. Tickets are \$20 in advance and \$25 at the door. This year "A Taste of Metro South" will feature home and garden displays to help welcome spring. Space is limited.

Any restaurants, cultural organizations, community

Article continued to page 6

"English for All Workers" Forum

March 10, at New England Sinai Hospital

Sponsored by: Verizon

Consider this, according to a recent report by the Hudson Institute entitled, "Workforce 2020", "Two qualities give a truly unprecedented character to the road ahead. First, the gates have lifted before almost every American who wishes to embark on the journey of work. Age, gender, and race barriers to employment opportunity have broken down. What little conscious

discrimination remains will be swept away soon – not by government regulation but by the enlightened self-interest of employers. Second, more and more individuals now undertake their own journeys through the labor force, rather than "hitching rides" on the traditional mass transportation pro-

Article continued to page 7

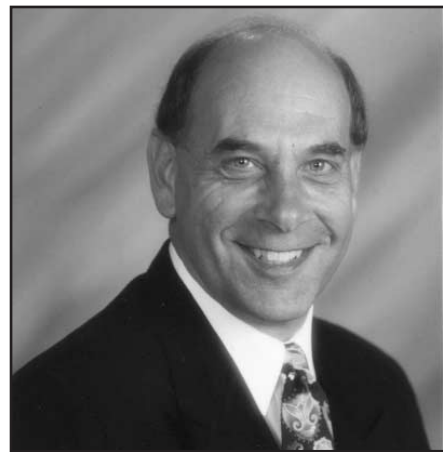
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508.586.0500 x 225 or 229

BOARD MEMBER Profile

B.C. Tent and Awning Company, Inc.



John Costa

B. C. Tent & Awning Company Inc. is one of the premier tent companies in Massachusetts. We take great satisfaction in providing elegance with a personal touch. In order to maintain our commitment to quality and service, we are continually adding new items to enable us to better serve your growing needs. In 1980, Bob Costa started B. C. Tent & Awning Company Inc. with one tent in his father's garage. The company has expanded significantly since then and now manages over a half a million square feet of tents.

Address:
25 Bodwell Street, Avon, MA 02322

Phone: 508.586.0900

Website: www.bctent.com

Year Established: 1980

Number of Employees: 13 Full-time and 30 in-season

Products or Services:
Rent/sell tents, tables, chairs, stages, dance floors and awnings

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

We solve clients space problems by

offering unlimited space

What is your market area?
Massachusetts, Rhode Island and New Hampshire

What markets do you serve?
Residential and commercial

What is your main business objective concerning your customers and the business community?
To be the best at what we do

How long have you been a Chamber Board member?
3 years

What is your Chamber Involvement?
Government Affairs and A Taste of Metro South

How long have you been at your present job?
9 1/2 years

What are some of the job positions that you have held?
Accountant, Sales manager, Treasurer, CFU, President

What is your educational background? Bachelor of Science, Accounting, Bentley College

List of awards, honors or special recognition your firm has received:

Awards: American Rental Association President's Image Award, South Shore Chamber Success Profiles
Special Recognition-feature
Articles: New England Corporate Events-"Warm Up-Cool Down", Boston Business Journal-"They Got it Covered", The Patriot Ledger-"Cover Charge"

Do You Have a 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.

City Hall Business After Hours

More than 150 business and community leaders attended a Chamber Business After Hours at the Brockton City Hall in December.

The night featured the re-decorated Grand Army of the Republic (G.A.R.) Conference Room. The room was recently renovated and restored to its original charm under the leadership of Lees Yunits.



Vik Shah of Minuteman Press of Randolph (right) and Drew Gaffney (left) at December Business After Hours



Mayor Jack T. Yunits and Mrs. Lees Yunits lead the way to the newly remodeled G.A.R. Room at City Hall.



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 Program Director x 231

Christopher Cooney
 President and CEO x 223

Sarah DeBettencourt
 Communications Coordinator x 222

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James Burns - *Shaw's Supermarkets*

Pasquale Ciaramella -
Old Colony Planning Council

Rick Colon - *Verizon*

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John Costa - *B C Tent & Awning Company*

Jeffrey Dukess - *Frenette & Dukess, PC*

Kirk Davis - *The Enterprise*

Linda Faria Braun - *Adult Learning Center*

Beth Gleim -
Radisson Hotel & Conference Center

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Susan Joss -
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ACTION Report

(USPS-410630) is published monthly except for combined July/August for \$5.00 per year by the Metro South Chamber of Commerce, Sixty School Street, Brockton, MA 02301-4087.

Periodical Postage Paid at Brockton, MA.
 POSTMASTER: Send address changes to Action Report, Sixty School Street, Brockton, MA 02301-4087

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!

