



# Action report

March 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.



Marianne Wroble Cox, page 6



Basan Nembirkow, page 10



Mazen Eyneni, page 5

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## Metro South Chamber Among Best in Nation

### Five Stars Awarded by U.S. Chamber

Washington D.C., March 1, 2006 – The United States Chamber of Commerce today awarded the Metro South Chamber of Commerce with its highest Accreditation designation reflecting the chambers effective organizational procedures and its commitment to the Metro South community. “Accreditation is one of the highest honors bestowed upon chambers. We are proud to recognize the Metro South Chamber and its members for

helping to advance the principles of free enterprise – the bedrock of this prestigious award,” said Thomas Donohue, U.S. Chamber



President and CEO. U.S. Chamber of Commerce Accreditation validates a Chamber’s commitment to

organizational excellence. To achieve Accreditation, a chamber must meet minimum standards in their operations and programs, including areas of governance, government affairs, technology, planning and finance. This extensive self-review can take an organization from six to nine months. The final rating, Accreditation with 3-Stars, 4-Stars, or 5 Stars is determined by the accrediting board, a panel of U.S.

*Accreditation article continued on page 10*

## Food & Fun for the Family

### Restaurant Week - March 22, 2006 - The Shaw’s Center, Brockton



The Metro South Chamber of Commerce, National Grid, WBET Radio 1460 AM, and The Enterprise will present the 14th Annual “A Taste of Metro South”

on Wednesday, March 22, 2006, from 5:30 - 8:00 pm, at The Shaw’s Center, located at

One Feinberg Way, Brockton.

The Taste will feature samples from Brennan’s Grill & Irish Tavern, Brockton Hospital, Caritas Good Samaritan Medical Center, Carmen’s Cafe Nicole, Carmen’s Mexican & American Restaurant, C.B. O’hanley’s Table and Tap,

*Taste article continued on page 9*

## A Beacon Hill Breakfast



Kerry Healey, Lieutenant Governor

The legislative edition of the **Good Morning Metro South** breakfast program is scheduled for **Thursday, April 27, 2006** from 7:30 to 9:15 a.m., at the Massasoit Conference Center on Crescent Street in Brockton.

Kerry Healey, Lieutenant Governor of Massachusetts, will

be the featured speaker.

Kerry Healey was elected Lieutenant Governor of Massachusetts in 2002 and serves as a key policy advisor on

*Legislative article continued on page 5*

Join the Chamber of Commerce **NOW!**  
Call

508.586.0500 x 225 or 229

## Build Your Chamber & Help New Orleans

### Membership Drive – May 9, 10, 11

Becoming a member of the Metro South Chamber of Commerce provides your business opportunities to accelerate its growth. When you join the Chamber, you become a leader within the business community and a member of the region's most dynamic advocacy organization. Membership means potential new business prospects, new savings, access to valuable resources and

*Drive article continued on page 11*

### “English for All Workers” Summit



Article on page 10

## Nominations Being Accepted for Small Business Awards



2005 Small Business of the Year Award recipient John Hurwitz of Northeast Wholesale Nail & Fastener Supply Company and the 2005 Entrepreneur of the Year Award recipient Jeffrey Chrzanowski from Spark Street Auto Body.

The Metro South Chamber of Commerce and Bank of America Small Business Services are joining forces to recognize the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region. All members are invited to participate in the selection process to name the 15th Annual Small Business of the Year and Entrepreneur of the Year award winners. "Small businesses are the backbone of our local economy. Each year, we are proud to turn a special spotlight on small businesses and their valuable contribution to our community," said Christopher Cooney, president and CEO of the Metro South Chamber.

**Nominating someone is easy...** You may nominate your own business or any other business you deem worthy. Submit a summary of your reasons for the nomination, based on the criteria listed below. Call or fax the Chamber office for nomination forms. You may include any additional documentation that will help illustrate why the business is deserving of the award. Nominees do not need to be members of the Chamber. Nominees must be a for-profit business.

### Criteria:

**Employment/Staying Power.** The Small Business of the Year nominee must have been in business for a minimum of three consecutive years under the current ownership, and have fewer than 50 full-time equivalent employees. The Entrepreneur of the Year nominee must have been in business less than three years, and have fewer than 10 full-time equivalent employees.

