

Action report

June 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.



Dan Trout, page 5



Noel Barbosa, page 6



Sharyn Halliday, page 8

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Judge DelVecchio Speaks to Chamber

ATHENA Award Breakfast - June 15, 2006



The Honorable Judge Suzanne DelVecchio

The Metro South Chamber of Commerce will hold the eighth annual **ATHENA Award** program on Wednesday, **June 15, 2006**, from **7:30-9:00 a.m.**, at the **Holiday Inn Brockton** in Brockton. (formerly the Radisson)

The featured speaker for the 2006 **ATHENA**

serves as an Associate Justice of the Superior Court and Adjunct Professor of Law at Boston University Law School.

Each year the Chamber presents the **ATHENA Award** to an exceptional individual who has achieved excellence in his or her business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

Sponsored by:



The **ATHENA Award** is presented in the form of a hand-cast bronze sculpture, symbolizing the strength, courage and wisdom of the recipient.

Awards is the **Honorable Judge Suzanne DelVecchio** of the **Brockton Superior Court.**

Over the last 39 years, Judge Delvecchio has served as counsel for the City of Boston, partner of Boorstein & DelVecchio, Regional Administrative Justice for Plymouth County, and Chief Justice of the Brockton Superior Court. Judge DelVecchio holds honorary doctorates from Suffolk University and New England Schools of Law, is a published author, recipient of countless awards, and currently

As always, the Good Morning Metro South program promises to be fast-paced, informational, and a great networking opportunity. Guests are encouraged to stay for informal networking immediately following the program.

Pre-register by calling the Chamber at **508.586.0500 ext. 221**. The cost is \$17 for members and \$24 for non-members.

Over 100 Businesses Join Chamber in 2006



Mike Asack, Lori Patel and Friend Weiler of Sovereign Bank

The Metro South Chamber is proud to announce the results of a very successful "Mardi Gras" themed Membership Drive held on May 9, 10 & 11, 2006. A portion of the drive proceeds were donated to re-building the Chambers in the Gulf Coast area. Over fifty volunteers contacted businesses throughout the Metro South region. All together, the hard working volunteers recruited over 60 new members bringing the total of new members in 2006 to over 100.

The Chamber would like to give a special thanks to everyone who volunteered their time, contributed a suggestion or donated an incentive prize. The generous contribution of time, skill and support continues to strengthen the Metro South Chamber.

See related pictures on page 8

Chamber Honors Local Businesses



Entrepreneur of the Year Rob Peters of Rob Peters Entertainment.

The Entrepreneur of the Year award recognizes innovative individuals whose businesses have grown through their commitment to their customers and their community. The **2006 Entrepreneur of the Year Award** was presented to **Rob Peters of Rob Peters**

1599 Washington Street in Braintree provides quality disc jockey entertainment services for weddings, private parties and special events of all sizes. Rob DiFazio started the company in April of 2004. Rob Peters Entertainment averages around 200 events per year while business has increased 30% over last year. He has one part-time employee and seven sub-contractors. Rob has recently written and published a book, "The Business of Mobile DJ'ing"

Sponsored by: **Bank of America** Entertainment. Rob Peters

Entertainment located at **Awards article continued to page 5**



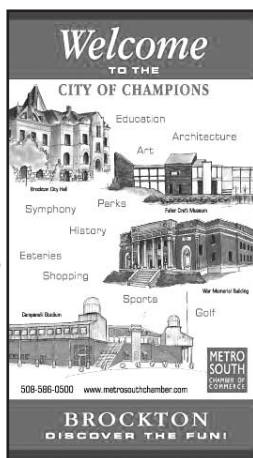
508.586.0500 x 225 or 229

New Brockton Map Features Brockton Businesses

The Metro South Chamber of Commerce is currently working with The Map Guys, a specialty publication company, and Ellen Moore Design to produce a new Brockton map.

The new Brockton map features street listing, ideas for having fun, and all the great things to do in the City of Champions.

The Chamber receives numerous requests from new arrivals, tourists, and businesses for maps of the area. The Map



Guys produce a colorful, high quality product that will provide an exceptional map of Brockton.

The Map Guys contacted Chamber members over the past few months with the opportunity to advertise on the map. Businesses that chose to advertise will be provided with copies of the map for

distribution. Maps will also be available at the Chamber of Commerce free of charge to the public. Stop in to get your copy.

Chamber Offers Power Purchasing

The Metro South Chamber of Commerce is working diligently with competitive energy supplier Constellation NewEnergy to renew its discount electricity-purchasing program. The updated program will provide Chamber members the benefit of predictable savings on electricity, so they can more easily and cost-effectively plan their operational budgets. For further information, contact John Dudley at 508.586.0500 ext 225.



