



Action report

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.



Teeka Isakson, page 5



Avalon McLaren, page 6



Steve Hall, page 7

CONTENTS

Calendar of Events	3
Good News	4
Renewing Members	9
Season Tickets	12

DeGrazia Receives ATHENA Award

July/August 2006



Loretta DeGrazia, 2006 Metro South ATHENA Award Recipient

The Metro South Chamber of Commerce and Sovereign Bank are pleased to announce that **Loretta DeGrazia, President and CEO of East Coast Petroleum** is the 2006 Metro South ATHENA Award Recipient. The ATHENA Award was presented to Ms. DeGrazia at the

Chamber's Good Morning Metro South breakfast event on June 15, 2006.

Ms. DeGrazia has grown her business from a boot strap start up to a six million dollar enterprise. She serves on a number of Boards including the National Association of Female Executives, the Women's Business Connection and the Ladies of Charity at Carney Hospital. East Coast Petroleum is also involved with many charities including being the lead company in sponsoring a Christmas Party for over 200 foster children in Massachusetts who are affiliated

with the United Homes for Children.

Ms. DeGrazia also has endowed an annual scholarship at the Quincy Public Schools Center for Technical Education for a female entering a non-traditional work field. In 2003 she received recognition from Bentley College and the Commonwealth Institute as one of the Top 100 Women Business Leaders in Massachusetts.

The ATHENA Award is presented to an exceptional individual who has achieved excellence in their business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

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

Sponsored by:



Article continued to page 7

South Weymouth Naval Base Tour

July 19, 2006



Computer rendition of the South Weymouth Naval Base in its completed state by LNR Property Corporation, the master developer.

The Metro South Chamber of Commerce would like to invite you to tour the South Weymouth Naval Base on Wednesday, July 19, 2006 at 11:00 a.m. A guided tour, transportation and lunch will be provided. The cost is \$39 per person and all reservations must be made by July 12, 2006. For further information or to register for this event, please contact Kerrie Blake at 508.586.0500 ext 231 or email her, kerrie@metrosouthchamber.com.

Join the Chamber of Commerce NOW!

Call 508.586.0500 x 225 or 229

Travel Channel Features Brockton, Norwell



Mayor James Harrington; Chamber Chairman, Stephen Hall of National Grid and Jim Gilson, President of FB. Washburn Candy Corporation

FB Washburn Candy Corporation, established in the city of Brockton in 1856, is the nation's oldest family owned candy business in America. The company is best known for the miles of ribbon candy it makes and sells each year to people across the country.

The Travel Channel will tape a segment about the Washburn Candy Company the first week of July. The cable television show is called, Made in America. John Ratzenberger, aka Cliff Clavin of "Cheers" fame, is the celebrity host. Made in America will also feature a segment on Zildjian Cymbals of Norwell.

The Metro South Chamber of Commerce
93rd Annual Meeting & Expo
November 15, 2006
Massasoit Conference Center
10:30 am - 3:30 pm
Save the Date!

Free Business Listings for Members

Chamber members should have received their **annual verification form** in the mail over the past few weeks. Have you seen yours?

This form will be used for your free listing in the next **Metro South Book for Business**. The Metro South Book for Business is a member directory and guide distributed to over 5,000 business

leaders. This form will also be used for telephone referrals made by the Chamber.

Please verify the information, mark any corrections and/or omissions and return it. If you have any questions please contact Sarah DeBettencourt at 508.586.0500 ext 222.

Chamber Programs Taking Shape

The Chamber will be holding key **planning sessions** this summer in order to establish priorities for various member programs. Interested Chamber members are encouraged to attend. Your participation is helpful in providing the best possible programming for the **Government Affairs, Good Morning Metro South** and **Human Resources Management Council** meetings coming up this fall. Please note the date of the meeting you would like to attend and give **Kerrie Blake** a call to confirm your attendance at 508.586.0500 x231.

The following planning sessions will take place at the Chamber:

***Good Morning Metro South** - August 9 at 8:30 am

***Human Resource Management Council** - August 11 at 12:00 pm

***Government Affairs** - August 25 at 8:30 am



Impact.

It takes the right tools to start - or grow - a business. And it takes customers to keep business growing.

The Metro South Chamber of Commerce builds strong businesses and communities by connecting you to new customers and suppliers, as well as to those who influence the local economy and quality of life. You'll get the tools and resources you need to grow and make a positive impact.

Access to the right tools. One more way the Chamber makes an impact.



Be a part of the
Metro South Chamber of Commerce
TM
 Leading Businesses. Leading Communities.

Call: 508.586.0500 or access www.metroouthchamber.com

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.



Excellence in Training

Workforce Development and Community Education Certificate Training Programs are Enrolling Now for Fall! Brockton Campus

- Human Resources
- Event Planning
- Starting a New Business
- Workplace Communication

Canton Campus

- Interior Design and Decoration
- QuickBooks Pro I & II
- ACT! Contact Management
- Supervisory Training I & II



Call 508-588-9100 x 1509 for more information!
 Or visit us at www.massasoit.mass.edu



Also coming this fall~ Massasoit Motivations Breakfast Training Series

Provided by the Professional Development Center
 on our Canton Campus
 Call 508-588-9100 x2013 for details

BOARD OF DIRECTORS

OFFICERS

Chair of the Board
Stephen Hall
National Grid

President and CEO
Christopher Cooney
Metro South Chamber of Commerce

Chair-Elect
Reinald G. Ledoux, Jr.
Brockton Area Transit Authority

Treasurer
Gary R. Oman
Gary R. Oman, P.C.