### Growth.

The nominee should demonstrate growth in employees, revenues, and profitability.

### Innovation.

The firm should demonstrate creativity and imagination in the development of its business or in its product or service

### Social Responsibility.

Nominees should reflect internal and external social responsibility, which may include one or more of the following points: strong, comprehensive employee relations programs; efforts by the company and its staff to aid or benefit the community through personal involvement and/or donations of company resources; efforts to encourage diversity in its workforce and management; activity in the business community through involvement in industry or professional organizations; and development of other programs relating to social and community betterment.

**Nominations are due by March 17, 2006.** Call the Chamber office at 508-586-0500 ext 231 to request an easy-to-complete nomination form. Winners will be selected by the Chamber's Award Selection Committee and will be announced at a special awards program in May. Award recipients will receive an engraved plaque and extensive promotion honoring their business and achievements.

## Meet, Greet & Serve Fellow Members

*Next Meeting: Wednesday, April 5, 2006 - 7:30 am*

The next **Ambassador meeting** will meet on **April 5** from **7:30 - 9:00 am** at Thorny Lea Golf



Becoming an Ambassador is easy! Call John at 508.586.0500 ext. 225 and join today.

Club, prior to the Membership Drive Kick-off breakfast.

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

To become an Ambassador, please contact John Dudley at 508.586.0500 ext. 225.

## MEMBER Orientation

*March 15, 2006 - 8:00 a.m.-9:00 a.m.*

Join us for a Member Orientation at the Chamber of Commerce building on Wednesday, March 15, 2006. The Member Orientation gives new members, prospective members, and new employees of existing member companies an opportunity to network and explore the many programs and services available to Metro South Chamber members. Whether you're a new member, new to your company, or a long-time member who wants to know "what's new at the Chamber", you'll be welcome at this session.

The orientation will begin promptly at 8:00 a.m. Coffee and refreshments will be provided. Please bring plenty of business cards for networking and some promotional materials about your business to share.

The Member Orientation is free, but pre-registration is required. Please call 508.586.0500 ext. 221 to register or email [info@metrosouthchamber.com](mailto:info@metrosouthchamber.com).

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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.

Website Design by [www.mc-internet.com](http://www.mc-internet.com)

*Networking at Events*

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

**MARCH** *Calendar*

- 10** English for All Workers Forum 11:30 am -2:00 pm  
*Brenner Conference Center, New England Sinai Hospital, Stoughton*
- 14** Executive Committee 4:00 pm
- 15** Member Orientation 8:00 am
- 17** Government Affairs 7:45 am
- 22** A Taste of Metro South 5:30 - 8:00 pm  
*The Shaw's Center, One Feinberg Way, Brockton*
- 29** Board Meeting 12:00/Noon

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

*Coming up*

**April**

- 5** Membership Drive Kick-Off Breakfast 7:55 - 9:00 am  
*Thorny Lea Golf Club, 159 Torrey Street, Brockton*
- 6** Human Resource Management Council 7:30 am  
*Radisson Hotel and Conference Center, 195 Westgate Drive, Brockton*
- 14** Government Affairs 7:45 am
- 21** Re-dedication of the Civil War Soldier Memorial 11:00 a.m.  
*Perkins Park, North Main Street, Brockton*
- 27** Legislative Breakfast 7:30 am  
*Massasoit Conference Center, Brockton*

*Save the date*

**May**

- 3** Ambassador Meeting 8:00 am
- 9, 10, 11** Membership Drive 7:30 am
- 12** Government Affairs 7:45 am
- 16** Business First Expo 11:00 a.m. - 3:00 p.m.  
*The Shaw's Center, One Feinberg Way, Brockton*
- 16** Small Business Awards Luncheon 12:00 - 1:15 p.m.  
*The Shaw's Center, One Feinberg Way, Brockton*
- 17** Executive Committee 4:00 pm
- 29** Chamber Closed - Memorial Day
- 31** Board Meeting 12:00/Noon

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**  
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 info@metrosouthchamber.com  
 www.metroouthchamber.com

Photography by Eagle Photography

# GOODNews

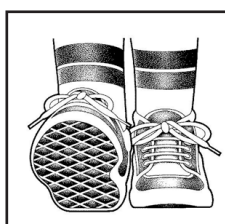
## Here is What a Standing Ovation Looks Like on Paper!