Nicole M. Greenlaw, Business Development Associate and
Craig Wilson, Business Development Manager of
Constellation NewEnergy

Chamber Retains Work Express Program



Thomas Washington, Director of MainSpring Coalition for the Homeless, Johnnie Watkins, Work Supervisor of the Work Express Program and Christopher Cooney, President and CEO of the Metro South Chamber of Commerce

The Metro South Chamber of Commerce has renewed a contract for the services provided by the Work Express Program. Work Express provides exterior maintenance of the Chamber

building located at Sixty School Street in Brockton.

The Chamber began working with Work Express in 1999. The Work Express program is designed to assist and transition its participants into full-time employment and self sufficiency. "This partnership is terrific for all involved. We are proud of our association with Work Express and look forward to it continuing," said Christopher Cooney, President and CEO, Metro South Chamber of Commerce.

To find out more information about the Work Express Program, call Johnnie Watkins at 508.587.5441.

Brockton Boasts Brightfields

Brockton recently broke ground on the largest solar power producing project in New England. The solar field will produce enough energy to power over 300 homes each year. Constellation New Energy will purchase and re-sell the power within the region.

Mayor James Harrington;
David Curtis of The Community Bank;
Lori Ribeiro, Consultant and
City Council President Dennis DeNapoli



Chamber Offers Business/Baseball After Hours

Business After Hours - June 29, 2006

Relax and enjoy a warm summer evening with friends and

other Chamber members as our own Brockton Rox take on the Quebec Capitales.

You don't want to miss the opportunity to try a hot dog, a beer, and connect with other Metro South Chamber members. Order your tickets early. The Ambassador's Group will be coordinating some networking you won't want to miss.

The semi-private function area in right field provides a fantastic view of the game and a dinner buffet.

Hamburgers, hot dogs, barbecue

chicken and a special visit from ROX mascot - KO.

Sponsored by:

**METRO
SOUTH
CHAMBER OF
COMMERCE**



Reservations required. Please RSVP by Friday, June 23rd. Pick up reserved tickets on game night at the Metro South Chamber of Commerce Check-In Table at the main gate behind home plate beginning at 5:30 p.m. Tickets are \$25 for members and \$50 for non-members. Game Time is at 7:05 p.m.

Please contact the Chamber at 508.586.0500 ext 221 for more information or to reserve your seat.

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Christopher Cooney
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Sarah DeBettencourt
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Pasquale Ciaramella -
Old Colony Planning Council

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ACTION Report

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The Chamber wishes to assure our members of our intention to provide physically challenged participants equal access to all programs. If you or your employees have special needs in this area, please let us know by calling the Chamber at 508-586-0500 at least 48 hours in advance.



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

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

JUNE Calendar

- 7** Ambassador Meeting 8:00 am
- 15** ATHENA Award Breakfast 7:30 am
The Holiday Inn-Brockton, 195 Westgate Drive, Brockton
- 22** Business After Hours 5:30 pm
The Community Bank, 1265 Belmont Street, Brockton
- 29** Business After Hours at the Rox 5:30 pm
The Shaw's Center, One Feinberg Way, Brockton
- 29** Brockton Fair (through July 9, 2006)
Brockton Fair Grounds, Belmont Street, Brockton

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

Coming up

July

- 13** Summer Concert Series (through August 10 Thursdays only) 6:00 pm
Heights Crossing, 35 Christy's Drive, Brockton
- 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

Save the date

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
- 25** Government Affairs Planning Session 8:30 am
- 29** 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
- 30** Board Meeting 12:00/Noon

Photo and print production by Mark Mahoney, The Enterprise

GOODNews

Here is What a Standing Ovation Looks Like on Paper!



L-R: Marcia Perry, Director of the West Chestnut Child Care Center, Vincent Marturano, President and CEO, Old Colony YMCA, Denis Sheahan, Chief Financial Officer, Rockland Trust, and Chairperson of the 2006 Strong Kids Campaign, plus children at the Child Care Center.

gift of \$2,500 for the Brockton Strong Kids Campaign will help provide children and their families in Greater Brockton with membership assistance, camperships to attend Camp Massasoit, program scholarships, enrichment programs, child care and after school care, and summer programs for teens." stated Vincent Marturano.

A new sales division at **Jack Conway & Co.** will specialize in multi-family properties, announced Chairman Jack Conway. Conway is the only BayState Realtor with a division dedicated solely to the purchase and sale of **multi-family homes.**

The group is headed by Realtor **Mike Travers** who has had

much success with the Conway Bridgewater office as well as Conway Commercial. The group will be headquartered out of Conway's Commercial/Property Management office in Abington.



Travers may be contacted at Conway Multi-Family, **781-982-5516** or **mtravers@jackconway.com.**

DJ Rob Peters, owner and Chief Entertainment Officer of Rob Peters Entertainment, can now add "published author" to his list of credentials. His book "**The Business of Mobile DJing**" was published by ProDJ Publishing, and released in February 2006 at the Mobile Beat DJ Convention and Expo in Las Vegas, Nevada.