Vice Chair Community Affairs
Christine Karavites
Proteas Customized Consulting

Vice Chair Economic Development
Robert Kenworthy
Bank of America

Vice Chair Government Affairs
H. Scott Sanborn
Sovereign Bank

Vice Chair Membership Development
Daniel Trout
The Community Bank

Immediate Past Chair
James Blake
HarborOne Credit Union

CHAMBER STAFF

508-586-0500 Front Desk x 221

Kerrie Blake
 Program Director x 231

Christopher Cooney
 President and CEO x 223

Sarah DeBettencourt
 Communications Coordinator x 222

DIRECTORS

James Burns - *Shaw's Supermarkets*

Pasquale Ciaramella -
Old Colony Planning Council

Rick Colon - *Verizon*

Jack Conway - *Jack Conway & Company, Inc.*

John Costa - *B C Tent & Awning Company*

Jeffrey Dukess - *Frenette & Dukess, PC*

Kirk Davis - *The Enterprise*

Linda Faria Braun - *Adult Learning Center*

Beth Gleim -
Holiday Inn Boston-Brockton

John Hopkins - *Brockton Plastics, Inc.*

Susan Joss -
Brockton Neighborhood Health Center

Kelly Carney Kelly -
Raynham Taunton Greyhound Park

Stephen McDuffy - *Holmes-McDuffy Florists*

Dana Mohler-Faria -
Bridgewater State College

Gerard Nadeau - *Rockland Trust Company*

David Orloff - *Sharkansky & Co., LLP, CPA's*

Andrea Papadopoulos - *Arista Associates, Inc.*

Lester Schindel -
New England Sinai Hospital

Carmel Shields -
Shields Health Care Group, Inc.

Larry Siskind -
Siskind and Siskind Attorneys at Law

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

Charles Wall - *Massasoit Community College*

John Dudley
 Membership and Public Relations x 225

Frank Gillooly
 Membership Sales x 229

Ann Marrese & Kerry Sullivan
 Finance x 230

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.

Website Design by www.mc-internet.com



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

JULY Calendar

- 13** Summer Concert Series (through August 10, Thursdays only) 6:00 pm
Heights Crossing, 35 Christy's Drive, Brockton
- 18** Business Assistance Center Luncheon 12:00 pm
- 19** South Weymouth Naval Base Tour 11:00 am - 2:00 pm
223 Shea Memorial Drive, South Weymouth
- 30** Cape Verdean Festival 12:00 - 7:00 pm
Please call 508.559.0056 for more information

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

Coming up

August

- 8** Nominating Committee Meeting 3:00 pm
- 8** Executive Committee 4:00 pm
- 9** Good Morning Metro South Planning Session 8:30 am
- 11** Human Resource Council Planning Session 12:00 pm
- 13** Mayor's Picnic: Summer Sunday in the Park 11:00 am
D.W. Field Park, Oak Street, Brockton
Please contact the Mayor's Office at 508.580.7123 for further information
- 25** Government Affairs Planning Session 8:30 am
- 30** Board Meeting 12:00/Noon

Save the date

September

- 6** Ambassador Meeting 8:00 am
- 8** Government Affairs Meeting 7:45 am
- 14** Human Resource Council Meeting 7:45 am
Holiday Inn - Brockton, 195 Westgate Drive, Brockton
- 21** Good Morning Metro South Breakfast 7:30 am
Holiday Inn - Brockton, 195 Westgate Drive, Brockton
- 28** Business After Hours 5:30 pm

Photo and print production by Mark Mahoney, The Enterprise



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

Photography by Eagle Photography

GOODNews

Here is What a Standing Ovation Looks Like on Paper!



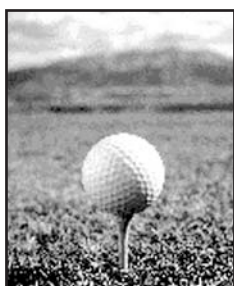
Brockton Hospital today announced that it is a recipient of the First Annual Partnership Award for

efforts to improve local heart attack care. The award, sponsored by the *Partnership for a Heart Healthy and Stroke Free Massachusetts*, was presented to Brockton Hospital, Caritas Good Samaritan Hospital, and American Medical Response for collaborative efforts to improve the quality of care for heart attack patients in a pre-hospital setting. The Award was presented at a June conference in Worcester.

Brockton Hospital, Caritas Good Samaritan Medical Center, and American Medical Response (AMR) under the direction of local co-Principal Investigators, Dr. Herman and Dr. Assad Sayah of Good Samaritan, are participating in the nationwide IMMEDIATE (Immediate Myocardial Metabolic Enhancement During Initial Assessment and Treatment in Emergency care) Trial in association with Tufts-New England Medical Center (Tufts-NEMC) and the National Institutes of Health (NIH).

The 2-year trial will determine

if an intravenous "GIK" solution of Glucose (sugar), Insulin, and potassium (represented as "K" chemical-ly) can reduce the likelihood of death from a heart attack. The IMMEDIATE Trial will test whether GIK can prevent life-threatening heart attacks from occurring, and for heart attacks already underway, whether GIK can decrease serious complications and death. The study will include patients when they first present symptoms of a heart attack in the ambulance.



Planning for the **4th annual golf classic** is well underway. Join **Old Colony Hospice**, a non-

profit organization based in Randolph, on **Thursday, August 17, 2006** at the **Easton Country Club**. The funds raised from this event will benefit Old Colony Hospice's services, as well as their bereavement, spiritual and volunteer programs.

Registration opens at 11:30 a.m. at the Easton Country Club in Easton, MA. The tournament will be an 18-hole scramble format with a shotgun start at 1:00 pm. There will be a putting contest, as well as longest drive and closest-to-the-pin

contests. There will also be a live auction and a raffle with many premium prizes ~ tickets to the Anthony Spinazzola Gala, the Deutsche Bank Championship, autographed sports memorabilia and much more.