Save the date for an event that will rock and roll!

You're invited to Graceland, our signature party set within the exhibition "The Edges of Grace: Provocative, Uncommon Craft," curated by Gail M. Brown, on Saturday, April 22, 2006 at the Fuller Craft Museum.

Proceeds benefit exhibitions and educational programs at Fuller Craft Museum, the most exciting place to be in the world of contemporary craft.

Individual and corporate sponsorship opportunities are available. For more information, please contact Nicki Meade Draves at 508.588.5000 x123 or email [devassoc@fullercraft.org](mailto:devassoc@fullercraft.org).



Old Colony Hospice's largest fundraiser, "Stepping Out for Hospice,"

the 8th Memorial Walk will take place at Stonehill College on April 23, 2006.

The business and family communities of Randolph are encouraged to form a team, solicit sponsors and join the walk. The 2-mile loop will begin at 12 noon, with registration starting at 11:00 a.m. There will be a DJ, plenty of refreshments, and Kids Korner. Raise at least \$25 and get a free Stepping Out T-Shirt. Team and individual awards will follow the walk – Have your team win the Spirit Award for "Most Team Spirit."

"Last year our WALK raised \$125,000. Funds will be used for our services, bereavement programs, and for the medication endowment - it all stays in the community for our patients," says Marilyn Jackson, Chamber member, and Director of Development for Old Colony Hospice.

For further information call

Marilyn at 781/341-4145 or via e-mail [mjackson@oldcolonyhospice.com](mailto:mjackson@oldcolonyhospice.com).

Media Concepts is Moving! Media Concepts Video Production and Website Design is moving from the Edison Entrepreneurial Business Incubator within the Metro South Chamber building to a larger, more spacious location at 79 South Ave. in downtown Whitman.

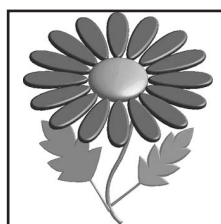
This new storefront location will allow Media Concepts to offer walk-in service for videotape duplication and video/movie to DVD transfers. For more information contact Joe Goldsberry at 774-240-1152 or visit [www.mc-internet.com](http://www.mc-internet.com).

Gov. Mitt Romney and Lt. Gov. Kerry Healy have presented Assaad Sayah, MD, FACEP, of Canton, chairman of the department of emergency medicine at Caritas Good Samaritan Medical Center, with a citation recognizing his support and compassion for the victims of hurricane Katrina during the Commonwealth's Operation Helping Hands.

Operation Helping Hands was an effort of the Massachusetts Department of Public Health, Massachusetts Emergency Management Agency and Massachusetts College of Emergency Physicians, of which Dr. Sayah is president, to bring appropriate resources together to support Katrina victims.

According to Dr. Sayah, Operation Helping Hands supported Katrina victims basically in four ways: 1.) recruiting hundreds of volunteers from all health care disciplines, including engineering, physicians, security and a host of others; 2.) planned for housing, emergency medical services, inoculation, isolation space, beds at area hospitals and

all types of personal supplies, ranging from medicine to blankets to telephones; 3.) coordinated charitable contributions of money and supplies from area hospitals, the Red Cross and Catholic Charities; and 4.) opened a fully staffed medical clinic at Otis Air Force Base to manage patients and to triage patients who needed to be transferred to hospitals.



Back by popular demand! The Brockton Garden Club is once again

sponsoring "The Brockton Garden Show" on Sunday, April 2, 2006 from 10:00 AM to 4:00 PM at the Shaw's Center, 1 Lexington Avenue Brockton. This community event is FREE.

The 2005 Garden Show was attended by more than 3,000 adults and children and was generously supported by the Brockton Business Community and friends of the Brockton Garden Club.

The 2006 Garden Show will feature 40+ vendors and 4 seminars. The first of the seminars will be "Ask The Experts", a question and answer period at 11:00 AM. Lawn Care will be the topic at 1:00 PM, followed by Victory Gardens' and People, Places and Plants' "Mr. Red Suspenders", Roger Swain, at 2:00 PM. Holmes Mc Duffy will offer a floral demonstration at 1:00 PM.