In addition to performing at special events and daily operations of the company, Rob is also an Endorsed Professional Entertainer, accredited by the National Association of Mobile Entertainers; and the North East Regional Instructor for the Florida Academy of Mobile Entertainment. Rob Peters Entertainment is a full time, full service mobile entertainment company serving New England, located in Braintree, Massachusetts. Rob Peters Entertainment is a member of the Metro South Chamber of Commerce, The National Association Of Mobile Entertainers, The South Shore Chamber Of Commerce, ISES: The International

Special Events Society, and The Professional Disc Jockeys of New England.



The **South Eastern Economic Development (SEED) Corporation** will hold two basic business workshops in New Bedford aimed at assisting potential and existing entrepreneurs. Both workshops will be held at the Quest Center, 1213 Purchase Street, New Bedford. The first of these workshops entitled "**Learn the Fundamentals in Planning, Preparing For, and Financing Your Business**" will be held on Wednesday, June 21st 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, June 28th 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..

English for All Summit - Update

The Chamber's, "English for All Workers" initiative and summit recently held in cooperation with Verizon and the Enterprise Newspaper at New England Sinai Hospital produced quite a few questions from the business audience. As space allows, we will share these questions and answers. A follow-up meeting is scheduled for June 27th at the Shaw's Center.

Q. How much training is required to teach ESL?

A. The required training for an adult ESL teacher depends on the instructional setting:

1. Community based organizations- some type of higher education is sometimes but not always required.
2. Community college ESL programs - usually require advanced degrees and more specialized language teaching training
3. Most Massachusetts Department of Education funded adult basic education programs require teachers have at least a bachelor degree. All new teachers are required to complete a 15 hour new staff orientation training within a year.
4. Public school programs funded by DOE most often require some type of Massachusetts DOE teacher license.

(Based on Information provided by Linda Faria Braun, Adult Learning Center, Brockton Public Schools.)



GOVERNMENT Affairs

On May 18, 2006 business leaders throughout the Commonwealth joined in Boston for the Annual Chamber State House Day.

The Metro South Chamber of Commerce as well as other Chambers from across Massachusetts took the opportunity to meet legislative and policy leaders.

The featured speakers were House Majority Leader and Representative John Rogers; Health Care Conference Committee members, Representative Patricia

Walrath, Representative Robert Hargraves, Representative Ronald Mariano and Representative Michael J. Rodrigues, House Chair of Joint Committee on Labor and Workforce Development.

The Metro South Chamber of Commerce and the Massachusetts Association of Chamber of Commerce Executives sponsored the event.

The next Government Affairs Planning meeting is Friday, August 25, 2006 at 8:30 a.m. held at the Metro South Chamber of Commerce.

Awards article continued from page 1

cles to Mobil Beat DJ Magazine and has been published five times in the past three years.

Rob is one of only 40 DJ's to receive the designation, "Professional Entertainer" through the National Association of Mobile Entertainers. Rob is a member of the Metro South Chamber of Commerce; an active supporter of the Old Colony YMCA Big Brother/Big Sister Program, a contributor to the Skylur Spagone Memorial fund and many other civic and private fundraising programs.



The 2006 Small Business of the Year Award was presented to Edward and Cindy Byer,

Small Business of the Year Award Recipients Edward and Cindy Byer of Cindy's Kitchen.

Owners of Cindy's Kitchen.

Cindy's Kitchen located at 733 Belmont Street in Brockton. Cindy's Kitchen creates all natural and organic products including salad dressing, marinades and gourmet dips and sauces using top of the line products. Their products are distributed through, Hanniford Foods, Costco, Whole Foods and Roche Brothers. They distribute nationwide and export to the Caribbean Islands and Puerto Rico. Bill and Cindy employ 58 people, all of minority decent, who have been referred through local church pastors. This workforce includes some with significant physical challenges that range in age from 24 to 80. He treats his employees as extended family. Ed and Cindy have recently made plans to expand their facility in order to accommodate the company's growth. An additional Fifty employees will be added at the new facility and plans for an

on-site day care center are also in the works. In addition, Ed is currently working with State offi-



2006 Finalist, Joe Lovetere of Hub Technical Services and Loretta DeGrazia of East Coast Petroleum display their certificates with guest speaker Roger Berkowitz, President and CEO of Legal Sea Foods Restaurant

cial to create a program that will assist his employees with obtaining affordable housing.