The entry fee is \$135 for a single golfer or \$475 for a foursome. The fee includes greens fee, cart, golfers goodie bag, and a delicious dinner. Individual and team prizes will be awarded at the lunch to be held at the Clubhouse after the tournament.

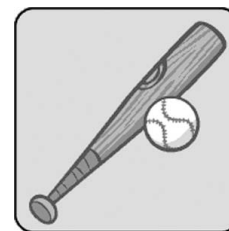
Funds raised from special events help the hospice bridge the gap between Medicare/ Insurance reimbursement, and the actual costs to help care for patients. A variety of high-visibility sponsorships and sponsor/player packages are available. Donations for the raffle are also welcome. Last year's event was a sell-out - so reserve your spots early. Call El Mulligan at OCH to register, or to participate on the planning committee at 781-341-4145, Ext. 204, or emulligan@oldcolonyhospice.com



Rockland Trust announced that it has awarded more than \$25,000 in

scholarships from the Rockland Trust Charitable Foundation to the Class of 2006. The scholarships were distributed among 52 high schools in Southeastern Massachusetts and Cape Cod and were announced at each school's graduation/awards ceremonies.

Scholarship recipients were selected by each school's scholarship committee based on several criteria. Among these, recipients must plan to continue their education in accounting, business, economics or finance at a four-year college, and must fall within the top 50 percent of their graduating class.



On **Thursday, August 3rd, The United Way of Greater Plymouth**

County will be holding a fundraising event at the **Brockton Rox** game as the Rox take on the Quebec Capitales in Campanelli Stadium in Brockton. Doors will open at 6:00 pm, and the game will start at 7:05 pm. Each \$10.00 reserved ticket purchased through the United Way will provide a \$5.00 donation to the UWGPC that they will use to fund vital

Good News continued to page 5



A Tradition of Quality Transportation Services for over 53 Years. Customer Satisfaction is our #1 Priority.

EXECUTIVE SEDAN & LIMOUSINE SERVICE
CORPORATE VAN & BUS SHUTTLES
TRANSPORTATION MANAGEMENT SERVICES AND CHARTER BUSES
CORPORATE ACCOUNTS

For Information or Reservations, Please Contact:

(508) 697-0017
800-437-3844 (U.S. & CANADA)
FAX (508) 697-0043



A&A METRO TRANSPORTATION BILL'S TAXI

1001 BEDFORD STREET BRIDGEWATER, MA 02324

COL. SHEA BLVD. QUINCY, MA

WWW.AAMETRO.COM INFO@AAMETRO.COM



Need help reaching your marketing goals?

Effective marketing that helps you reach your customers is more important now than ever. At **New Image Advertising and Marketing** we create unforgettable advertising to help your business rise above the ordinary.

- **Marketing Plans** - Grow your business
- **Web Site Design** - Expand your audience
- **Advertising Programs** - TV/Radio advertising
- **Collateral Material** - Brochures, catalogs, folders
- **E-Commerce Programs** - Take online orders



advertising and marketing services
www.new-image.com • 774-766-0938

Free consultation
508-947-5438

Good News continued from page 4

social programs in various community agencies in Brockton and throughout Plymouth County.

Please join them for a fun night out with family and friends while supporting your community. To order tickets, contact Jeff Nelson at the United Way of Greater Plymouth County at 508-583-6306 ext. 102



MediaConcepts new store front located at 79 South Avenue, Whitman

“Good News!” **Media Concepts** has expanded & moved to a larger office space! Media Concepts was once located at the Metro South Chamber of Commerce Edison Business Center and is now at 79 South Ave., Rt. 27, Whitman. You can reach Media Concepts at (781) 447-1540 or visit them online at VideographybyMediaConcepts.com Come on by!



Teeka Isakson, Owner & Stylist, Teeka Lynne's Salon & Day Spa

Come & join **Teeka Lynne's Salon & Day Spa** in the Grand Opening Celebration! Located off Rt 106 in Halifax (350 Industrial Drive).

Be there on **Sunday, July**

16, 2006 from 3:00 PM-7:00PM and enjoy the sounds and music of African drumming, while you meet their team of professionals and mingle with friends. Bring your children to meet Taylor Garron formerly on the PBS show Zoom and presently on the kids' TV show Fetch.

Enter to win a free gift certificates, make-overs, facials, massages and much more. Receive

a \$10 gift certificate when you donate \$10 or more to help a dear friend, Sarah DeBettencourt reach her goal for the Susan G. Comen 3-Day Breast Cancer Walk. For further information call Teeka at 781. 294.7911.



Heights Crossing is proud to host “**Ticket a Basket Come Buy a Basket**” on Thursday, October 26,

2006 beginning at 6:00 pm. There will be complimentary wine and cheese, coffee and pastry, music and visiting authors. All proceeds from the basket auction will go to the Brockton Library Foundation. Anyone interested in donating a basket can contact Anne at 508.584.6919.



The School of Business at Bridgewater State College invites you to attend Dr. Stanley Ross's

“**Plan For Success: How to Develop a Business Plan**” workshop Thursday, **August 10, 2006** from 8:30 AM to 3 PM at the college's Maxwell Library Heritage Room. Dr. Ross, a full time faculty member who specializes in strategic management, personal development, quality management and human resource management has designed a one day workshop to learn how to write a business plan that will enhance your likelihood for success. The cost for attendance is free but seating is limited. Online registration is available at <http://www.bridgew.edu/externalAffairs/calendar.cfm>. For further information please contact **508.531.2725**. Registration deadline is August 7, 2006.

