

Actionreport

June 2005

Always about
OPPORTUNITY

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



Michael Goodman, page 5



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Baseball Hall of Famer to Speak at ATHENA Awards in June

Wednesday, June 15, 2005



Shalia Stewart
2004 ATHENA Award recipient

The Metro South Chamber of Commerce will hold the seventh annual **ATHENA Award** on Wednesday, **June 15, 2005**, from 7:30-9:00 a.m., at the **Radisson Hotel & Conference Center** in Brockton.



She played baseball for the Rockford Peaches from 1943-1947 and was the first woman to throw a no-hitter. In 1988 she was inducted into the Baseball Hall of Fame in Cooperstown, New York. She has also been inducted into the BU Hall of Fame, Boston Garden Hall of Fame, and National Federation of High Schools Hall of Fame. She was the first chairwoman and co-founded the New Agenda Northeast Hall of Fame. An honorary life member of the Boston Board of Officials, she has held every office on that board.

The featured speaker for the 2005 **ATHENA Awards** is **Mary Pratt** first woman baseball hall of famer. Mary received her undergraduate degree from Sargent College at Boston University, where she received the Twin S Award, and her MS from Boston State.

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Inc. Magazine Names Brockton Most Business Friendly City



City Hall, Brockton

Brockton was recently selected as the **#1 Most Business Friendly City in Massachusetts** by **Inc. Magazine**.

The list of top U.S. cities for doing business recently appeared in the May issue of Inc. Magazine. Out of the 274 cities Brockton was voted **#1 Most Business Friendly City in Massachusetts** and nationally ranked **#41 Best Places - Small City; #109 Best Places - Overall; #121 Fastest, Most Sustained Growth; and #123 Most Balanced Economy and Growth**.

The rankings were derived from three-month rolling averages of U.S. Bureau of Labor Statistics unadjusted employment data reported from September 1994 to September 2004. The data reflects the North American Industry

Article continued to page 2

Full House Welcomes Speaker DiMasi to Brockton



At Center, New Speaker of the House Sal DiMasi joins business and political leaders at a recent Chamber of Commerce breakfast. From left to right is (1st row) Rep. Lou Kafka, Rep. Tom O'Brien, Mayor Jack Yunits, Speaker of the House Salvatore DiMasi, Representative Robert Nyman, Senator Robert Creodon, Scott Sanborn of Sovereign Bank, Representative William Galvin From left to right (back row) Christopher Cooney, CEO and President of the Metro South Chamber of Commerce, Charles Wall President of Massasoit Community College, Christine Karavites of PROTEAS Customized Consulting, Representative Geri Creedon, Representative Christine Canavan, Representative Kathleen Teehan and Steve Hall of Massachusetts Electric, Chamber Chairman

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Inc. Magazine article continued from page 1

Classification System categories, including total non-farm employment and jobs in manufacturing, financial services, business and professional services, educational and health services, information, retail and wholesale trade, transportation and utilities, leisure and hospitality, and government. This allows for focus not only on job growth, but on high-wage sectors as well.

Overview of SBA Services Offered

The Small Business Administration will hold a workshop to help you gain a better understanding of the various SBA programs and services that are available to prospective or current entrepreneurs who need assistance in starting or expanding their businesses. General information will be provided on the following programs and services:

- SCORE
- Small Business Dev. Centers
- Business Information Center
- SBA 7(a) Loan Guarantee Program
- 8(a) Business Development
- HUBZones
- Small Disadvantaged Business
- Government Contracting Opportunities

The workshop will be held at CareerWorks on Wednesday, June 22, 2005 from 2:00 pm - 3:30 pm. Please call CareerWorks at 508.513.3400 for further information.

Edison Incubator Open for Business

A one-stop resource for small business



The Edison Business Incubator is a small business incubator created in partnership with the Metro South Chamber of Commerce, the U.S. Small Business Administration, and SCORE. The incubator provides below-market rental space for start-up and expanding businesses needing assistance.

The facility, located in the historic Thomas A. Edison Building (Chamber of Commerce) in Brockton also offers high-speed Internet access, as well as conference rooms, meeting space, and reception areas, and networking opportunities through the Chamber. Tenants in the Edison Business Incubator can also access the resources of the Metro South Business Assistance Center (Metro South BAC), a satellite office of the SBA, which offers counseling, workshops, computers, and a resource library. Presently, there are five businesses conducting operations

in the center. The Incubator is a direct outgrowth of the Chamber's mission to create jobs and improve the economic well being and quality of life of the Metro South region. Funding for the project is provided from several financial institutions in the area.