JANUARY Calendar

- 10** Executive Committee 4:00 pm
- 16** Martin Luther King Day - Chamber Closed
- 19** Good Morning Metro South 7:30 am
Radisson Hotel and Conference Center, 195 Westgate Drive, Brockton
- 25** Board Meeting 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

February

- 1** Ambassador Meeting 8:00 am
- 9** Human Resource Management Council 7:30 am
Radisson Hotel and Conference Center, 195 Westgate Drive, Brockton
- 16** Good Morning Metro South 7:30 am
Radisson Hotel and Conference Center, 195 Westgate Drive, Brockton
- 17** Government Affairs 7:45 am
- 20** Presidents' Day - Chamber Closed

Save the date

March

- 1** Ambassador Meeting 8:00 am
- 3** Government Affairs 7:45 am
- 7** Executive Committee 4:00 pm
- 10** English for All Workers Forum Noon-2:00 pm
Fireman Conference Center, New England Sinai Hospital, Stoughton
- 14** Executive Committee 4:00 pm
- 22** A Taste of Metro South 5:30 - 7:30 pm
The Shaw's Center, One Feinberg Way, Brockton
- 29** Board Meeting 12:00/Noon



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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Website Design by www.mc-internet.com

Photo and print production by Mark Mahoney, The Enterprise

Photography by Eagle Photography

GOODNews

Here is What a Standing Ovation Looks Like on Paper!

Rockland Trust

Jeff Hulett, Senior Vice President and Director of Marketing for **Rockland Trust** announced the appointment of **Joan Reid** to Public Relations and Events Officer. In this position, Ms. Reid will be responsible for managing public relations programs and events for the Bank. Ms. Reid has an extensive background in public relations and marketing. She joins Rockland Trust after serving as the Public Relations Director for the South Shore Natural Science Center in Norwell. She holds a bachelor's degree from the University of Massachusetts/Boston. Joan is a longtime resident of Scituate, MA and currently resides there with her son, Geoff.

The **United Way of Greater Plymouth County** found Santa Claus in the Kingston

Mall. This Santa wasn't sitting in the "North Pole" kiosk, but rather on the loading dock of the Kingston Target store. Thanks to the corporate generosity of the Target Corporation and its local "chief elf" **Scott White**, Christmas was a little brighter for several families living at the Plymouth Area Coalition for the Homeless family shelter in Kingston. Target donated three spectacular fully decorated, store display trees to the United Way. In turn the United Way made arrangements to donate the trees to the shelter. Thanks also to **Hanson Printing Company** of Brockton for providing Santa's sleigh in the donation of a company truck and driver, and apprentice elf, **Chris King**. These trees were so big they couldn't be delivered without a truck and Chris's assistance.

After an extensive search process lead by Board of Directors President **John Galvin**, **South Shore Habitat for Humanity** is pleased to announce the selection of its new executive director **Mark H. O'Reilly**. Mr. O'Reilly comes to South Shore Habitat for Humanity from the Office of the Mayor of the City of Brockton where he served as Chief of Staff since 2001. During this period, he was integral in the establishment of the Brockton After Dark program. This program offered recreational, cultural and educational activities for children and teens with an aim to improve public safety, the local economy and levels of education. Prior to 2001, Mr. O'Reilly served for more than a decade as the Executive Director of the Central & Youth Division at the Old Colony YMCA in Brockton. Among his accomplishments during tenure at the YMCA, Mr. O'Reilly oversaw all aspects of the renovation of the fitness center and supervised the Downtown Central Branch of the Old Colony YMCA. Mark O'Reilly is the Co-Chair of the Mayor of Brockton's After School Task Force and is a past president of the Brockton Kiwanis Club. He also serves on the Boards of the Fuller Craft Museum, Self-Help, Inc, and the Brockton Visiting Nurses. Mr. O'Reilly assumes his position in January, 2006.



The **Brockton Rox** are proud to announce the team's fourth annual **Hot Stove Banquet**, presented by **Webster Bank N.A.** The event will be headlined by former **Boston Red Sox Jim Lonborg** and **Rico Petrocelli** - both members of the 1967 Impossible Dream Sox. The event will take place on **February 3** at the Shaw's Center. Doors will open at 6 p.m. for the VIP cocktail reception

followed by dinner. The program will begin around 7 p.m. and feature an open question and answer session with the speakers. Individual tickets for the event are \$55 and private tables of eight and ten are available. There will also be a live charity auction and raffle. Tickets are available now at the **Rox office** or by phone at **(508) 559-7000**.



CareerWorks is pleased to announce two new staff members **Kara Galvin** and **Pamela Altieri**. Kara and Pam bring a wealth of experience and knowledge to CareerWorks. Kara has a solid background in marketing and community outreach. Her most recent experience was as a Business Account Executive, where she was responsible for developing business partnerships with local businesses and community based organizations. She was instrumental in establishing relationships with organizations such as, ADCARE, The International Institute of Boston, Goodwill Industries, Strive and The Woman's Industrial Union.

Pam has a strong customer service background gained from working in the financial industry. She worked for over a decade at State Street Bank & Trust Company where she held several positions with increasing responsibilities. Her responsibilities included planning and implementing career development activities, designing and facilitating training programs, and improving workplace performance. Pam's background and experience in the private sector will be an added value in her role at CareerWorks. In their role as Career Specialists, Kara and Pam will be responsible for administering career services to job seekers through providing career

information that will enable job seekers to achieve their goals of obtaining employment, receiving guidance through career transitions or exploring new opportunities.