The Chamber would like to recognize all of the nominated businesses. The 2006 finalists were:

- **Paul Bello** from **ChiliHead Barbeque Company**, West Bridgewater (nominated for Entrepreneur of the Year)
- **Steve Brennan** from **Brennan's Grill and Irish Tavern**, Easton (nominated for Small Business of the Year)
- **Michael Zygiel** from **Federal Telephone and Communications**, West Bridgewater (nominated for Small Business of the Year)
- **Joe Lovetere** from **Hub Technical Services**, Easton (nominated for Small Business of the Year)
- **Loretta DeGrazia** from **East Coast Petroleum**, Stoughton (nominated for Small Business of the Year)
- **Edward Klayman** from **International Marketing Administration & Insurance Brokerage Corporation of Massachusetts (IMAC)** (nominated for Small Business of the Year)

The Chamber would also like to thank the following for all that they contributed to the event: Rob Peters Entertainment, Eagle Photography, The Shaw's Center, Bank of America, Blue Cross/Blue Shield of Massachusetts, Bay State Gas, The Enterprise, WBET 1460AM Radio, Small Business Awards Committee, James Grasso, SilentSherpa, Scott Robbins, Next Level Inc., Joe Lovetere, Hub Technical Services, Brockton Public Library West Side Branch, and to all the Ambassadors.

See related article on page 6

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.

Over 500 Served Through Tax Program



Dan Trout of The Community Bank, Dave Farrell of the Brockton Parking Authority and Christopher Cooney of the Metro South Chamber of Commerce display an award from Mayor James Harrington for the completion of the Earned Income Tax Credit (EITC) program that ran from January-April, 2006. Business and community volunteers, through the EITC program, assisted over 500 Brockton area working families and low income people with filing their tax returns this year. The program generates thousands of additional dollars for many people who are unaware of their eligibility for this government sponsored anti-poverty program.



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More Business at Biz First Expo...

The Biz First EXPO featured over 30 local companies. This was a premier venue that showcased products and services to future customers. The day was packed with programs, events, speakers and awards.



Sergeant First Class Christopher C. Statzer, Sr.,
U.S. Army Recruiter, U.S. Army Recruiting Station -
508.279.6298



Brenda Sheridan, Senior Credit Support Associate
and Bob Kenworthy, Senior Vice President,
Bank of America - 888.852.5000



Jamie Wile, Account Executive,
Blue Cross/Blue Shield of Massachusetts
617.246.3503



Paul M. Cloutier, Assistant Vice President &
Investment Representative, Stonebridge
Investments and Kimberly DeSimone,
Marketing Manager, Bridgewater Savings Bank
800.356.8622



James Falco, PGA, Manager/Pro,
Brockton Country Club - 508.588.8439



Matt Strasburg, Group Sales Representative,
Brockton Rox - 508.559.7000



Pam Berrigan, Manager, Carousel Fun Center -
781.857.1286



F. Scott Tibbetts, Realtor, Coldwell Banker -
508.584.2000 ext. 205



Noel Barbosa, The Community Bank,
Branch Manager, Main St., Brockton
508.587.3210



Paul Cunningham, Retail Advertising
Representative and Kevin Oberbeck,
Marketing Communications Manager,
South Shore Media Group - 508.586.6200



Kevin Brower, Business Services Officer,
HarborOne Credit Union - 508.895.1306



Lori Slabine, Account Manager,
Hub Technical Services - 877.482.8324



Louis Teixeira, MassDevelopment - 508.687.0533



Humberta Faria, Office Manager,
Interstate Mat Corporation - 508.238.0116



Stephanie Mancini, Associate Membership Service
Director, Old Colony YMCA - 508.583.2155

Can A Hobby Become A Business?

Article provided by: SCORE

The quick answer is "yes," but it must be noted that it is rare, and usually not very profitable. While it is true that tens of thousands of people are able to sell some of the items they make, and in fact, may even sell enough to pay for the hobby; it is most unlikely that they

can actually earn a living from doing so.

We don't mean to discourage anyone from pursuing their hobby. After all, you engage in it because you enjoy it-for any of several valid reasons. And if you can make some sales to individuals; or perhaps

even get a few retailers to sell your items, well that's great. And it happens all the time.

You must start asking yourself some tough questions: how much does each item cost to make; how much can I sell them for; how much can I make in a day, a week,

a month; how much must I spend to advertise?

Free counseling to discuss your ideas is available from SCORE (Service Corps of Retired Executives) by calling the Metro South Chamber of Commerce at 508.586.2673 for an appointment.

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.



Recent HR Hotline Question...

Actual HR Hotline Question!

Q. We have about 50 employees and I need to find out what type of information we need to have on-site, such as fair wage posters, workers-comp info, etc., etc. and was hoping either you or the team could help me?

**A. Workplace Posters:
Fair Employment Law - www.mass.gov/mcad/fairemp.pdf**

**Equal Employment Opportunity -
www.dol.gov/esa/regs/compliance/posters/pdf/eeopost.pdf**

OSHA Rights - www.osha.gov/Publications/osha3165.pdf

**Information on Unemployment Insurance Benefits -
www.detma.org/pdf/2553A.pdf**

**Federal Minimum Wage
www.dol.gov/esa/regs/compliance/posters/pdf/minwage.pdf**

**Uniformed Services Employment and Reemployment Rights Act (USERRA)
Notice - www.dol.gov/vets/programs/userra/USERRA_Private.pdf**

Career Opportunities, Today!