Sponsorship Opportunities Available



Sponsorship of a Chamber event offers your company exposure to the local business community and an opportunity to network with business leaders in the area. Not only does it create an awareness for your products and services, it allows you to target your marketing efforts to business professionals and potential customers in the Metro South Region.

- Sponsorships still available for the 2006/2007 season are:**
- Business After Hours** (Attendance: 75-100) **January Only!**
 - Good Morning Metro South** (Attendance: 150-200) **January Only!**
 - Legislative Reception** (Attendance: 100-125) **October**
 - A Taste of Metro South** (Attendance: 700-750) **March**
 - Small Business & Entrepreneur Awards Program** (Attendance: 150-175) **May**
 - ATHENA Program** (Attendance: 150-175) **June**
 - Book for Business** (Over 5000 copies distributed) **August**
 - Business 1st EXPO** (Over 50 exhibitors) **May**
 - New Member Orientation** (Attendance: 30-50) **Spring & Fall**
 - Board Retreat 2007** (30 Board Members) **October**

Please contact **Kerrie Blake** at **508.586.0500 ext 231** or kerrie@metrosouthchamber.com for more information.



We make it our business to help your business in more ways than one.

No matter the size or growth stage of your business, Webster offers a full range of business banking, investment services, insurance solutions and employee benefits for businesses, business owners and their employees. Our products and services are delivered by cross-functional teams of local professionals with an intimate understanding of your industry.

This combination of products, people and specialized knowledge provides an unbeatable package of services to businesses.

See how the Webster business banking team can find a way for you and your business. For commercial banking, contact Robert Twomey at (508) 235-1301 or rtwomey@websterbank.com and for small business banking, contact Ana Dyer at (508) 235-1744 or adyer@websterbank.com.

Business Loans & Lines of Credit • Commercial Real Estate Lending • Asset-Based Lending • Equipment Financing • Cash Management Services • Depository Services • International Services • Commercial Insurance • Employee Benefit Programs • Health Savings Accounts



WebsterOnline.com

Securities and Insurance Products:

Not Insured by FDIC or any Federal Government Agency	May Lose Value	Not a Deposit or Guaranteed by a Bank or any Bank Affiliate
--	----------------	---

Investment products and advisory services are offered through Webster Investment Services, Inc., a registered broker-dealer, member NASD & SIPC and a registered investment advisor. Insurance products are offered through Webster Insurance (Webster Insurance Agency in NY), a licensed insurance agency. Webster Investment Services, Inc. and Webster Insurance are non-bank subsidiaries of Webster Bank, N.A.
The Webster Symbol and We Find a Way are service marks of Webster Financial Corporation. Webster is registered in the U.S. Patent and Trademark Office. Webster Bank, N.A. Member FDIC. Equal Opportunity Lender.

NEW Investors

Making an Investment in our Community!

A+ Tutoring

Ms. Barbara O'Loughlin
40 Fieldcrest Drive
East Bridgewater, MA 02333
p: (508) 345-4373

Brockton Area Private Industry Council, Inc.

Mr. Kevin O'Rourke
4 Main Street
Brockton, MA 02301
p: (508) 584-1888 Ext:13
f: (508) 587-1944
Agencies/Association

ChriMark Financial Services

Mr. Sophocles Liapopoulos
632 Belmont Street
Brockton, MA 02301
p: (508) 583-3033
f: (508) 436-7485

Concord Square

Development Co., Inc.

Mr. Ted Carman
294 Washington Street
Boston MA 02108
p: (617) 482-1997
f: (617) 482-0997

Hancock Survey Associates, Inc.

Mr. Dan Bremser
4 Freetown Street
Lakeville, MA 02347
p: (508) 923-1002
f: (508) 923-0022
www.hancockassociates.com

Langley Plumbing & Heating

Mr. Patrick Langley
79 Bonney Street
Brockton, MA 02302
p: (508) 326-6149

Makeovers Salon & Spa

Ms. Sandra Morris
574 Washington Street
South Easton, MA 02444
p: (508) 238-1211

Nover-Armstrong Associates

Ms. Marylou Armstrong
124 Main Street, Unit 266
Carver, MA 02330
phone: (508) 866-8383
Environmental

SuperStar Photography

Mr. Rich Moore
53 Carrlyn Road
Brockton, MA 02301
p: (617) 291-2974

TD Banknorth

Mr. Richard Schanck
95 Washington Street
Canton, MA 02021
p: (781) 830-5610
f: (781) 830-5615
www.tdbanknorth.com
Banks/Financial

Teeka Lynn Salon & Day Spa

Ms. Teeka Lynn Isakson
350 Industrial Drive
Halifax, MA 02338
phone: (781) 294-7911
Beauty Salons/ Suppliers



To Join the Chamber Call

John Dudley x 225

Frank Gillooly x 229

508.586.0500

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

Small Businesses Urged to Speak Up

July 14, 2006 - The O'Neill Federal Building Auditorium

In 1996, Congress established the SBA Office of the National Ombudsman to assist small entities when they experience excessive federal regulatory enforcement actions, such as repetitive audits or investigations, excessive fines, penalties, threats, retaliation or other unfair enforcement action by a federal agency.

The National Ombudsman receives testimony and comment from small businesses, small government entities and non-profit organizations regarding unfair treatment by federal agencies. In addition, the ombudsman requests a high-level review of substantiated claims, rates federal agency treatment of small entities,

and files an annual report with Congress.

New England small business owners, community leaders and representatives of trade associations concerned about excessive enforcement of federal rules can voice their complaints at a U.S. Small Business Administration Regulatory Fairness Board Hearing in Boston on July 14, 2006 from 8:30 a.m. to noon at the O'Neill Federal Building Auditorium, 10 Causeway Street, Boston.