Bridgewater State College will be hosting its Annual Job Fair Wednesday, April 5, 2006 - 11:00 a.m. - 1:30

p.m. in the Campus Center Ballroom. The annual Job Fair is a great way for employers to meet a large number of potential candidates looking for full-time, profes-

sional-level positions (positions that require a bachelor's degree). The Career Services Office provides a comprehensive marketing effort for the Job Fair so that employers can expect to see over 400 candidates at this event. This event is open to all BSC students, alumni and the community at large; as such you may have the opportunity to speak with first time or entry-level, seasoned professionals and students interested in internship or summer employment. If you are interested in attending, please complete an online job fair request form at [www.bridgew.edu/CareerServices/jfrequestform.cfm](http://www.bridgew.edu/CareerServices/jfrequestform.cfm)

"Massasoit Motivations", the workforce development breakfast training series provided by Massasoit Community College announces "Develop Lean Strategies for Any Business". The guest speaker has over 20 years of professional experience in industry and education, including 17 years of Quality Assurance, Process Engineering, and Product Development. Are you new to Lean? Join us for this information-packed introduction to Lean. See how service firms can benefit too! Maximize your company profits and get your employees excited about implementing these strategies! This training breakfast will be held in the Louison Board Room on the Massasoit Community College Brockton Campus on Wednesday, March 15, 2006. Registration and continental breakfast begin at 8:15 a.m. and the program runs from 8:30-10:00 a.m. Massasoit's Professional Development Center is coordinating the event and can be contacted at 508-588-9100 x2011 or x2013 for registration information.



## Small Business Assistance

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, March 15, 2006. Contact CareerWorks at 508.513.3400 for further workshop information.

## MEMBERProfile

### Angels Healthcare Companies



Mazen Eneyani, MD

**Address:** 536 Washington Street,  
Abington, MA

**Phone:** 781.871.3773

**Fax:** 781.871.3771

**Website:**  
www.angelshealthcare.com

**Year Established:** 1999

**Number of Employees:** 50

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

At Angels Healthcare we provide the customer with quality service & one stop shopping for their outpatient medical needs. We even transport our patients to & from our center for free.

**What is your market area?**

We service Massachusetts and are expanding toward the Newton area from the original region of the South Shore.

**What markets do you serve?**

We service all persons & companies looking for medical outpatient centers or transportation.

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

We are committed to be the name to trust in healthcare.

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

Physician of the Year Award, 2005  
Business of the Year Award, 2006  
(to be presented March 15 in Washington, D.C.)

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.

Legislative article continued from page 1  
Governor Romney's leadership team.

Lieutenant Governor Healey has taken on a broad range of assignments to advance the Romney Administration's reform agenda. She is the primary contact for municipal leaders regarding local finance and budget issues and co-chairs the Commonwealth's five Regional Competitiveness Councils, which are responsible for regional economic development initiatives. Healey currently chairs several special commissions for the Governor focused on criminal justice

reform, sexual and domestic violence, homelessness and the maritime economy. She also presides over the Governor's Council, the body responsible for confirming the Governor's judicial appointments.

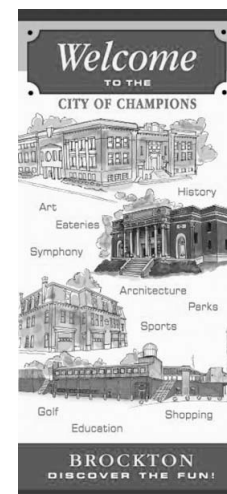
From 1987 to 1997, Healey enjoyed a distinguished career as a law and public safety consultant at Abt Associates, Inc., in Cambridge, MA. While at Abt, she conducted extensive research for the U.S. Department of Justice related to child abuse and neglect, domestic violence, gang violence, victim and witness intimidation and the prosecution of drug crimes. Healey's findings led her to author four books and numerous articles focused on improving standards and practices throughout the criminal justice system.

## New Brockton Map

The Metro South Chamber of Commerce is pleased to announce the production and release of a new Brockton city map.

The map features hand drawn buildings, historical sites and hotel locations as well as many local attractions.