Ms. Tyra Anne Lopes of Onset has been named the director of the Office of

Regional Outreach at **Bridgewater State College**. She began her position in the fall. Ms. Lopes will focus on the relationship between the college and local businesses and K-12 school districts. She will work to develop relationships with and gather information from these stakeholders about their needs and then work to determine what college resources are available to help address them. She brings 17 years of K-12 experience to her new position, including 14 years as a secondary science educator and technology mentor teacher in southern California. Ms. Lopes holds a bachelor's degree in African studies, with a concentration in anthropology, from Yale University, a master's degree in instructional technology from California State University Los Angeles and a master's degree in administration from Pepperdine University. She relocated to Massachusetts in 2003 and is enrolled at Harvard Graduate School of Education, where she is an advanced doctoral student researching the application of emerging technologies in international education.

All craft isn't pretty. Traditionally thought of as functional objects with decorative appeal, today's craft objects are becoming vehicles for social and

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political commentaries that take a look at the darker side of life. The **Edges of Grace**: Provocative, Uncommon Craft on exhibit at **Fuller Craft Museum January 21 - April 30, 2006**, explores controversial and uncomfortable subjects like war, religion and sexuality through traditional craft objects such as jewelry, textiles and ceramics. Curated by **Gail M. Brown**, The Edges of Grace includes work by Richard Cleaver, Katharine Cobey, Susan Taylor Glasgow, John Eric Riis and other contemporary craft artists whose works shock, amuse and discomfort us as they comment on, and question, the world around us. There will be a reception for The Edges of Grace on January 29, 2006 from 2:00 - 5:00 p.m. with walkthroughs by curator Gail M. Brown at 3:00 p.m. and 4:00 p.m. The reception is free and open to the public. The Edges of Grace is accompanied by a 32 page catalogue which is available from the Museum Shop at Fuller Craft. For further information please contact **Kristin Villiotte** at 508.588.6000 x118 or communications@fullercraft.org.

MODELL'S SPORTING GOODS

The **Retailers Association of Massachusetts (RAM)** recently recognized **Modell's Sporting Goods of Brockton** for the company's efforts over the past year in reaching out to the community both locally and regionally in New England. The sporting goods, apparel and footwear retailer was awarded the **2005 RAM Award of Excellence (RAMAES)** for outstanding achievement in the category of Service to their community. The award was presented on November 17, 2005 at the Sheraton in Newton in the presence of guest speaker Patrick

K. Purcell, President and Publisher of the Boston Herald. Modell's was also nominated for an award in the Advertising and Promotion category. Since opening its Brockton location in December 2004, Modell's has reached out to Brockton High School on several occasions providing funding and support for various programs. The company sponsored Brockton High's Super Bowl Banquet and donated a brand new sign for the school's field as well. Tee shirts were supplied to the students to enhance the school-spirited events. Modell's also contributed to an entrepreneurial class at the high school by donating bracelets for the fundraising program that resulted in over \$10,000 in funds raised for the school. Modell's displayed its ability to participate in large-scale charity programs as well. In the retailer's first year of participation, the company raised more than \$147,000 over a period of one month to the benefit of the Dana-Farber Cancer Institute through The Jimmy Fund's "A Chance for Kids" program. Modell's, America's oldest and largest family-owned and operated sporting goods apparel retailer is making great strides to show the community why the shore is truly their hometown sporting goods retailer.

"**Village at Riverbend**" is an affordable housing opportunity locate in the Town of West Bridgewater for buyers 55 years of age and older. The development will have 32 condominium duplex units of which 8 will be designated "Affordable Units". The "Affordable Units" will have a sale price of \$139,000 and will have 2 Bedrooms, 2 1/2 bathrooms, and a 2 car garage. It is anticipated that there will be more interested and eligible applicants than available units, therefore a housing lottery will be conducted. To be eligible to purchase an "Affordable Unit", annual income and assets must be below maximum level as described in the Lottery Package. Lottery

information packages and application can be picked up at the Town of **West Bridgewater Town Hall** or online at www.DelphicAssociates.com and at www.CHAPA.org. Applications must be received by **January 17, 2006**. The housing lottery will be held January 30, 2006 at the West Bridgewater Town Hall at 65 North Main Street, West Bridgewater at 7:00pm. For more information, call Dawn at **Delphic Associates** at 508-994-4100.

For the 13th consecutive year, **Edward Jones** ranked NO. 1 in Registered Representative magazine's annual survey of the nation's seven largest financial-services firms. The magazine randomly selects brokers nationwide and asks them to rank their firms in various categories. "Jones is famous for its one-person branches in cities and towns across the country," the magazine said in its December 2005 issue. "And, by and large, the reps are free to run these offices as they see (fit); they set their own hours and are unencumbered by unattainable sales quotas set by the home office." Edward Jones investment representatives gave the firm its highest scores in 14 of the 20 categories in which it was rated. Some of those categories included: hiring and recruiting practices, ongoing training, client account statement, quality of research and the firm's strategic focus. This year, the firm ties for the No.1 spot. Edward Jones, one of the only major financial-services firms providing advice to individual investors exclusively, currently serves more than 6 million clients. The firm offers its clients a variety of investments, including certificates of deposit, taxable and non-taxable bonds, stocks and mutual funds. The Edward Jones interactive web site is located at www.edwardjones.com.

Help benefit the **Stand Theatre Fire Fighters Memorial Monument**. Purchase a **50/50 raffle ticket** at any Brockton Fire Station

and at the Council on Aging. Tickets are \$50 each and will be draw on **March 10th** at the **Annual Strand Theatre Memorial Breakfast**. For further information please call **Glenna** at 508.272.0825.