The Boston hearing is open to the public. Those wishing to testify should contact Joan Trudell at 617-565-5572 or by email at joan.trudell@sba.gov before the hearing.

IKEA in the Community

IKEA General Manager Frank Briel met with Chamber President Christopher Cooney to discuss regional retail and transportation issues. The IKEA store located in Stoughton is among the very best performing stores nationally. IKEA's employees are very active within the community and are currently working with the Chamber on some community betterment projects.



Chamber Welcomes New Members

A Chamber member orientation program was recently held to provide prospective, new, and existing Chamber members an opportunity to network and explore the many programs and services available to members of the Metro South Chamber of Commerce.



Cheryl Buteau of Tele-Dynamics and David Savage of Global Data Systems



Avalon McLaren of West Insurance Agency, Inc. and Steven Salisbury of EM-Rick Concrete Forms

ATHENA continued from page 1

Program is captured in a quotation from Plato: "What is honored in a country will be cultivated there." By honoring exceptional leaders, others will be encouraged to excel.

The event, sponsored by Sovereign Bank, also featured guest speaker **Judge Suzanne DelVecchio**, of the Brockton Superior Court.



Christine Karavites of PROTEAS Customized Consulting, Loretta DeGrazia of East Coast Petroleum and Shailah Stewart of the Brockton Public Schools



Stephen Hall of National Grid, Judge Suzanne DelVecchio, Friend Weiler of Sovereign Bank and Christopher Cooney, of the Metro South Chamber of Commerce



ATHENA honorees: Catherine Holbrook, Patricia Williams, Loretta DeGrazia and Wendy Haynes

ATHENA Award -

The Metro South Chamber of Commerce and Sovereign Bank presented the ATHENA Award on Thursday, June 15, 2006, at the Holiday Inn. The following people were honorede at the 2006 ATHENA Awards program:



Loretta DeGrazia

Loretta DeGrazia is the President & CEO of East Coast Petroleum. She was nominated by Bernice Mader of Red Tape Limited. Ms.

DeGrazia has grown her business from a boot strap start up to a six million dollar enterprise. She serves on a number of Boards including the National Association of Female Executives, the Women's Business Connection and the Ladies of Charity at Carney Hospital. East Coast Petroleum is also involved with many charities including being the lead company in sponsoring a Christmas Party (with transportation, food and gifts) for over 200 foster children in Massachusetts who are affiliated with the United Homes for children. Ms. DeGrazia also has endowed an annual scholarship at the Quincy Public Schools Center for Technical Education for a female entering a non-traditional work field. In 2003 she received recognition from Bentley College and the Commonwealth Institute as one of the Top 100 Women Business Leaders in Massachusetts.



Barbara Finkelstein

Barbara Finkelstein is the Vice President of Faculty and Instruction at Massasoit Community College. She was nominated by Christine Karavites from PROTEAS Customized Consulting. Prior to her current position she was Dean for 19 years at Massasoit Community College. Ms. Finkelstein serves on the selection committee for the Brockton Woman of the Year award and on the selection committee for the Jewish War Veteran "Classmates Today/Neighbors Tomorrow" Scholarship. Ms. Finkelstein also served as Chair in 2004 of the Massachusetts Community Colleges Chief Academic officers. Ms. Finkelstein works with many women faculty and administrators at Massasoit Community College to support women in higher education. In 2001, Ms. Finkelstein received the Outstanding Performance Award from Massasoit Community College. She is currently enrolled in a doctoral program, "Leadership in Higher Ed," through Capella University.



Wendy Haynes

Dr. Wendy Haynes is an Associate Professor at Bridgewater State College. She was nominated by Bruce Hughes

from Old Colony Planning Council. In addition to Bridgewater State College, Dr. Haynes is also the principal of Haynes & Associates of Boston, where she acts as an independent management consultant for independent housing authorities in New England. She is also a senior associate at BC Steward & Associates in Boston where she is developing a regional approach to affordable housing in Rhode Island for 11 towns in Washington County and Kent County. Dr. Haynes was recently elected as president of the American Society for Public Administration and just published her first book, "Outstanding Women in Public Administration". She also has numerous articles and conference papers to her credit, including "Transportation at the Millennium: In Search of a Megaproject Lens" published in the Review of Policy Research. As the Coordinator for the Master of Public Administration Program at Bridgewater State College, Dr. Haynes has prepared many women for business and professional careers.



Catherine Holbrook

Catherine Holbrook is Associate Vice President for Student Affairs at Bridgewater State College. She was nominated by David Ostrath from Bridgewater State College. Ms. Holbrook has been very active in support of K-12 education in

Brockton, serving on the North Junior High School Improvement Council and Parent Advisory Council, and on the Angelo Elementary School Parent Advisory Council. She is very active in youth sports and has been a volunteer officer and coach in the Brookfield Little League. Ms. Holbrook is a graduate of the HERS Summer Institute for Women in Higher Education Administration at Bryn Mawr College, and has supported a number of women in attending HERS programs over more than ten years. She is also a member of the Massachusetts Association of Women in Education and served as its Nominations Chair from 1992-1994. She supervises a number of women administrators at Bridgewater State College, and she actively promotes their development, education, and advancement in their careers.



Patricia Williams

Patricia Williams is the Senior Vice President of Human Resources at HarborOne Credit Union. She was nominated by Salvador Pina of the Brockton Area Workforce Investment Board. Ms. Williams is responsible for the design and implementation of human resource programs and policies in

Article continued to page 8

Article continued from page 7

support of the organization's overall strategic direction. Ms. Williams has memberships in the Northeast Human Resources Association and the Society for Human Resources Management. She participates on a number of Boards including the Brockton Area Workforce Investment Board, the

Massachusetts State Workforce Board and the Massachusetts Workforce Board Association. Ms. Williams has participated in the fundraising efforts for the Old Colony Hospice and the United Way Corporate Campaign. She also facilitates group and individual counseling on career paths for the 75% female employee population at HarborOne Credit Union.