The center is named after Thomas Alva Edison, the famed inventor and entrepreneur, who built in 1883 the building in which the incubator is housed.

The purpose of the Edison Business Incubator is to further enhance the services available from the Metro South Business Assistance Center. The Incubator provides a stepping-stone for fledgling businesses wishing to operate in a professional environment but not yet capable of supporting the substantial overhead costs associated with a prime urban location.

Studies show that 90% of businesses that start in an incubator will remain in business. Service businesses are the primary target of the Incubator and preference is given to clients of the Metro South Business Assistance Center, graduates of the Entrepreneurial Training program of the Center for Women & Enterprise, and clients of the Small Business Administration.

Finding relevant, reliable and timely information can be the difference between success or failure for small business. Turning

that information into useful and beneficial knowledge requires experience. Meeting those critical needs for the Metro South region small businesses is the goal of the Edison Business Incubator.

The Edison Business Incubator is a multi-tenant facility designed to assist new business in the start-up and growth phases. Providing technical assistance, training, office space and ongoing support is the primary focus of the Incubator.

The goal is to provide the most up to date information and advice to small businesses at all stages, from the entrepreneur with an idea, to the business experiencing rapid growth. As a hands on facility that is accessible to the area business community the Edison Business Incubator is the one-stop-shop for small business needs. Business owners can receive assistance with business planning, start-up, growth, and can even locate their office at the Incubator. Shared business services and equipment are also included as part of the monthly rent. Businesses can locate in the Incubator for up to three years. For further information please contact the Chamber at 508.586.0500 ext 221.

See related article on page 7



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Charles Wall - *Massasoit Community College*

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

John Dudley
 Sales and Public Relations x 225

Frank Gillooly
 Membership Sales x 229

Ann Marrese
 Controller x 230



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

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

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

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

JUNE *Calendar*

10	Government Affairs	7:45 a.m.
14	Executive Committee	4:00 p.m.
15	ATHENA Award Breakfast	7:30 a.m.
	<small>Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton</small>	
22	Board of Directors	12:00/Noon
22	SBA Workshop	2:00 pm
	<small>CareerWorks, 34 School Street, Brockton</small>	

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

Coming up

July

4 Chamber Office Closed

Save the date

August

10	Good Morning Metro South Planning Session	8:30 a.m.
10	Human Resource Council Planning Session	10:00 a.m.
16	Executive Committee	4:00 p.m.
19	Government Affairs Planning Session	7:45 a.m.
31	Board Meeting	12:00/Noon

Use Market Research to Grow Your Business

Knowing and understanding customers' needs are at the core of every successful business whether it sells directly to individuals or other businesses. It's essential to know such things as, who your potential customers are, what groups they fall into, how many there are, how much of your kind of product or service they already buy from competitors, who these competitors are, the criteria on which they make buying decisions, what it would take to get them to buy from you and when and where they prefer to buy. For existing customers you need to know things such as what they think of your prices, what they expect from you, how they rate your customer service and how they think you should change or refine your product or services. If you don't have a firm grip on these and other facets of vital market information you need to put the Center for Business Research to work for you.

The Center for Business Research was established by the University of Massachusetts Dartmouth to enhance southeastern Massachusetts's economic growth and development. It's

charge is to serve as an essential partner in the economic development process by providing, in addition to other business services, affordable, high-quality and objective market research essential to business development while serving as a venue for the active interaction of university faculty and their students with the business community.

The Center is practiced in helping businesses of all sectors to improve their business performance. One of the many ways we do this is by performing customized market research that collects and analyzes information contributing to a more complete understanding of both existing and potential customers. The efforts of the center will enable your planning process and, ultimately, create a blueprint to help you build an effective marketing plan so essential to a successful business.

To inquire about arranging for a market research project please contact the Center for Business Research Director, Dr. Nora Ganim Barnes at 508-999-8756 or nbarnes@umassd.edu. Please visit the Center's web page at <http://www.umassd.edu/cbr>

strength, courage and wisdom of the recipient.

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, or logging on to metrosouthchamber.com. The cost is \$16 for members and \$23 for non-members.



ATHENA article continued from page 1

Her passion for working to help girls play sports has gained her invitations to speak from around the country.