CareerWorks Hosts Spring Job Fair - June 6, 2006

People looking for jobs and businesses looking for employees will connect at the CareerWorks Spring Job Fair sponsored by Stop & Shop and Comcast, along with the state Division of Career Services Rapid Response. The job fair will be from 9 a.m. to noon, June 6, 2006, at the Holiday Inn on Westgate Drive in Brockton.

Employers attending the job fair include BV Security, Dari Farms Ice Cream, FedEx Ground, HarborOne Credit Union, Jordan's Furniture, New England Sinai Hospital, Talbot's Inc., and many more.

CareerWorks' job fairs have become major events, attracting

dozens of employers and hundreds of job seekers.

As a state One-Stop Career Center, CareerWorks, which is operated by the UMass Donahue Institute, helps employers and people seeking employment connect in a customer-friendly, customer-driven environment. CareerWorks uses creative approaches such as job fairs, workshops, seminars, and on-site recruiting to meet the growing and changing needs of its customers - both employers and job seekers. For more information on CareerWorks, visit www.careerworks.org.

Fannie Mae Focuses on Brockton

More Americans own homes today than at any other time in history. Fannie Mae is working to expand homeownership opportunities by joining with lenders and community partners to create products and technologies to reach underserved communities so that more people can own their own homes. Visit www.fanniemae.com for more information.



121 South Main Street
Suite 500
Providence, RI 02903
401 276 2116
401 276 2126 (fax)

April 28, 2006

Mr. Christopher Cooney
President and CEO
Metro South Chamber of Commerce
60 School Street
Brockton, MA 02301-4087

Dear Chris:

It was a pleasure to meet and speak with you during our recent visit to Brockton. Colleen, Elmer, Eric and I were all impressed with recent progress the city has made on issues related to housing, and downtown revitalization efforts that Mary and you are championing - Brockton is the City of Champions, after all and shows great potential.

I'm also glad that you are interested in considering Employer Assisted Housing as a component of your strategy. The high cost of housing today is making it increasingly difficult for working families to afford a home of their own, even with good credit and a steady job. Fannie Mae's research has shown that one significant barrier to homeownership can be the cash needed at closing for down payment and closing costs. An EAH program can address this issue for the homebuyer and also provide tangible financial benefits to his or her employer, as described in the enclosed materials. We also have additional EAH resources available as your strategy develops, including employer surveys, cost/benefit spreadsheets, and examples of successful EAH programs from across the country.

Colleen, Elmer, Eric and I are looking forward to continuing our dialogue about ways Fannie Mae can help support Brockton's housing agenda. I'm sure this will bring us back to the city soon and often, and I welcome the opportunity as part of my continuing involvement with the Brockton Housing Partnership, as well.

With Best Wishes,

Richard F. Staples, Jr.
Senior Deputy Director



Richard Staples, Jr., Senior Deputy Director, RI Community Business Center, FannieMae; Mary Waldron, Executive Director, Brockton 21st Century Corporation; Eric Watne, Community Development Manager, American Communities Fund, FannieMae; Colleen Duffy, Director of Massachusetts Community Business Center, FannieMae; Christopher Cooney, President and CEO, Metro South Chamber of Commerce; and Elmer Eubanks, Senior Deputy Director, Massachusetts Community Business Center, FannieMae

Small Business Resources

Small Business Assistance (SBA)



John Brooks of the Brockton branch of SCORE (Service Corps of Retired Executives) and Tobias Stapleton of the International Trade Assistance Center (ITAC) provide the basics of starting a business and an overview of importing and exporting products .

Speakers at the May Import/Export Workshop held at the Chamber: James V. McLaughlin, Assistant Port Director, Trade, U.S. Department of Homeland Security; Ginny A. Greiman, Deputy Director/Chief Legal Counsel, SOMWBA; Edward Merguerian, International Trade Specialist, Export Assistance Center.

Next Workshop: June 21, 2006

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, June 21, 2006. Contact CareerWorks at 508.513.3400 for further workshop information.

Chamber Benefits Businesses and Community Every Day..

Over 100 have joined since January



Christine Karavites, PROTEAS Customized Consultants



Craig Pina, Affac



Darlene Madera, New England Sinai Hospital



Vanessa Leite of the United Way of Greater Plymouth County



Erin Robertson, The Community Bank



Mike Blondin of Brockton Area Transit Authority



Olga Faria, Bridgewater Savings Bank



Sharyn Halliday, Rockland Trust Company



Steven Damon, Jack Conway & Company



Steve Hall, National Grid



Lori Patel, Angelo Nuby, Mike Asack and Friend Weiler of Sovereign Bank



Steve Hall, Lisa Hermenau, and Bob Moran of National Grid



Mike Ciampi, John Mearls, Jane Barry, Ed Alfieri and Bob Marsh of HarborOne Credit Union

Support Supplied to Rebuild Chambers



A C C E

American Chamber of Commerce Executives

May 15, 2006

Mick Flemming
President

Christopher Cooney, CCE
President and CEO
Metro South Chamber of Commerce
Sixty School Street
Brockton, MA 02301-4087

Dear Chris,

On behalf of the severely damaged chambers in the Gulf Region, I want to express my sincere appreciation for your generous support of the ACCE/CGEF Disaster Relief Fund. Seeing the chamber family come together during this difficult time was inspirational to me and lifesaving for those most in need. Thank you.