A Night to Remember



INAUGURAL BALL!
Honoring **James E. Harrington**,
46th Mayor of
the City of

Brockton. Saturday, **January 21, 2006** at **The Shaw's Center**, One Feinberg Way, Brockton. Please call (508)580-0329 for ticket information.



The **South Eastern Economic Development (SEED) Corporation** in cooperation with the MA Small Business Development Center (MSBDC) will hold two basic business workshops in Franklin aimed at assisting potential and existing entrepreneurs. The free workshops are being co-sponsored by Benjamin Franklin Bank, United Chamber of Commerce and SCORE.

Both workshops will be held at Benjamin Franklin Bank, 58 Main Street, Franklin, MA. The first of these workshops entitled "**Learn the Fundamentals in Planning, Preparing For, and Financing Your Business**" will be held on Wednesday, February 8th from 9 a.m. to Noon. Registration begins at 8:30 a.m.

The second workshop entitled "**Understanding the Purpose of Financial Statements and How They Can Help Determine the Health of Your Business**" will be held on Wednesday, February 15th from 9 a.m. to Noon. Registration begins at 8:30 a.m.

Please call Tamarah Barao at SEED Corporation at 508-822-1020 to register for either or both sessions by February 3rd.

CareerWorks in Brockton Receives Training Funds to Assist Laid-Off Employees

CareerWork in Brockton in conjunction with the Brockton Area Workforce Investment Board is pleased to announce that they have received additional training funds for employees recently laid off from both Redcats USA in West Bridgewater and Kellwood Company in Brockton.

These training funds will allow qualified individuals to receive training vouchers to attend one of many training workshops that CareerWorks offers through its approved vendors. Some examples of training include: Truck Driving, Certified Nursing Assistant, Web Design and Microsoft Office.

CareerWorks is very excited to be able to offer the additional

training to assist these individuals to enable them to improve or enhanced their current skills or transition into a new career.

For more information please contact Michelle Audette at 508-513-3417, or visit our website at www.careerworks.org or come in person at 34 School Street,

Brockton (Downtown Brockton, across from City Hall).

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 our customers.



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.

New Division Enhances External Relationships

Bridgewater State College's dual mission - to educate the residents of Southeastern Massachusetts and the commonwealth and to use its resources to support and advance the economic and cultural life of the region and the state - has been reinvigorated by the first significant change in the college's administrative structure in more than a decade.

The second element of the college's mission has been bolstered by the creation of a new division - External Affairs - which is being led by Dr. Edward Minnock. Under his oversight and guidance are five units: Continuing and Distance Education, International Programs, Regional Outreach, College and Community Partnerships and the Institute for Regional Development.

Dr. Minnock is building relationships with civic leaders, businesses, educators and residents of the region, making Bridgewater State College the "go-to" institution for organizations throughout Southeastern Massachusetts and Cape Cod.

Bridgewater State College is

open for business, according to Ms. Tyra Anne Lopes, director of the Office of Regional Outreach. She said the college has much to offer the area's business community, nonprofit organizations and school districts. Ms. Lopes has formed a Business Outreach Group with faculty from the School of Management and Aviation Science. Stanley

Ross, Jon Bryan, Yehia

Article provided by: Kamel, Shannon

Donovan, Tony Cicerone, and Frank Sterrett have been selected to serve as ambassadors for the college's outreach initiative to the business community.

She sees the Office of Regional Outreach as distilling information gathered from area businesses and organizations about what they need and marshalling the college's resources to address their needs. "I think the creation of this office will be instrumental in moving the college's goal of community outreach forward," Ms. Lopes said.

For more information about External Affairs at BSC and to read the full article log onto www.bridgew.edu/ExternalAffairs.



"Taste" Article continued from page 1

organization or home and garden/business interested in participating in A Taste of Metro South should contact Kerrie Blake at 508.586.0500 ext. 231.



Judy Hilliard McCarthy and Erin Fernandez from Hilliard's House of Candy, Easton



Greg Carter and Kathy Mahoney from Carmen's Mexican American Restaurant, East Bridgewater

Habitat Builds in Brockton



Article provided by: Progress continues to be made on Walnut and Wyman Streets in Brockton, where two Habitat for Humanity

homes are currently under construction. Work began on the two single-family homes in August. On September 10th, South Shore Habitat for Humanity introduced its 41st and 42nd families, the future owners of these two affordable homes.

The Enos and Miranda families both expressed their delight in being partnered with South Shore Habitat for Humanity. Claudia Miranda,



Ann Marie Williams and Dana Langston of Habitat for Humanity

along with her husband, Tony, found it difficult to convey their emotions. "We are very excited. That's all there is to say. We just can't wait anymore," she said. Both families have been working hard to contribute the required number of sweat equity hours into the construction of their homes.