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. The ATHENA Award is presented in the form of a hand-cast bronze sculpture, symbolizing the

Job Fair Attracts Hundreds



More than 1,000 job seekers attended the May 11 Spring Job Fair sponsored by CareerWorks and The Division of Career Services Rapid Response Team. The great turnout filled the Radisson Hotel in Brockton.

"Everyone who worked on this did a fantastic job," said CareerWorks, Director Kimberly McLaughlin. "The goal of these events is to connect workers with employers, and we couldn't be more pleased with the success today."

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

Job seekers walked among the information tables of the 29 participating businesses, gathering information and talking to the companies' representatives. The companies participating included: Affinity Home Health Care, AFLAC, BAMSI, Citizens Bank, Curry College, Cumberland Farms, Double E Company's, FedEx,

Ground, Infinity Data Corp., IPC International Corp., ITW TACC, Jordan's Furniture, Kelly Services, Mass Bay Commuter Railroad Comp., May Institute, National Fire Protection Association, New England Sinai Hospital and Rehab Center, Reliv International, Securitas Security, Sullivan and Cogliano, Sullivan Tire, U.P.S., Verizon s Vinfen Corp., WearGuard-Crest, and YUM! Brands, Inc.

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



CareerWorks - Connecting workers with employers



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GOVERNMENT Affairs

Next Meeting: June 10, 2005

Speaker: Mr. Michael Goodman

Director of Economic & Public Research



Michael Goodman

Mr. Goodman works with clients, staff and faculty to conduct customized studies that highlight aspects of the state's economy, with the goal of making university-level research available to local and state policy makers, as well as to business and labor leaders.

Goodman is also the managing editor of Massachusetts Benchmarks, a quarterly journal that presents timely information concerning the performance of the Massachusetts economy, including periodic economic analysis of major geographic regions within the Commonwealth and an array of key industries that make up the economic base of the state.

If you would like to attend or if you would like further information about the Chamber's Government Affairs Committee, please contact the Chamber at 508. 586.0500 ext. 221.

The **Government Affairs** monthly meeting will be held on June 10, 2005 at the Chamber Headquarters and provide an opportunity for member businesses to discuss issues important to them with their elected officials. This month's guest speaker will be Michael Goodman, Ph.D., director of Economic & Public Policy Research at the University of Massachusetts Donahue Institute.

ENTREPRENEURSHIP - IS IT FOR YOU?



Sure, it's the great American dream. Be your own boss, set your own hours, keep all the profits for yourself - no wonder opening up your very own business is the ultimate goal of so many. But is it right for YOU? (After all, over 50% of all new businesses fail in just the first year.)

O.K., then how do you know if you are "right" for entrepreneurship? Ask yourself these questions: Am I willing to work ten or twelve hours every day? Can I accept not taking a vacation for perhaps a couple of years or more? Am I willing to take all the money I've saved and then probably go into debt to open my business? What can I offer that others already in the same business

do not? Does my spouse support this venture?

These are just a few of the questions you must answer "yes" if you are to have even a chance of succeeding. Sure, being in business for yourself can be wonderful and rewarding. But alas, it is not for everyone. There can be a huge gap between the dream and the reality. And, frankly even with a total commitment, you have only crossed the first hurdle.

SCORE (Service Corps of Retired Executive) is a non-profit arm of the U.S. S.B.A. It offers free counseling to budding entrepreneurs (as well as those already in business) on virtually all aspects of starting up a business. SCORE counseling is available at the Metro South Chamber of Commerce and appointments can be made by phoning 508.587.2673.

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)

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Chamber Welcomes Speaker Sal DiMasi



State Trooper Dan Clark and Dennis A. Lilla
of Jack Conway and Company



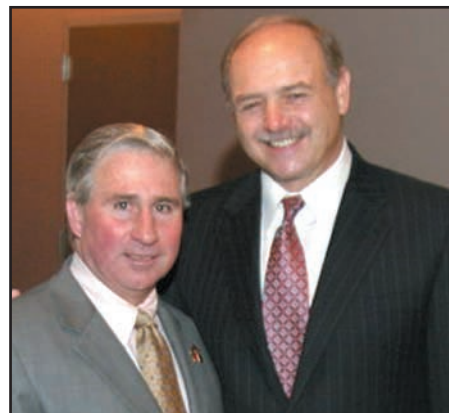
Mayor Jack T. Yunits and
State Representative Geri Creedon