"The map is an artistic rendition of the rich architecture and numerous fun places in Brockton," said



Chamber President and CEO Christopher Cooney. Maps are being distributed throughout the region and are available at the Chamber office located at 60 School Street in Brockton.

The cover of the new Brockton city map. Hand drawn and colored by Designer Ellen Moore

Prior to her election, Healey was Chairman of the Massachusetts Republican Party and is credited with successfully re-energizing and expanding the party's grassroots base, laying the foundation for the party's current record setting fundraising effort.

Healey graduated from Harvard College in 1982 and received a bachelor's degree in government. She was awarded a

**Sponsored by:** Rotary International  
Scholarship in 1983 and



earned a Ph.D. in political science and law from Trinity College in Dublin, Ireland. In 1985, Healey was

chosen to be a visiting researcher in the International and Comparative Legal Studies Program at Harvard Law School and continues to pursue her interest in international affairs as a member of the Council on Foreign Relations.

As always Good Morning Metro South is a great networking opportunity. Guests are encouraged to stay for informal networking immediately following the program. Begin your day by joining other Chamber members for breakfast and networking at 7:30 a.m. Pre-registration is required and easy. To register or for further information call the Chamber at 508.586.0500 ext. 221 or by registering online at [metroouthchamber.com](http://metroouthchamber.com). The cost is \$20 for members and \$27 for non-members.



# GOVERNMENT *Affairs*

*Next Meeting: March 17, 2006 - 7:45 am*

The **Government Affairs monthly meeting** will be held on March 17, 2006 at the Chamber Headquarters. The Government Affairs meeting provides an opportunity for member businesses to discuss issues

important to them with their elected officials.

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

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

*Human Resource Management Council*  
*April 6, 2006 - 7:45 am*

The next **Human Resource Management Council (HRMC)** meeting will take place on **Thursday, April 6, 2006** at the **Radisson Hotel and Conference Center in Brockton.**

Join us for this special seminar

that will help equip you to meet new challenges facing HR professionals. Pre-register by calling 508.586.0500 ext. 231. The cost is \$18 for members and \$28 for non-members.

# Nominations for ATHENA Award Now Being Accepted



Marianne Wroble Cox, 2005 ATHENA Award Recipient

Foundation's philosophy of incorporating the talents and expertise of women into the leadership of our businesses, our communities, and our government. The spirit of the ATHENA Program is captured in the following quotation from Plato: "What is honored in a country will be cultivated there." By honoring exceptional leaders, others will be encouraged to excel.

On Thursday, June 15, 2006, the Metro South Chamber of Commerce will present the ATHENA Award to an exceptional individual who has achieved excellence in his/her business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

To nominate an individual, please contact Kerrie Blake at 508.586.0500 ext 231. An ATHENA Award nomination form will be mailed upon request. Nominations are due by Friday, May 5, 2006.

The Metro South Chamber of Commerce and Sovereign Bank are pleased to announce the 2006 ATHENA Awards program. The program was created in 1982 and has expanded to over 350 cities in the United States, Russia, and Canada. It is presented in the form of a hand-cast bronze sculpture, symbolizing the strength, courage and wisdom of the recipient.

The Metro South Chamber of Commerce believes in the values underlying the ATHENA

# Re-dedication of Civil War Soldier

On November 12, 1907 the Fletcher Women's Relief Corps presented a 29-foot granite statue of a Civil War soldier to the City of Brockton. The statue, given in memory of those who served in the Federal Army and Navy, inscribed "We Honor Their Nobel Deeds" stands in Perkins Park on North Main Street.

A falling tree limb damaged the statue breaking off his left hand, the top of his rifle, and part of his cap. It had remained in this condition for over fifty years.

Through grants and efforts of the Metro South Chamber of Commerce and the Military Historical Society of Massachusetts restoration was made in the fall of 2005 through Rika Smith McNally & Associates of Framingham.

On April 21, 2006 at 11:00 a.m. the Chamber will host a re-dedication of the Civil War Soldier

memorial at Perkins Park on North Main Street in Brockton.

For more information on the re-dedication please call Sarah DeBettencourt at 508.586.0500 ext. 222.