In all, we received pledges and checks totaling almost \$200,000, plus notification of gifts going directly from chamber to chamber that were just as substantial. More than a dozen chambers have been helped by the fund and another new application was received this month. The need continues and we will continue to provide assistance for as long as the funds are available.

Thanks again for all you did to support your peers and all you do to help ACCE serve those who help communities prosper.

With gratitude,

Mick Flemming

4875 Eisenhower Avenue • Suite 250 • Alexandria, VA 22304-4850 USA
703/998-0072 • Fax: 703/212-9512 • www.acce.org

RENEWING Members

Thank You !

- B.N. Yanow Company
- Barbour Corporation
- Bay State Physical Therapy
- Bayside Financial Insurance Agency
- Beaver Woodworking Supplies, Inc
- Bennett Mortgage and Investment Company
- Bettridge Auto Parts, Inc.
- Blue Galleon
- Bridgewater Cosmetic and Family Dentistry
- Brockton Parking Authority
- C. M. Petti Market & Deli
- Coffee News
- Collins Crane & Rigging Service, Inc
- Connolly Insurance
- Corcoran Management Company
- Creedon & Creedon
- Dailey & Associates
- Easton Country Club, Ltd.
- EMH Recovery
- Express Newspapers c/o Clipper Press
- Food Service Consultants
- Francis Freccero, M.D.
- Gary R. Oman, P.C.
- Good Days Restaurant, Inc.
- Grant Stanton Produce Company
- Hair It Is!
- Handi Kids
- Hawkeye Fence
- Import Products Co., Inc.
- Interstate Mat Corporation
- Joe Angelo's Cafe & Deli
- John P. Kolentsas Financial Service
- Joseph Stadelmann Electrical Contractors, Inc.
- L & J Corp
- McClaren Heating & Air Conditioning, Inc.
- Michael A. Taicher, PC
- MIT Endicott House
- Modern Auto Body
- Montello Heel Manufacturing, Inc.
- MSPCA Animal Shelter of Brockton
- Needel Welch & Stone, PC
- New England Baling Wire, Inc.
- North Easton Savings Bank
- Northeast-10 Conference
- Philip Nessralla, Jr., Esq.
- Pillsbury Florist
- Prime Rental & Leasing
- Proprint Management
- Quality Plant Service
- Regional Insurance Agency, Inc.
- Robert Berks, Attorney at Law
- Rockland Ice Rink
- Special Olympics Massachusetts
- Stonebridge Cafe
- Supreme Enterprises
- Take-Five Vending, Ltd.
- The Ockers Company, Inc.
- Thibault Plumbing Corporation
- Victor, Raphael, & Grimaldi PC
- Viking Recreation Center
- Viking Sheet Metal, Inc.
- W. L. Churchill Insurance Agency
- Walkover Commons Apartments



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

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

The Metro South Business Assistance Center can help!

The Metro South Business Assistance Center (BAC), a partnership of over twenty organizations, is a high-tech, one-stop business resource center that offers counseling, technical assistance, and financing to potential, existing and expanding businesses.

FREE services offered

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



Research, Consultation, Education, and Advocacy

PREMIER SPONSOR



Bank of America



Business After Hours

The Community Bank - June 22, 2006

Join us for food and fun while meeting and greeting fellow business professionals. On Thursday, **June 22, 2006** from **5:30 - 7:30 pm**, The **Community Bank** located at 1265 Belmont Street in Brockton will host a **Business After Hours**.

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 for this event, please call



508.586.0500 ext 221 or register online at www.metroouthchamber.com.

NEW Investors

Making an Investment in our Community!

Advantage Petroleum

Mr. Arthur Dauwer
P.O. Box 400
West Bridgewater, MA 02379
phone: (508) 583-2880
fax: (508) 583-3393

Air Energy Group

Mr. Donald Mazanec
6 Norfolk Avenue
South Easton, MA 02375
phone: (508) 230-9445
fax: (508) 230-9446
web: www.airenergy.com

Ameriprise Financial

Mr. Mark Cohen
220 Forbes Road
Braintree, MA 02184
phone: (781) 356-5315

Bay State Physical Therapy

Ms. Kara Alterio
362 Belmont Street
Brockton, MA 02301
phone: (508) 584-7711
fax: (508) 584-7744

Physical Therapy

Bemis Drug Inc.