Joseph P. Newman and Cheryl A. LaFleur of
Massachusetts Electric Company



Representative Christine Canavan and Eugenie Fitzhugh
of the Massasoit Community College Board of Trustees



Mayor Jack T. Yunits and Speaker Sal DiMasi



Dan Lilly of the Massachusetts Procurement
Technical Assistance Center



John Costa of B.C. Tent and Awning and
Senator Robert Creedon



Representative Kathleen Teehan and Charles Wall,
President of Massasoit Community College

BOARDMEMBERProfile

Massachusetts Electric



Steve Hall of Massachusetts Electric, Chamber Chairman

Company Name:
Massachusetts Electric

Address:
100 E. Ashland Street
Brockton, MA 02302

Phone: 508.897.5655

Fax: 508.897.5690

Website:
www.massachusettselectric.com

Year Established: 1882

Products or Services:
Electric Utility – Distribution of
Electricity, Energy Efficiency
Services

Number of Employees:
Approximately 280 employees
within the Bay State South
Division of Massachusetts Electric

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

Massachusetts Electric is a regulated utility company serving customers in 170 communities in Massachusetts. The Bay State South Division, headquartered in Brockton serves 49 of those communities.

What is your market area?
The Bay State South Division
serves a total of 49 cities/towns

within central and southeastern MA, including the larger communities of Brockton, Fall River, Quincy, Marlboro, Weymouth, and the Island of Nantucket

What markets do you serve?
Residential, Commercial,
Industrial, and Municipal

**Please list awards, honors or special
recognition your firm has received:**
MS Chamber Economic
Development Impact Award,
United Way of Greater Plymouth
County "Circle of Caring" Award,
Brockton Hospital "Golden
Gloves" Award

**What is your main business
objective concerning your customers
and the business community?**
To provide high quality, reliable
electric power distribution to
customers at the lowest possible
cost. We also endeavor to provide
our customers with cost control
options such as energy efficiency
services and incentives and
enhanced metering information to
keep business customers
competitive and viable within our
geographic region.

**What is your Chamber
Involvement?**
Personally I am Chair of the Board
and a member of the Executive
Committee. Massachusetts
Electric is a sponsor of several
Chamber events such as the
"Taste of Metro South".

**What are some of the job positions
that you have held?**
With the Chamber: Vice Chair of
Legislative Affairs, Board member
for 8 years, and the current posi-
tion as Chair. With Massachusetts
Electric: Vice President, Business
Services.

Small Businesses Open in Edison Incubator

Mr. Appliance of Brockton, LLC



"Mr. & Mrs. Appliance" of Brockton
Rhonda and John Bennett

Media Concepts



Joe Goldsberry

PROTEAS Customized Consulting



Christine Karavites

Wright Technology Group



John Wright

Company Name:

Mr. Appliance of Brockton, LLC

Phone: 508.580.5558

mrappliance.com/brockton

Est. 1997

Products or services:

Full-service appliance service and repair, both commercially and residentially.

What is unique or special about your firm?

Mr. Appliance® is the only franchise providing full-service appliance service and repair, both commercially and residentially. Recognized by Entrepreneur magazine among its "Franchise 500," "Top New Franchises" and "Top 101 Home-Based Franchises."

What is your market area?

The Metro South Area.

What markets do you serve?

Boston to Cape Cod

Please list awards:

"Personal Achievement Award"

by The Dwyer Group in 1998

"Business Development Award"

by The Dwyer Group in 2004

What is your main business objective?

Our vision is to be the first full-service appliance repair company people think of when in need of such services. Our primary mission is to arrive on schedule, fix appliances the first time, and give customers the best value for their hard-earned dollars.

Company Name: Media Concepts

Phone: 508-586-9610

www.mc-internet.com

Est. 1994

Products or Services:

Video Production and Website Design/Maintenance

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

Media Concepts offers personalized service, rapid turnaround and more than 20 years of experience.

What is your market area:

Video Production - New England, Website - National

What markets do you serve:

Small business, corporate and event videography.

Please list awards, honors or special recognition your firm has received:

2005 Entrepreneur of the Year Nominee

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

Media Concepts strives to meet all clients' requirements in a timely, efficient and cost effective manner.

Company Name:

PROTEAS Customized Consulting

Phone: 508.982-4276

Est. 2004

Products or Services:

Program, Organizational and Workforce Development Consultation

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

Over twenty years experience in organizational and workforce development with expertise in board and network development, research and evaluation, program design and facilitation and business/education collaborative.