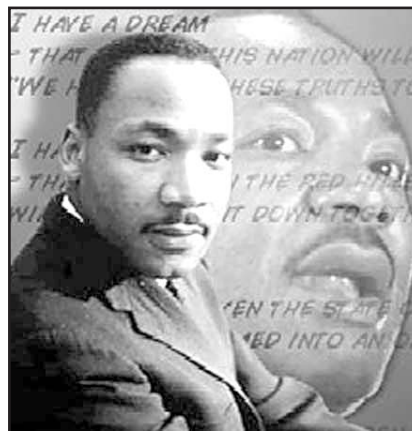
Women are building the South Shore Habitat house on Walnut Street through WomenBUILD, an initiative to bring women together from diverse communities and professions to build and fund a Habitat home.

The second home on Wyman Street is currently being built by Old Colony YMCA YouthBuild Brockton students, young men and women earning their GED while learning the construction trade.

Construction on both of these homes will continue on into next spring. If you would like to volunteer or contribute, contact January Zuk at 781-843-9080, ext.1 or volunteer@sshahabitat.org.

"...families have been working hard to contribute..."

Local MLK Celebrations Planned



Dr. Martin Luther King, Jr.

Article from the www.thekingcenter.com

The Martin Luther King, Jr. Holiday celebrates the life and legacy of a man who brought hope and healing to America. We commemorate as well the timeless values he taught us through his

example -- the values of courage, truth, justice, compassion, dignity, humility and service that so radiantly defined Dr. King's character and empowered his leadership. On this holiday, we commemorate the universal, unconditional love, forgiveness and nonviolence that empowered his revolutionary spirit.

We call you to commemorate this Holiday by making your personal commitment to serve humanity with the vibrant spirit of unconditional love that was his greatest strength, and which empowered all of the great victories of his leadership. And with our hearts open to this spirit of unconditional love, we can indeed achieve the Beloved Community of Martin Luther King, Jr.'s dream.

Area MLK Day Events

Please contact the following organizations for further information on Martin Luther King Day celebrations:

- Bridgewater State College at 508.531.2446
- Brockton Area NAACP at 508.587.0502
- The Children's Museum in Easton at 508.230.3789

English for All Article continued from page 1

vided by unions, large corporations, and government bureaucracies. For all workers, the premium on education, flexibility and foresight has never been greater than it will be in the years ahead."

With this looming worker shortage in mind, a recent study published by Mass Benchmarks about the role immigrants are playing within the Massachusetts economy should be noted. The study talks about the growing numbers of immigrants coming to Massachusetts and the fact that without them the state would lose population each year. It also lists the immigrants top ten countries of origin. All of them are non-English speaking. It goes on to state that 50% of these immigrants possess a high school degree at most. These facts illustrate the challenge employers will face and the tremendous opportunity they have to engage the immigrant population.

The Chamber, with the help of many business and community leaders and financial support from Verizon and New England Sinai Hospital have embarked upon a new initiative apply named "English for All". Over the coming months, the Chamber will convene a forum of employers and educators with the goal of eliminating the current waiting list that contains the names of thousands of immigrants within the Metro South region who want to learn the English language. We know that for many of these people, learning English is the first step for them to fully participate in our local workforce. The Chamber welcomes support in achieving this goal and recognizes Verizon and New England Sinai Hospital for their financial support of this initiative. To learn more about this initiative, contact Chris Cooney at the Chamber 508-586-0500 x 223.

Over 100 Attend Economic Forecast

Over 100 business and community leaders attend the monthly Good Morning Metro South breakfast. This informational session is a great networking opportunity.

For further information call 508.586.0500 ext 221.



Shailah Stewart of the Brockton Educational Foundation, Kathy Quigg of the Brockton Public Schools and Christopher Cooney of the Metro South Chamber of Commerce



Melinda Grasso and James Grasso of SilentSherpa

Join the Team!



Ambassadors pictured left to right: Bob Tufts of SET Associates, Bob Wisgirda of WBET 1460 AM Radio, Maria Carey-Lallemand of BAWIB, Dan Trout of The Community Bank, Rebecca Perez of East Coast Petroleum, Mark Gough of Brockton Hospital, Olga Faria of Sovereign Bank and Jim Walsh of William M. Callahan Real Estate

The next **Ambassador meeting** will meet on **February 1** from **8:00 - 9:00 am** at the **Metro South 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 at 508.586.0500 ext. 225.

Have You Chosen the Right Business?

Article provided by:



Is there a "pot of gold" in your future?

It is the dream of many to own and operate a cozy New England Inn, still others dream of having their own restaurant or tavern. And to be sure, there are thousands of highly successful inns, restaurants and taverns. But it's also a fact that they have one of the highest rates of failure of any new business. Sure, if you have prior solid experience in any business, including those mentioned, you markedly increase your chances of success. Still, it is dangerous to enter a field solely because you think it would be (choose one: fun, exciting, rewarding, easy or just plain "nice")

The likelihood of success is far greater if you pick a business that you already have experience in. However, if you are determined to get into something you know little about, then at least get some kind of work in that field before taking the plunge. Even a

part-time job for six months can teach you a lot. But keep in mind-owning and running a business involves much more than just being an employee. A great cook is not necessarily a great restaurateur.

And in choosing you must also think about what the future will be like. Economics aside, it's one thing to thoroughly enjoy preparing and serving a fine dinner for some friends on a Saturday evening; it's quite another to do it for 30, 40, or 100 people six or seven days a week, fifty weeks a year.