Mr. William Cox
PO Box 187
Abington, MA 02351-0187
phone: (781) 878-0893

Pharmacies

Bradford Trailer Corporation

Mr. Brad Moore
1906 Main St
Brockton, MA 02301-7130
phone: (508) 583-1440
fax: (508) 583-9275

Retail

Brennan's Smoke Shop

Mr. Geoffrey Yalenezian
909 North Main Street
Brockton, MA 02301
phone: (508) 897-0777

Brockton Day Nursery

Ms. Donna Hruniak
243 Crescent Street
Brockton, MA 02302-3107
phone: (508) 588-2700
fax: (508) 559-1496

web:

www.brocktondaynursery.com

Child Care

Bumper to Bumper Accessories

Mr. George Polillio
583 Warren Avenue
Brockton, MA 02301-6074
phone: (508) 580-1998
web: www.bumpertobumperac-
cessories.com

Alarms

Casey Heating & Air

Mr. David Casey
934 West Chestnut Street
Brockton, MA 02301
phone: (508) 294-2694

Cingular Wireless

Mr. Rick Kaplan
15 Stockwell Drive
Avon, MA 02322
phone: (508) 584-1325 Ext:224

Coast to Coast Entertainment

Mr. Jack Colombo
P.O. Box 668
Brockton, MA 02301
phone: (508) 559-0067
fax: (508) 588-9371
web: www.coasttocoastentertain-
ment.com

Copy Inks

Ms. Lisa Sharland
530 Washington Street
Stoughton, MA 02072-4206
phone: (781) 344-2679

Creative Services, Inc.

Mr. Alan Sklar
64 Pratt Street
Mansfield, MA 02048-1927
phone: (508) 339-5451

Edible Arrangements

Ms. Lee Rea
386 Columbia Road
Hanover, MA 02339
phone: (781) 789-6183

Floral Fantasy

Ms. Shoeleh Moarefi
979 Central Street
Stoughton, MA 02072
phone: (781) 297-9888
web: www.floralfantasy.blz

Hermenau Engineering

Mr. Walter Hermenau
6 Thomas Road
Berkley MA 02779
phone: (508) 823-7329

IKEA Stoughton

Mr. Frank Briel
1 IKEA Way
Stoughton, MA 02072
phone: 781.344.4532
Furniture

Integrated Security, Inc.

Mr. Mike Ehrlich
569 Central Street #9
Foxboro, MA 02035
phone: (877) 581-7235

Jeannette Logan, Process Server

Ms. Jeannette Logan
115 Chatham Road
Brockton, MA 02301
phone: (508) 587-0704

John Hancock Financial Network

Mr. Daniel Murphy
Wellesley Hills Agency
Wellesley Hills, MA 02481
phone: (781) 446-5000
fax: (781) 446-5050
web: www.danmurphy.com

KD Benefits, Inc.

Mr. Jack Nicolas
10 West Main St., PO Box D
Norton, MA 02766
phone: (508) 285-4300

Landerholm Electric Company

Mr. Peter Landerholm
PO Box 3038
Brockton, MA 02304-3038
phone: (508) 580-4645
fax: (508) 580-2544
Electrical Contractors

Law Offices Of

Patricia Bloom-McDonald

Attorney Patricia Bloom-McDonald
Two Cabot Place, 3rd Floor
Stoughton, MA 02072
phone: (781) 341-0099
fax: (781) 341-8153
web: www.McBloomLaw.com

Maintenance Chemical Company

Mr. Mike O'Tey
135 Oak Hill Way
Brockton, MA 02302
phone: (508) 436-7624

McClaren Heating & Air Conditioning, Inc.

Mr. Arthur McClaren
314 Howard Street
Brockton, MA 02302
phone: (508) 559-6744
fax: (508) 559-9552
Heating & A/C

North Main Street

Veterinary Clinic, Inc.
Dr. Melvin Haddad
1116 North Main Street
Brockton, MA 02301
phone: (508) 584-1476

Nouer-Armstrong

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

OMNI

Mr. Tab Glass
200 Cordwainer Drive
Norwell, MA 02061
phone: (781) 982-5627
fax: (781) 982-5628
web: www.omnicareersearch.com

On Deck Sports - Promounds, Inc.

Mr. Joe Murphy
31 Dover Street
Brockton, MA 02301
phone: (508) 269-5908
fax: (508) 580-0211

Peroni Financial Group, LLC

Mr. Brett Peroni
PO Box 1449
Middleboro, MA 02346
phone: (508) 293-1150

Pine Hill Service Station, Inc.

Mr. Chester West
778 South Franklin Street
Holbrook, MA 02343
phone: (781) 767-0029

ReCom Heating &

Air Conditioning, Inc.
Mr. Paul Raleigh
264 North Montello Street
Brockton, MA 02301
phone: (508) 588-2777
fax: (508) 588-2773

ENTREPRENEURProfile

Wovenpaint, Inc.