What is your market area?

Primary market is Massachusetts

What market areas do you serve?

Massachusetts, National, Inter-national.

Please list any awards, honors or special recognition your firm has received:

Athena Award;

Workforce Development Awards

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

Responsive to business needs and provide high quality services.

Company Name:

Wright Technology Group, LLC

Phone: 508-588-1841

www.wright-itconsulting.com

Est. 2004

Products Services:

Wright Technology Group (WTG) provides comprehensive computer systems management for small and mid-sized clients on a pro-active long-term basis. This partnership with our clients provides them the freedom to concentrate on their core business and added opportunities to reach new levels of success.

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

WTG provides fully customized all inclusive, solutions for one single monthly and affordable fee.

What is your market area?

Northern & Southern New England

What markets do your serve?

Small to medium businesses

List awards, honors, or special recognition your firm has received?

WTG is also a registered Microsoft Partner.

What is the main business objective concerning your customers and the business community? To support, manage and fully maintain information technologies for our customers.

Shaw's Center Shines "After Hours"



Paul Kean, Maureen Gregory and Janice Kluge of Webster Bank



John Kennedy of Aflac and Micheal Bell of Contract Glass Services, Inc.



Jennifer Cooper Ubaldino of Big Brother Big Sister and Christy Kendrick of Signature Apparel



Brain Voelkel of the Brockton Rox and Jim Long of CareerWorks

GOODNews

Great things going on in area businesses

Eastern Bank has agreed to be the sponsor of this year's Annual Meeting of the United Way of Greater Plymouth County. The 83rd annual event will take place on **Tuesday, June 7**, at the **Country Club of Halifax**. Campaign Chair Robert Gustafson and Board Chair Bruce Marquius of the United Way of Greater Plymouth County will make the presentations to honorees during the luncheon program, which runs from 12 noon to 1:30 p.m. All are invited to attend the meeting, which will feature presentations to individuals and companies who have excelled in support of the community. Also, Corporators will elect new board members and officers for the new fiscal year. The cost of the luncheon is \$30 or \$240 for a table of eight. For reservations, call **Sue Holmes** of the **United Way** at 508.583.6306.

Jean M. Joy CPA, of **Wolf & Company, P.C.**, Certified Public Accountants and Business Consultants, has been named one of the Top 10 Financial Professionals by Women's Business Boston. Women's Business Top 10 Financial Professionals list

represents those women whose nominations by their clients



Jean M. Joy

articulated the delivery of outstanding expertise and a unique dedication to client service and whose professional activities reflect continuing exemplary service to the financial community. In addition to leading audit engagements for both publicly traded and privately-held financial institutions, Jean's professional accounting experience includes mergers and acquisitions, stock conversions, debenture offerings, and compliance with the reporting requirements of various federal agencies. As Chairperson of Wolf's Accounting & Auditing Committee, Jean oversees the Firm's compliance with professional standards and is actively involved in the ongoing development of the Firm's audit strategy for financial institutions.



Cheryl McCloud

announce that **Cheryl McCloud** has joined the firm as Marketing Manager. Formerly the Assistant Director of Communications for the Boston Public Health Commission, Cheryl brings over 15 years of corporate communications experience to Wolf. She has served in high-tech PR as an Account Supervisor at WeberShandwick in Cambridge and as Director of Communications for the Massachusetts Society of Certified Public Accountants in Boston. "Cheryl brings valuable knowledge of the profession given her many years at the MA Society. Her depth of public relations and marketing experience ensures that, as we continue to grow, we remain focused on quality communications to current and future clients and employees," said DeVasto.

Daniel P. DeVasto, President and Chief Executive Officer of **Wolf & Company, P.C.**, Certified Public Accountants and Business Consultants, is pleased to

The Community Bank management team rolled up their sleeves and joined in the citywide efforts to "**Make Brockton Beautiful**" on April 23, 2005. The group cleaned up the field at Hancock playground.