Professionals Gather at Business After Hours



Dyan Salemi of Brockton Adult Medical Day Care Center and Pat Ciaramella of Old Colony Planning Council

The Community Bank recently hosted a Chamber Business After Hours on June 22 to welcome new

members of the Metro South Chamber of Commerce. The event drew over seventy-five members and volunteers from the 2006 Membership Drive. Volunteers were honored for their efforts with several prizes donated by Chamber member businesses. Business After Hours is a great opportunity to meet potential clients, customers, and other local business people. For further information on hosting a Businesses After Hours, please contact Kerrie Blake at 508.586.0500 ext 231.

BUSINESS After Hours

Sign Design, September 28, 2006



Join us for an evening of food and fun while meeting and greeting fellow business professionals. On Thursday, September 28, 2006 from 5:30 to 7:30 p.m., Sign Design located at 170 Liberty Street in Brockton will host the next Business After Hours.

Sign Design, Inc. is a full-service custom sign company offering all aspects of sign project management including consultation, design, fabrication, installation and service for over 15 years. With over 30 skilled employees operating in a 30,000 square foot state-of-the-art facility, Sign Design manufactures 90% of their products in-house.

Signage is one of your best opportunities to communicate with existing and potential customers. It is always on the job for you - adver-

tising your business and projecting your brand image to the community all day, every day.

This is a great way to make business contacts in a casual setting. Exposure for your business is your competitive edge, so bring plenty of business cards. The event is \$5 for members and \$10 for non-members. To register, please call the Metro South Chamber of Commerce at 508.586.0500 ext. 221.



Mike McGowan of Sign Design and Eve Meglio of Federal Telephone and Communications at the June Business After Hours at The Community Bank, Brockton.

Supporting Member Businesses - Welcome New Members!

PAYCHEX
 Sherrie Nankin
 200 Foxborough Blvd.
 Suite 400
 Foxborough, MA 02035
 Office (508) 698-9600 Ext. 43111
 V.M. (800) 472-9019 Ext. 4262
 Fax (508) 698-2064
 Preferred Payroll Provider for
 AICPA business solutions
 snankin@paychex.com

Jani-King
 The King of Clean
 COMMERCIAL CLEANING SERVICES
 d/b/a Jani-King
 6 Lincoln Knoll Lane
 Suite 104
 Burlington, MA 01803
 (781) 229-5655
 (781) 272-2295 Fax
 Steve Patsavos
 Franchise Owner
 stevepatjaniking@comcast.net

EJP TRAINING DYNAMICS High Quality Small Classes...
 Edward Pedranti
 Director of Training and Development
 1(800)955-1EJP(1357) • Fax: 1(508)583-2290
 ejped@msn.com
 www.EJPTrainingDynamics.com

Bradford RV CENTERS
 Brockton, MA Raynham, MA
BRADFORD MOORE
 GENERAL MANAGER
 (800) 696-4137
 508-583-1440
 Fax (774) 776-7151
 1906 Main Rt. 28
 Brockton, MA 02301
 Fax (508) 583-9275
 (800) 339-3801
 508-822-3800
 Fax (508) 823-3045
 Rt. 44
 Raynham, MA 02767
 brad@bradfordrv.com

COSTCO WHOLESALE
ERIC DeSATNICK
 Marketing/Membership Manager
 120 Stockwell Drive
 Avon, MA 02322
 508/232-4001
 www.costco.com

ReCom Heating & Air Conditioning, Inc.
 Paul C. Murphy
 508-588-2777
 Fax 508-588-2773
 264 No. Montello Street
 Brockton, MA 02301-3529

Real Estate including Reverse Mortgages-Wills/Trusts*-Probate
 Available to meet at YOUR office, home, or place of convenience
PATRICIA BLOOM-MCDONALD
 ATTORNEY AT LAW
 Executive Office Park
 Two Cabot Place, Third Floor
 Stoughton, MA 02072
 Phone: (781) 341-0099 or (617) 803-3778, Fax: (781) 341-8153
 www.McBloomLaw.com
 *Member of the National Academy of Elder Law Attorneys

Lee Spinale Rea
 Tel: 781.829.8566
 Fax: 781.829.8550
 ma364@ediblearrangements.com
Edible ARRANGEMENTS
 Edible Arrangements - Hanover
 386 Columbia Rd. • Hanover, MA 02339
 www.ediblearrangements.com

BAY STATE PHYSICAL THERAPY
Kara Alterio, PT
 Regional Director
 362 Belmont Street
 Brockton, MA 02301
 508.584.7711
 Fax: 508.584.7744
 kalterio@baystatept.com

TODD G. PATKIN
OPERATUNITY at the Striar Jewish Community Center
 performing arts center
 MUSIC • THEATRE ARTS
 (781) 341-2016 x179
 445 Central Street, Stoughton, MA 02072
 www.operatunity.org

WEST INSURANCE AGENCY, INC.
 AUTO • HOME • BUSINESS
AVALON D. MCLAREN
 SALES CONSULTANT
 1150 HANCOCK STREET • SUITE 400 • QUINCY, MA 02169
 PHONE 617.472.WEST • FAX 617.472.9373
 CELL 857.231.1027 • AVALONMCLAREN@COMCAST.NET

PERONI FINANCIAL GROUP, LLC
 The Premier Association of Financial Professionals
Brett S. Peroni, LUTCF, CLTC
 President
 P.O. Box 1449
 64 East Grove Street
 Middleboro, MA 02346
 Insurance • Wealth Accumulation • Business & Estate Planning
 Tel: (508) 923-1150
 Fax: (508) 923-1153
 bperoni@peronifinancialgroup.com

BAWIB, Verizon Commit ESL Funds



As a follow-up to the recently held English for All Workers Summit, BAWIB Chairman Ray Ledoux and Sal Pina Executive Director present check for \$10,000. to Chamber Chairman Stephen Hall and Chamber President Christopher Cooney to help reduce ESL waiting list. Rick Colon of Verizon has pledged to match these funds.