Free counseling to discuss your ideas is available from SCORE (Service Corps of Retired Executives) by phoning the Metro South Chamber of Commerce at 508-587-2673 for an appointment.



GOVERNMENT Affairs

Next Meeting: February 17, 2006

The **Government Affairs monthly meeting** will be held on February 17, 2006 at the Chamber Headquarters and provides an opportunity for member businesses to discuss issues important to them with their elected officials. This month's guest speaker is Jon Hurst, President of the Retailers Association of Massachusetts (RAM).

Mr. Hurst was named President of the Retailers Association of Massachusetts (RAM) in December 1990. As the chief executive officer of the 2,500-member statewide trade association, Hurst manages the staff, business affairs, member services and education, public affairs, and governmental affairs of the organization. RAM was organized as the "Voice of



Jon Hurst

Retailing" in 1910, and today represents all types and sizes of stores and restaurants in the retail employer sector across the state.

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. 221.

RENEWING Members

Thank You !

AGM Industries, Inc.
Baynes Electric Supply Co., Inc.
Benner's Camera & Video Shops
Boys and Girls Club of Brockton, Inc.
Bridgewater Square Chiropractic
Brockton Area Transit Authority
Brockton Hospital
Caritas Good Samaritan
Occupational Health Services
Clearpoint Communications, Inc.
Comfort-Temp Oil
Computer-Ed Institute
Conway Insurance Agency, Inc.
Douglas A. King Builders, Inc.
Eagle Elevator Company, Inc.
Giannaros, Inc.
Gold Line Transportation
Hallett Cleaning Service
Holmes-McDuffy Florists, Inc.
Ideal Jewelry & Loan
Impact Traffic Solutions
Interstate Mat Corporation
Isam Mitchell & Company, Inc.
J. Frank Conley, Inc.
Ken Lessa Electric
Le Baron Foundry, Inc.

MacTaggart Scott & Co., Ltd.
Margaritelli USA, Inc.
Mayflower Stationers
Melvyn D. Cohen, Attorney at Law
Old Colony Hospice
Recordkeeper Records
Management Systems
Related Realty Group
Rodman & Rodman, PC, CPAs
Roger Ferguson, Horticulturist
Roger Keith & Sons
Sampson & Hall Funerals
Seismic Sound DJ's
SET Associates
Sims & Sims, LLP
Sir Speedy Printing Center
Stonehill College
Sullivan Appraisal/Marlene Ann, Inc.
Tele-Dynamics, Inc.
The Health & Fitness Studio
The Woodlands at Abington Station
Trans Courier Systems
Walker-Clay, Inc.
West Bridgewater Baptist Church
William M. Callahan Real Estate
Wm C. Bearce Insurance Agency

Chamber Book for Business Full of New Features

The Chamber of Commerce will soon be distributing the **2006 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 2006 Book for Business features an array of local photographs highlighting the

beauty of the 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.



Child at Striar Pond, Halifax



D.W. Field Park, Brockton



Endicott College Intern

Monica Barbosa, freshman at Endicott

College, originally from Brockton, is currently completing a 120-hour

internship with the Metro South Chamber of Commerce. She is working towards a Bachelors Degree in Business Administration with a concentration in International Business. This is one three internships required of all Endicott Students.

She will be assisting the staff with program and general office administration, updating for the data base and in writing press releases for the monthly Good Morning Metro South breakfast programs.

The Chamber provides several internship opportunities for students each year. For more information on the Chamber's internship program contact the Chamber at 508-586-0500 ext. 221



Monica Barbosa

What A Valued Member Has to Say...



Bob Tufts, President of SET Associates

In 1995, I retired from Bay State Gas, after 35 years. Having the need for additional income and always having enjoyed interaction with people I wanted to keep busy, so I started my own business.

I joined The Chamber of Commerce in 1997 to get immediate access to new customers. About a year later, Chris Cooney asked me to join the volunteer Ambassador Team.

It's been great! We do things as a team, we meet monthly to receive updates on Metro South regional news, new business

start-ups and Chamber activity. In addition, we call a number of Chamber members each month to hear comments and identify concerns. Each month we host a table at The Good Morning Metro South Breakfast to facilitate networking.

To sum it up, I meet and talk to many more people than I ever could have imagined. The Metro South Chamber is like a regional economic mall, the anchor stores, like the banks and financial institutions, the colleges, hospitals, healthcare facilities and the utilities provide the core with small and large businesses mixed in. All support the chamber and a favorable business climate.

I Started my business with zero customers in 1997, and today I'm doing business with the largest employers in the region. The Metro South Chamber has been a boost to me both personally and professionally, I recommend it for any business person today.

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

Human Resource Management Council
Topic: OSHA Compliance



Tim Irving

The next **Human Resource Management Council (HRMC)** meeting will take place on **Thursday, February 9, 2006** at the **Radisson Hotel and Conference Center in Brockton.**

The featured speaker is Tim Irving. Mr. Irving is the Compliance Assistance Specialist (CAS) working in the OSHA Braintree area office. Previously Tim worked as a Compliance Safety and Health Officer on the construction strategic team. Prior to joining OSHA in 2001 he worked as a

safety coordinator on some of the largest building projects in Boston. As a safety coordinator with Clark Construction he worked on the Joseph Moakley Courthouse on Fan Pier and as a safety manager with Bovis Lend Lease he worked on the 40 story Millennium Place towers, the 20 story 10 Saint James office Building and the Boston Research Center for Merck Pharmaceutical.