The Community Bank: Steve Barry, Madeline Carnabuci, Bette deKoning, Dennis Jones, Dan Trout, Dick Telemannick and Kathy Hayes

Big Brother Big Sister (BSBB) will hold its **12th Annual Golf Tournament** on **Thursday, June 16, 2005**, at **DW Field Golf Course** in Brockton. Registration will be from 7-7:30 a.m. with a shotgun at 7:45. The format is a team scramble (4 person teams) with an entry fee of \$115.00 per person. Registration includes complimentary gift, greens fee and electric golf cart, continental breakfast, and the awards banquet/luncheon. The funds raised from this event will help to support the mission of matching youth in need with adult mentors through community and school based matches. The program

services 29 communities in Southeastern Massachusetts and they currently have over 80 youth on our waitlist for Bigs. For more information regarding this event or their programs please contact **Kelli-Beth** at 508-587-4242 ext 27.

Frank Gillooly was saluted with a certificate of appreciation and Army lapel pin to symbolize the partnership between the Army, her soldiers, their families, and veterans - a partnership as old as the Nation itself. Frank has



Frank Gillooly

been recognized for his patriotism and continued support of the Army family. Frank wears his pin with pride, as a

statement of the Army's shared commitment to support America's Soldiers.

Volunteers and staff of **The Children's Museum in Easton** are predicting a record turn-out for this year's **Father's Day Road Race and Walk**. On **Sunday, June 19**, this top-notch community event will celebrate it's 11th running which has established itself as an annual tradition for southern Massachusetts. Both runners and walkers will take off at 9:00 AM after registering at the Museum on Sullivan Avenue, North Easton. Entry fees are \$15 in advance and \$20 the day of the race. Tee shirts will only be available to the first 250 registered participants. As always, this Father's Day race and walk is a family-friendly event. The post-race party features top-notch raffle prizes, along with thirst quenching beverages and delicious refreshments for participants.

Caritas Good Samaritan Medical Center is extremely pleased to announce that **John J. Holiver** has been appointed

president of Caritas Good Samaritan Medical Center. John is the former Senior Vice President and Chief Operating Officer of Caritas St. Elizabeth's Medical Center. His new role within the system recognizes an exceptional record of professional accomplishment throughout his career. While serving as a member of the senior leadership team of Caritas St. Elizabeth's since 2001, he provided exemplary leadership managing the integral relationships among physicians, nursing staff and other employees. He also contributed to critical strategic planning, business development and system integration initiatives, and played an active role in board meeting and community affairs. Prior to his position at Caritas St. Elizabeth's, John served as vice president of administrative and clinical support services for South Shore Hospital. For more than a decade he played a pivotal role in establishing South Shore as one of the state's premier community hospitals, leading multiple initiatives that expanded clinical capabilities and assured consistent profitability.

The **Brockton Community Schools** will host the **2nd Annual "Cruisin' with Community Schools"** event on **Friday, June 24, 2005** at the **Massasoit Conference Center**. The proceeds from the Monte Carlo-style fundraiser will benefit quality after-school programming for thousands of Brockton children. The event will include a Monte Carlo Night, a silent auction, raffles, complimentary hors d'oeuvres and a cash bar will be available throughout the evening. Brockton Mayor John T. Yunits, Jr., Superintendent Basan Nembrikow and members of the City Council, School Committee and school administration have graciously agreed to serve as celebrity black jack dealers. The goal is to raise funds to support more than 100 after-school programs whose funding has been cut due to state and federal budget cutbacks. The Brockton Community Schools offers enrichment and recreational

opportunities to students, families, and community members before, during and after-school all year long. All are invited to join in the festivities; tickets cost just \$10 per person and can be purchased at any Brockton Public School or at the Community Schools Office, 43 Crescent Street, Brockton. Donations for the silent raffle and auctions are also being sought. For more information, please call 508-580-7595.

The **Massachusetts Small Business Development Center Network** is a partnership program with the **U.S. Small Business Administration** and the **Massachusetts Department of Business and Technology** through the **University of Massachusetts**. SBDCs are a program supported by the U.S. Small Business Administration and extended to the public on a non-discriminatory basis. **Melinda Ailes** joined the Massachusetts Small Business Development Center as a senior management counselor in November 2002. She provides management consulting to small to mid-size businesses ranging from start-up through maturity throughout Southeastern Massachusetts. She consults with a wide variety of industries including high technology, service, and distribution and manufacturing companies. She has extensive experience as a strategic

planning and financial consultant, commercial banker and trainer. To arrange a meeting with **Melinda Ailes**, please contact **SBDC** at 508-673-9783 or email her at mlailes@msbdc.umass.edu.