Over the past ten weeks the Metro South Chamber of Commerce and the Center for Women & Enterprise (CWE) in Boston joined forces to offer entrepreneurial training in the Brockton area to dislocated workers. The program is designed to support the needs of dislocated and recently unemployed workers who are interested in starting a business.

Participants were offered one-on-one counseling and educated on the process of developing a comprehensive business plan upon graduation from the program. At the end of the course participants completed a questionnaire on their business goals. From time to time we will highlight an entrepreneur who has completed the course.



Gwyn Marathas

professionals - to create the "Boston Contingent" - selling artwork to the global textile industry. Wovenpaint will have the only studio jacquard loom in the New England area, which is the new high technology.

What is your market area?
Local Services/Global textile artwork

What markets do you serve?
Textile industry & Textile Designers/Fiber Artists as well as all artists

What will be your main business objective concerning your customers and the business community?

We want to create a vibrant studio for area textile artists and enthusiasts can come together to collaborate on pattern collections to sell to the global textile industry. We'll be designing both print and woven samples as well as offering unique fiber art pieces to inspire the textile designers in the industry setting.

Address:
195 Center St., N. Easton, 02356

web: www.wovenpaint.com

Products or Services:
Textile design & artwork - Networking and other services for area free lance designers and artists.

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

Wovenpaint will be the only larger textile design studio in the Boston area that brings together independent textile design

Rivers Electrical Corporation

Mr. John Harrington
275 Centre Street, Unit 1
Holbrook, MA 02343
phone: (781) 767-2996
fax: (781) 767-2996

Rosen Realty, Inc.

Mr. Richard Rosen
80 Temple St
Whitman, MA 02382-1057
phone: (781) 447-1111
fax: (781) 857-1325
Real Estate/Residential

Starr Psychiatric Center, P.C.

Dr. David Starr
45 Pearl Street
Brockton, MA 02301
phone: (508) 580-1616

Steve Pat Jani King

Mr. Steve Patsavos
3 Royal Crest Drive
Randolph, MA 02368
phone: (781) 986-6333

Sweeney Construction Company

Mr. Tom Sweeney
45 Highland Street
East Bridgewater, MA 02333
phone: (508) 863-0600

Teeka Lynn Salon & Day Spa

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

Thibault Plumbing Corporation

Mr. Darrin Thibault
55 Summerfield Drive
Raynham, MA 02767-1567
phone: (508) 824-4728
fax: (508) 824-4728
Plumbing & Heating

Todd G. Patkin OperTunity Performing Arts Center

Ms. Kacee Staiti
Striar Jewish Community Center
Stoughton, MA 02072
phone: (781) 341-2016

Triad Advertising

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Canton, MA 02021

WS Anderson Electrical, Inc.

Ms. Angela Anderson
216 Grafton Street
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phone: (508) 586-6997
fax: (508) 588-6103
web:
www.angelaowsandersoninc.com



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

10 Reasons Why a Chamber Investment is a Good Investment.

- | | |
|------------------------------------|------------------------------------|
| 1. New Business Contacts | 6. Publicity & Exposure |
| 2. Legislative Action | 7. Referrals |
| 3. Professional Development | 8. Discounts & Savings |
| 4. Economic Development | 9. Business News & Info |
| 5. Human Resource Hotline | 10. Community Investment |

Join the Chamber today! Call 508.586.0500 ext 225 or 229

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508.947.8433 (p)
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Shelley Tierney
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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: **June 7, 2006** from **8:00-9:00 a.m.**



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

Call: 508.586.0500 or access www.metroouthchamber.com



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
Leading Businesses. Leading Communities.™

Call: 508.586.0500 or access www.metroouthchamber.com

BUSINESS EVENTS *Planner*

June 15

ATHENA Awards Breakfast

7:30 am - 9:00 pm
Holiday Inn, Boston-Brockton
195 Westgate Drive, Brockton

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

Please RSVP by June 13 at 508.586.0500 ext. 231

June 22

Business After Hours

5:30 - 7:30 pm
The Community Bank
1265 Belmont Street, Brockton

This is a great opportunity to meet potential clients, customers and other local business professionals.

Please RSVP by June 21 at 508.586.0500 ext 221.

June 29

Chamber Day at the Rox

6:30 pm
Campanelli Stadium
One Feinberg Way, Brockton

This is a great opportunity to meet South Shore Chamber members, potential clients and customers while enjoying a Rox Baseball game.

This event will sell out!
Please call 508.586.0500 ext 221 to register.

IT'S EASY TO REGISTER!

508-586-0500 x 221 ☎

508-587-1340 📠

E-mail: info@metroouthchamber.com ✉

Send reservation and payment to: 🕒



MSSC
Sixty School Street
Brockton, MA 02301-4087

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

Names of Persons Attending: _____

_____ **Event:** _____

Company: _____

Phone: _____

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