Pictured: Rick Colon of Verizon, Sal Pina of the Brockton Area Workforce Investment Board, Ray Ledoux of the Brockton Area Transit Authority, Stephen Hall of National Grid and Christopher Cooney, President and CEO of the Metro South Chamber of Commerce.

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

Try the Human Resource Hotline

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

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

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



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



Bank of America



RENEWING Members

Thank You !

6 Foot 3 Design
ACS Services, Inc.
American Business Connection
Arista Associates, Inc.
B C Tent & Awning Company, Inc.
Baird Design
Bay State Cooling
Beltone New England
Berry Real Estate
Bob's Ski-Doo, Inc.
Bridgewater Florist
Brockton Fair
Brockton Furnace & Duct
Brockton VA Medical Center, CWT
Campanelli Companies
Cardinal Spellman High School
CareerWorks
Copley at Stoughton
Nursing Care Center
Cromwell Consulting, Inc.
CWB Contractors, Inc.
David F. Russell Funeral Home
EJP Training Dynamics
Ellen Moore Design
EM-Rick and Sons Concrete Forms
Emmanuel House Residence
Ernie's Construction, Inc./Asphalt
Paving & Excavation
Exodus Medical Transportation
Gazelle Solutions, LLC
Harmony Two Liquors
Jack Conway & Company, Inc.
JLS Mailing Services
John DeCosta Jr., Inc.
Lock & Security

Julius Tofias & Company, LLC.
Kevin W. O'Neill Plumbing
Lambert Auto Repair
Made-to-Match, LLC.
Magic Touch Nursery Pre-School
Old Colony Planning Council
Paychex
Prospect Hill Company
Pyramid Flooring
Safeguard
Sharkansky & Company
LLP, CPA's
Siskind & Siskind
Southeastern Oral &
Maxillofacial Surgeons
Stonebridge Mortgage Company
Stoughton Motel
Textile Plus
Tinker Bell Kindergarten, Inc.
Trader\$ Mart
Turner Brothers, LLC
Vermont Pure Springs
VKO, Inc. DBA Arley Corporation
Wainwright & Wainwright
Wal-Mart - Abington
Warren Jewelers
Westside Behavioral Health, LLC
Wm. J. Wolffe Electric, Inc.



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

Small Business Assistance (SBA)

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, August 16, 2006. Contact CareerWorks at 508.513.3400 for further workshop information.

What About A Franchise?

Article provided by: SCORE

For many budding entrepreneurs a franchise may seem like the way to go. Yes, it can be. But it can also be fraught with danger. All so-called "franchises" are not what they seem. Some, in fact, are little more than scams.

So how do you determine which ones are good, and which aren't? One thing is certain, however; the major, well known franchise can virtually guarantee success. But the catch is, they cost huge bucks to buy. Far too much for most people.

Yes, every now and again a new franchise comes along and one can get in on the ground floor at something less than an astronomical cost, but it is rare indeed. For the purposes of this short column, we can only speak in generalities. Basically, if you have seen an ad for a franchise, or

if you have gone to a franchise "show" and are interested in one or more, you must insist on having the names, addresses and phone numbers of at least two or more people who now operate the franchise. Without that, walk away. Don't assume that all the good things being told to you are true. Remember, if they ARE true, the franchisor will have no qualms about you thoroughly investigating the program.

And give some very careful thought to the products you will be dealing with, the hours of doing business and the kind of market you will be selling to. You don't want to get into something that is in any way distasteful to you or your family.

SCORE Counseling is always free. Call the Metro South Chamber of Commerce at (508) 587.2673 to set up your appointment today!

MEMBERProfile

Bridgewater Savings Bank



Carla Oliveira

Address: Administrative offices at 756 Orchard Street, Raynham, MA 02767

Telephone: (508) 884-3300 or (800) 356-8622

Website: www.bridgewateravings.com

Number of bank employees: 102

Market area: Our defined market area includes the cities and towns located within the geographic boundaries of the Commonwealth of Massachusetts.

Year Established: Established under state charter as a mutual savings bank in 1872 by a group of Bridgewater citizens, the Bank became a subsidiary of the newly formed Bridgewater Financial MHC (Mutual Holding Company) in 2003.

Products/Services: Bridgewater Savings offers not only traditional retail and commercial deposit and loan products but, through its Stonebridge Investments subsidiary, also serves as a resource for professional investment management, alternative investments such as mutual funds, annuities, life insurance, estate planning, and trust services. In 2004, the Bank expanded its presence in the residential mortgage market with the formation of Stonebridge

Mortgage Company, LLC, a full-service residential lending company. Stonebridge Mortgage now has offices in Raynham, Auburn, East Falmouth, and Fall River.

In keeping with its determination to consistently meet the needs of its marketplace, Bridgewater Savings makes the most of today's technology in developing customer-centric products and services including the latest e-banking products and services. The Bank maintains a web presence at www.bridgewateravings.com.

What is unique or special about Bridgewater Savings Bank? While many other area banks continue to merge or be acquired, Bridgewater Savings has remained independent and successful, experiencing steady asset growth currently exceeding \$360 million. Sound management, innovative services, and conservative operating practices have made the Bank an exceptional institution.