The **American Jobs Creation Act** (the 2004 Act) is the name of the tax legislation that was passed in the fall of 2004. Within the 2004 Act is a potentially very beneficial provision for a manufacturing deduction that kicks in for tax years beginning in 2005. It will apply to all domestic production activity, which has been defined very broadly to include virtually all manufacturing plus certain architectural and engineering work, handlers of agricultural products, software companies, electric, gas & water companies and construction companies (this list should not be considered as all-inclusive). There may be certain accounting processes that should be put into place before the end of the year to help maximize this new deduction. Additionally there may be certain management strategies that could result in a higher tax advantage from this deduction. Contact **John McGovern** from **Rodman & Rodman, P.C.** at 617.965.5959 for more information.

Do You Have an 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 Human Resources field.

Sponsored by:



Simply e-mail your questions to the
HR hotline at

hrhotline@metrosouthchamber.com or log onto
www.metroouthchamber.com.

For more information
contact **Kerrie Blake** at 508.586.0500 ext. 231.

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Brockton, MA 02302
508-588-0712
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Mr. Tim Richard
379 Liberty Street
Rockland, MA 02370
Phone: 781-871-1190
Fax: 781-792-0183
Website: www.caseymovers.com

Cost Management Solutions

Mr. Brian Donnelly
14 Bristol Drive
Duxbury, MA 02332
Phone: 781-585-6597
Fax: 781-585-6597

Fire Extinguisher Service Co.

Ms. Stacey Stringfellow
17 Hayden Drive
Foxboro, MA 02035
Phone: 508-543-3630
Fax: 508-543-7099

Fire Protection

Food Service Consultants

Mr. Joseph J. McGrath
P.O. Box 537
North Easton, MA 02356
Phone: 508-272-9533

Lutheran Community Services of Southern New England

Leslie Kriger
P.O. Box 789
Brockton, MA 02301
Phone: 508-580-6716
Fax: 508-580-5830
Website: www.issne.org
Human Service Organization

Maritime Mortgage Corp.

Mr. Thomas George
4 Cabot Place
Stoughton, MA 02072
Phone: 800-733-7077
Fax: 781-344-6990
Website: maritimeloan.com
Banks/Financial

Prime Rental & Leasing

Ms. MaryBeth Lawthon
37 Bedford Street
Lakeville, MA 02347
Phone: 508-946-9272
Fax: 508-946-9274
Storage

SeraCare Life Sciences

Ms. Lori Manning
375 West Street
West Bridgewater, MA 02379
Phone: 508-580-1900
Fax: 508-580-1110
Website: www.bbii.com
Medical

Wingate Computer Services

Ms. Kimberly Phillips
63 Kendrick Street
Needham, MA 02494
Phone: 781-707-9033
Website: www.wingate.com
Computer Soft/Services



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

I.D. Theft Costs Millions

Jeffery Yung of the United States Secret Service was the guest speaker at the "Protect Your Business from Identity Theft" workshop held at the Metro South Chamber of Commerce on May 17, 2005. For further information on this workshop or upcoming Small Business Administration (SBA) sponsored workshops please contact Donna O'Connor at 617.565.5607.



Jeanette Logan of Leslie Design, Neal Skorka of Rigel Web Services, Judy Murray and Pamela Dozier of Ultimate Nail & Hair Salon



Christopher Cooney, President and CEO of the Metro South Chamber of Commerce, Charles E. Summers, Jr., and Donna O'Connor of the U.S. Small Business Administration

Opportunities for Customers & Contacts

Ambassador Team/Membership

The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, and member-to-member support, increasing awareness and promoting active participation in Chamber programs and services. Presently, there are over twenty business professionals on the Ambassador Team.

Government Affairs Committee

Government affects your life every day. Legislative actions at municipal offices, on Beacon Hill, and in Washington D.C. affect your organization's continued ability to prosper. With widespread concern over the status of the national economy, now more than ever is the time to speak out and be heard on taxes, regulations, and other issues that affect your bottom line. The Government Affairs Committee meets every month to discuss issues of concern to Metro South businesses.

Human Resource Management Council

The Human Resource Management Council (HRMC) supports and provides continuing education and consulting to professionals in the ever-changing world of human resources. Regardless of the size of your business, human resource issues directly affect you, and the resources of the Council can be your link to vital information.

The Chamber provides many opportunities to expand your business contacts.

For a complete list of all Chamber committees, please visit www.metroouthchamber.com or call 508-586-0500 x221.