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 \$17 for members and \$27 for non-members.

NEW Investors

Making an Investment in our Community!

Commonwealth Storage

Verinder Bawa
20 North Main Street
Brockton, MA 02301
Phone: 508.580.6456
Storage

Dirt X Cleaning

Mr. Frank Fontes
151 Wheeler Ave
Stoughton, MA 02072
Phone: 617.306.5994
Fax: 781.459.0087
Cleaning/Janitorial

Law Offices of Mark D. Petti

Mr. Mark D. Petti
204 Belmont Street
Brockton, MA 02301
Phone: 508.586.4466
Fax: 508.587.1143
Attorneys

Minuteman Press of Brockton

Mr. Brian O'Keefe
599 Centre Street
Brockton, MA 02302-3326
Phone: 508.587.6200
Fax: 508.588.9239
Printers

Ricoh Business Systems

Mr. James R. Conlon
307 Waverly Oak Road
Waltham, MA 02452
Phone: 617.413.0906 x 9
Fax: 781.893.2859
Office Equipment/Supplies

Tamboo Restaurant

Mr. Chris Charlot
282 Main Street
Brockton, MA 02301
Phone: 508.584.8585
Restaurants

Waste Management

Mr. Jim Foley
264 Nicks Rock Road
Plymouth, MA 02360
Phone: 508.889.9089
Fax: 508.337.1285
Rubbish Removal

Whole Person Health

Ms. Susan Harris
294 Pleasant Street, Suite 201
Stoughton, MA 02072
Phone: 781.344.0720
Fax: 781.344.0891
Health and Fitness

To Join the Chamber Contact John Dudley or Frank Gillooly at 508.586.0500 ext. 225 or 229

Access the Small Business Administration

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, January 18, 2006. Contact CareerWorks at 508.513.3400 for further workshop information.

MassMEP and Workforce Training Grant Program

The MassMEP has helped over 60 Massachusetts companies, across the state, to access training funds through the state's WTF grant programs. Project Managers work with companies to help them address their training needs and organize their training activities.

The Division of Career Services (DCS), an agency

of the Massachusetts Department of Workforce Development, administers the Workforce Training Fund. The fund provides resources to Massachusetts

businesses and workers to train current and newly hired employees. Its goal is to help improve employee skills and maintain the economic strength of the Commonwealth's businesses.

Since the first round of grants in March 1999, the fund has awarded \$77.1 million to 1,210 Massachusetts companies to train 117,247 Massachusetts workers.

Recently, the MassMEP assisted Hudson Lock Company, an inner-city lock manufacturer in Hudson, MA. They received a WTF General Fund grant to train their employees in lean manufacturing using the services of the MassMEP.

Hudson Lock recognizes the importance of having all of their employees understand lean before they actively participate in making

improvements. In follow-on grant activity, employees will be involved with training in actual application concepts such as value stream mapping, 5S, set-up reduction, and plant layout kaizen activity on their production floor.

The goals of Hudson Lock's grant are to first train employees to understand lean improvement concepts so they can help reduce the company's inventory requirements and production space requirements, and improve the overall throughput. This

training is being done in a multicultural workforce that includes Hispanic and Portuguese employees. Special consideration has been taken in the planning process to eliminate potential language barriers that could make the training less effective. The MassMEP has developed their training methods to be able to do just this and ensure the training is as effective as possible.

If you are interested in improving the competitiveness of your company through this program contact, Glenn Gertridge, MassMEP Project Manager at glennng@massmep.org or 508-679-0847 or Jim Gusha, MassMEP Project Manager at jamesg@massmep.org or 508-831-7020.

Article provided by:



a NIST | Network
MEP | Affiliate

GRO-N-THINGS, INC.

P.O. Box 1246
Middleboro, MA 02346
508.947.8433 (p)
781.767.2244 (f)



Shelley Tierney
OWNER

SERVING AREA BUSINESS
SINCE 1975

Workers May Qualify for EITC

Metro South Chamber of Commerce is proud to partner with Mayor James Harrington's Earned Income Tax Campaign for 2006. Free electronic tax preparation and filing is available at Brockton's Main Branch Public Library, 304 Main Street, beginning Saturday, January 21st and continuing through Saturday April 15th.

Hours of operation are Monday and Tuesdays from 4 pm to 7 pm and Saturdays from 10 am to 1 pm. Sign in and flyers will be available at the entrance on the first floor on White Avenue.

Preparation and filing will be done on a first come first serve basis. Please bring a photo ID; Social Security Cards for you and your dependents as well as all earned income statements, i.e.

W-2's and 1099s.

This program is designed to assist working families and individuals with low and moderate income take advantage of the Earned Income Credit (EIC) as well as the Child Tax Credit (CTC).

For working families throughout the country this tax credit is worth more than ever - \$4,400 for some families. Many families may also qualify for the CTC, worth up to \$1,000 for each child. Millions of eligible workers risk missing out on these important federal tax benefits which are also matched to a lesser degree by the state.

Last year the Metro South Chamber and the Mayor's EITC Campaign returned more than \$300,000 to eligible Brockton participants.