What is your main business objective? The goal of Bridgewater Savings is to serve as a reputable, reliable, and total financial resource for local individuals, families and businesses, able to meet every need from basic checking and savings accounts to providing professional insurance, investment and trust services for customers. Its mission is to be recognized as a sound, progressive, independent community bank providing for, and responsive to, the financial needs of its customers and its communities.

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.

Community Focus



Winning with a Great Team

Success comes easily when you have the resources of a great team working on your behalf. The Metro South Chamber of Commerce helps local businesses succeed by staying focused and involved in the top community priorities. Focus. One more way everyone wins with the Metro South Chamber.

Be a part of a winning team...Join the Chamber & become an Ambassador!
Next meeting: **September 6, 2006** from **8:00-9:00 a.m.**

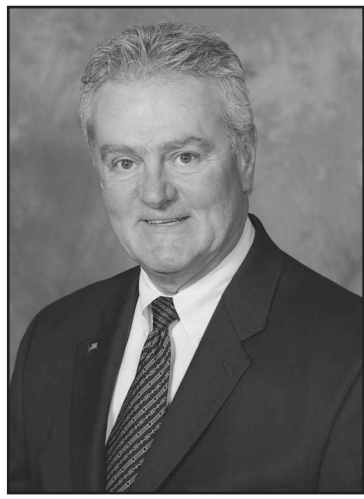


Call: 508.586.0500 or access www.metroouthchamber.com

Be a part of the
Metro South Chamber of Commerce

Leading Businesses. Leading Communities.

You Never Know Who You'll Meet at a Metro South Chamber Meeting



Deval Patrick

James Harrington

Roger Berkowitz

Suzanne DelVecchio

Kerry Healey

President and CEO

Candidate for Governor

Brockton Mayor

Legal Sea Foods Restaurant

Superior Court Judge

Lieutenant Governor

Look around and you'll see that the most successful businesses in the community and the region are all members of the Metro South Chamber of Commerce. The secret to their success? They understand the value of Chamber membership and its importance to the success of their business and the community. Membership is a low cost solution to making new contacts and strengthening existing business relationships. Chamber membership provides businesses of all sizes with the opportunity to build their business network. Through membership, businesses can increase their visibility and demonstrate their professionalism and expertise to a wide audience.

If you want to compete and prosper in this growing economy, then consider joining the Chamber of Commerce and start building your business network. The Chamber is continually providing opportunity for members by organizing over 200 meetings, events and programs each year. If you would like to join one of the most dynamic business organizations in Massachusetts give us a call at 508.586.0500 ext. 225 or 229.

Good Morning Metro South

Chamber Day at the Rox

A Taste of Metro South

SCORE & ITAC Workshops



Maria Carey-Lallemand of BAWIB and Mary Waldron of Brockton 21st Century Corp. / Jim Conlon, Rox Mascot, KO and Dave Lee of Ricoh / Students of the Southeastern Regional Vocational School / John Brooks of SCORE and Toby Stapleton of ITAC

Community Dedication

Ribbon Cuttings

Legislative Reception

Membership Drive



DC2 (SW) Jesse Hermida and Staff Sergeant Torin Hammond / Gary Liberman and Michelle Castronovo of Brockton Adult Medical Day Care Center / Representative Teehan and Lees Yunits / John Mearls, Jane Barry and Ed Alfieri of HarborOne Credit Union

An Opportunity Not To Be Missed!

Become a Season Ticket holder!

Registering for events has never been easier.



Become a Season Ticket holder for both of Metro South's most informative and innovative breakfast programs... **Good Morning Metro South (GMMS) and the Human Resource Management Council**

(HRMC). With a Season Ticket you will automatically be registered for all Good Morning Metro South or HRMC programs and you will receive significant savings!

Good Morning Metro South (GMMS)

Includes 8 breakfast programs and "A Taste of Metro South"

Number of Tickets	Regular Payments	Season Tickets	Savings
4 Seats	\$612	\$540	\$72
Individual	\$153	\$135	\$18

Human Resource Management Council (HRMC)

Includes 4 breakfast programs and one half-day seminar

Number of Tickets	Regular Payments	Season Tickets	Savings
Individual	\$149	\$129	\$20

Company Name: _____

Name: _____ Preferred Name (for nametag) _____

Name: _____ Preferred Name (for nametag) _____

Name: _____ Preferred Name (for nametag) _____

Phone: _____ Fax: _____ E-mail: _____

Number of GMMS Seats (unlimited) _____ x \$135.00= _____ (total amount)

Number of HRMC Seats (unlimited) _____ x \$129.00= _____ (total amount)

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: 🕒



MSSC
Sixty School Street
Brockton, MA 02301-4087

July 19

S. Weymouth Naval Base Tour

11:00 am - 2:00 pm

South Weymouth Naval Base

223 Shea Memorial Drive, South Weymouth

This is a guided tour with lunch provided. Reservations are required.

Please RSVP by June 12 at 508.586.0500 ext. 231

The cost is \$39 per person.

August 9

GMMS Planning Session

8:30 am

The Metro South Chamber of Commerce

Sixty School Street, Brockton

This is a great opportunity to meet with the Ambassadors of the Chamber and discuss upcoming speakers, themes and events at the Good Morning Metro South Breakfasts.

Please RSVP by August 8 at 508.586.0500 ext 221.

August 25

Gov. Affairs Planning Session

8:30 am

The Metro South Chamber of Commerce

Sixty School Street, Brockton

This meetings provides an opportunity for Chamber members to discuss issues and topics important to them and their elected officials.

Please RSVP by August 24 at 508.586.0500 ext 221.

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!