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Shelley Tierney
OWNER

Workforce Board Supports Returning Veterans Seeking Employment



The Brockton Area Workforce Investment Board (BAWIB) recently announced plans to increase their efforts to provide assistance to veterans returning home from tours of duty. The Board's special focus is being placed on returning veterans, who after serving their country have honed their skills in such areas as leadership, team work and communications. To this end, the Board asked William Carlson, a national expert on working with Career Centers to help veterans re-integrate into the workforce to be the keynote speaker for their quarterly meeting, at Stonehill College on Thursday, May 12, 2005. Carlson discussed innovative ways in which he

works with Career Centers across the country to help veterans integrate back into the workforce, utilizing their skills, training, and leadership experience gained while serving their country. Now back in their communities, veterans will be encouraged to utilize these skills in the job market.

As service men and women are increasingly returning from duty in Iraq and Afghanistan, BAWIB and the One-Stop Career Center, CareerWorks will work with local veterans' agents to ensure employment and training resources are available to help them in their job search. Part of this process will include ensuring agents are aware of services the Career Center offers. Some of the services provided by CareerWorks include: assessing the unique qualifications of veterans and understanding how their skills and abilities will fit with civilian

careers; assistance with resume development and; preparation for job interviews etc...

BAWIB will be partnering with Faith and Community Based Organizations in the 10 cities and towns it serves, which offer support to veterans from their communities. The Workforce Investment Board will also outreach to employers who are able and willing to put veterans to work. Information gathered from this meeting will be used to formulate ideas about how to better serve veterans returning home by helping them get back to work at jobs with family sustaining wages.

The Brockton Area Workforce Investment Board (BAWIB) is one of 16 Workforce Investment Boards (WIBs) statewide working to build links between the business community and the workforce. The Boards oversee

and implement workforce development activities in the Commonwealth. The Boards are composed of private sector business people, labor, education, and community leaders, and serve as conduits for federal and state workforce development funds. Through the One-Stop Career Centers and the Youth Councils, the Workforce Boards also help connect employers with job-seekers and provide current members of the workforce and those seeking employment, with the training they need. The Brockton Board serves the following cities and towns: Brockton, Stoughton, Abington, Whitman Bridgewater, East Bridgewater, West Bridgewater, Easton, Hanson and Avon.

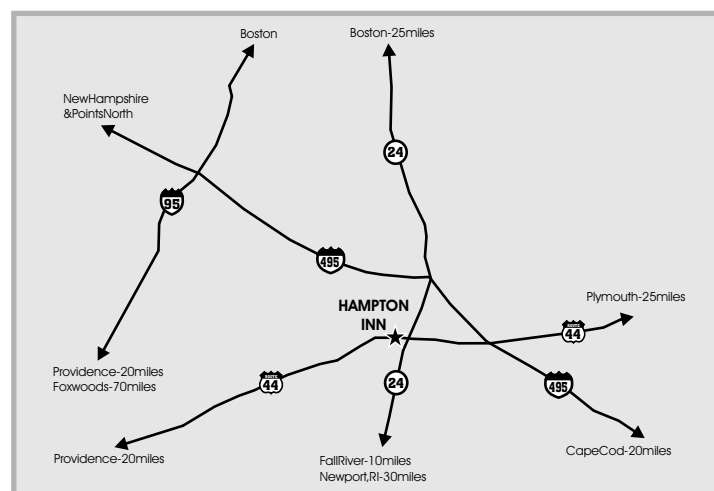
For more information contact Sal Pina at 508.584.3234.

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

BUSINESS EVENTS Planner

June 10

Government Affairs Meeting

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

Join other Chamber members for this opportunity to interact with legislators and hear first hand what is in store for the business community on Beacon Hill. Please RSVP by June 9, 2005 at 508.586.0500 ext. 221

June 15

ATHENA Award Breakfast

7:30 - 9:15 am
 Radisson hotel and Conference Center
 195 Westgate Drive, Brockton

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

Please RSVP by June 14, 2005 at 508.586.0500 ext. 221
 \$16 for members / \$23 for non-members

June 22

SBA Workshop

2:00 - 3:30 pm
 CareerWorks
 34 School Street, Brockton

Gain a better understanding of the various SBA programs and services available to prospective and current entrepreneurs.

Contact CareerWorks for more information at 508.513.3400

IT'S EASY TO REGISTER!

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E-mail: info@metrosouthchamber.com

Send reservation and payment to:



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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 _____

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