Calling all Entrepreneurs

Attend a FREE Basic Entrepreneurial Workshop on Tuesday, January 17 and Tuesday, January 24, 2006 from 9 am - noon at the Metro South Chamber of Commerce. During session one, learn the fundamentals of planning, preparing for and financing your business. During session two, learn to understand financial statements and how they demonstrate the



health of your business. For further information and to register, contact Tamara Barao at 508.822.1020. This workshop is being sponsored by: SEED Corporation, MA SBDC, Rockland Trust Community Development LLC, Metro South Chamber of Commerce, Brockton 21st Century Corporation and

SCORE

MEMBER Profile

Brockton 21st Century Corporation



Mary Waldron



"Brockton

A place to work, a place to live,
a place to educate our children,
and a place to grow."

Address:
60 School Street, Brockton

Phone: 508.586.0021

Website: www.brockton21.com

Year Established: 1993 by Special Act of the Legislature

Number of Employees: 1

Products or Services:
Economic Development

What is unique or special about your firm and the products and services you offer? Since we are a separate entity from the City, we are able to expedite projects using good business practices.

What is your market area?
Brockton

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

The Mission of the Brockton 21st Century Corporation is to maintain brockton jobs and businesses, bring into Brockton new jobs and businesses and to assist in improving the image of the city.

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.



Mayor James Harrington

Brought to you by:



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



Research, Consultation, Education, and Advocacy

PREMIER SPONSOR



2006 Holiday Calendar



	Manufacturing	Retail Stores/ Supermarkets	Liquor Stores	Taverns/Bars	Banks	Stock Markets	State/County Municipal Offices	Schools	Libraries	Mail Delivery
New Year's Day Sunday, January 1	■	■	■	■	●	●	●	●	●	●
Dr. Martin Luther King, Jr. Day Monday, January 16	■	■	■	■	□	■	●	●	●	●
President's Day Monday, February 20	■	■	■	■	□	■	●	●	●	●
Patriot's Day Monday, April 17	■	■	■	■	□	■	●	●	●	Yes
Memorial Day Monday, May 29	○	■	●	■	●	●	●	●	●	●
Independence Day Tuesday, July 4	○	■	■	■	●	●	●	●	●	●
Labor Day Monday, September 4	○	■	■	■	●	●	●	●	●	●
Columbus Day Monday, October 9	◆	◆	■	■	●	■	●	●	●	●
Veteran's Day Saturday, November 11	✕	✕	●	■	●	■	●	●	●	●
Thanksgiving Day Thursday, November 23	●	●	●	■	●	●	●	●	●	●
Christmas Day Monday, December 25	●	●	●	■	●	●	●	●	●	●

- Open
- Closed
- Manufacturers and other non-retailers may not open without local police permit.
- Open at the discretion of the individual bank. Most banks are expected to be closed on Martin Luther King Day.
- ◆ Blue Laws apply before noon. Local police permit is required to operate before noon.
- ✕ Blue Laws apply before 1pm. Local police permit is required to operate before 1 pm.
- § Retail stores must pay time and one-half.

Summary of State Laws Relative to Legal Holidays Blue Laws

- apply until midnight - on Columbus Day apply until noon
- on Veteran's Day apply until 1 p.m.

Work permits for "Blue Law" holidays

- can be obtained at the discretion of local authorities
- should be requested 60 days in advance
- shall not cover more than one day Overtime
- In general, retailers** (with 8 or more employees) are required to pay a

minimum of time and one-half to non-professional employees working on all Sundays. All retailers, regardless of size, are required to pay a minimum of time and one-half on New Year's Day, Memorial Day, Labor Day, Columbus Day, Independence Day, Veteran's Day and on January 2 in years on which January 1 fall on a Sunday.

Other Holiday Facts

- When January 1 falls on a Sunday, retailers may open for regular hours the following day.

- The provisions of the law relating to overtime, to the stipulation that a person cannot be required to work and to permits concerning the opening of retail stores on restricted holidays, are enforced by the department of Fair Labor & Business Practices.

For further information

- The information contained in this calendar is based on current state statues and regulations. For further information, contact the agencies listed below.

- For questions regarding permit regulations, contact the Executive Office of the Attorney General, Division of Fair Labor and Business Practices at 617-727-2200.

- For all other questions, please contact the Citizen's Information Service at 617-727-7030 or 1-800-392-6090.

When a legal holiday falls on a Sunday, it is observed on the following day. When a legal holiday falls on a Saturday, it is observed on that day.

* Chapter 136, Section 6 of the Massachusetts General Law provides a list of 54 clauses which detail different activities that are not prohibited on Sundays or holidays. These are know as exceptions to the Blue Laws.

** As defined in Chapter 136, Section 6, Clauses 25, 27, and 50 and in Chapter 138.

BUSINESS EVENTS *Planner*

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

January 19

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

February 1

Ambassador Meeting

8:00 a.m.

Metro South Chamber of Commerce

60 School Street, Brockton

serve fellow members by providing information, resources, member-to-member support, increasing awareness and promoting active participation

Call 508.586.0500 ext 225 for further information

February 17

Government Affairs

7:45 a.m.

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.

Call 508.586.0500 ext 225 for further information

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!