The Civil War Soldier Memorial located in Perkins Park, North Main Street, Brockton

**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
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- Professional Counseling (by appt.)
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## Building Here, Assembling There

### South Shore Residents Building Homes for Katrina Hurricane Victims

Article Provided by: Stanley Hurwitz, South Shore Tri-Town Development Corporation



A victim of Hurricane Katrina holds up a picture of their house with the back drop of where it was before Katrina hit in August of 2005.

This month, members of several South Shore churches are joining forces to build frames for houses for victims of Hurricane Katrina who are still homeless six months after the disaster. Completed frames for five houses will be trucked to Gulfport, Mississippi, one of the hardest hit areas, where they will be assembled on new concrete slabs.

‘Operation Rebound,’ as the project is called, is a partnership of area churches, builders and building material suppliers. The idea evolved when several South Shore residents flew to Gulfport shortly after the hurricane to assess the needs; then returned determined to help.

Mark Lundquist of Whitman, owner of Fortress Builders, visited Gulfport twice after the hurricane hit. He says, “The need is so huge it will take them 10-12 years to recover. Progress is slow, but the victims are still in need.” Lundquist isn’t new to volunteer construction projects. In the past, he helped put a new roof on a church in Brazil, and built houses in Mexico.

Another organizer, Coast Guard Captain Bob Durfey of Marshfield, says the group has enough volunteers – about 100 people, including 30 carpenters and other craftsmen -- but still needs donations of cash, building

materials and air miles. Most of the local framing work will be completed on Saturday, February 18.

One hurdle for the group was finding a building large enough for volunteers to simultaneously assemble frames for five 3-bedroom houses. “We knew about the unused structures on the former South Weymouth Naval Air Station,” says Durfey. He commends Executive Director Terry Fancher and Facilities Manager Rick Packard of the South Shore Tri-Town Development Corp., the agency overseeing base redevelopment, for allowing the use of the former firehouse on the Base. The project will require about 6,000 square feet indoors plus a large outdoor staging area.

In March, several volunteers will travel to Gulfport to work with members of St. James Baptist Church to help assemble the five 3-bedroom homes on their waiting foundations. The homes are earmarked for single mothers with three or more children who lost everything in the storm.

Churches involved include South Shore Baptist of Hingham, North River Community of Pembroke, and First Baptist of Rockland, among others. Mark Lundquist says among corporate supporters are Cape Cod Lumber of Abington and Sampson Lumber of Pembroke.

Captain Durfey says interested individuals are welcome to come and watch -- and bring monetary or air mile donations. “We need money to buy more materials and air miles to help send a contingent to Gulfport to complete the work on site,” he says.

To donate, contact Rev. Seth Rogers, Assistant Pastor of the South Shore Baptist Church, 579 Main St., Hingham, Mass. 02043. Phone: 781-749-2592; email: office@southshorebaptist.com.

## How to Start an Import/Export Business



If you are one of the many individuals or companies interested in the opportunities involved in importing and exporting this seminar is for you!

This program will discuss the basics of starting a new business and will provide overviews of importing into the U.S., exporting products overseas and sourcing products. Presentations include best practices for a successful sales strategy, identifying distributors and utilizing the Internet to promote your import/export business.

A resource area will include information about business services and local assistance for new businesses: Melinda Ailes, Senior Management Counselor - MSBDC Network; Roger Gomez,

President - World Express, Inc.; Ginny Greiman, Deputy Director/Chief Legal Counsel - State Office of Minority and Women Business Assistance (SOMWBA); James McLaughlin, Assistant Port Director, Trade - U.S. Department of Homeland Security, Customs and Border Protection; Edward Merguerian, International Trade Specialist - U.S. Department of Commerce, Commercial Service; Toby Stapleton, Executive Director - International Trade Assistance Center; Michael Sullivan, International Trade Counselor - Massachusetts Export Center

The workshop will be held on **May 2, 2006** at the Metro South Chamber of Commerce. The cost is \$30 per person and included seminar materials and breakfast. Registration begins at 8:00 am. Please call **617-973-8664** for further information or to register.

## The Importance of Keeping Records

Article provided by:



There is an old joke among business owners that says if you own your own business you must keep three sets of books. The first shows figures that indicate your business is more profitable than it really is. This is what you show to a prospective buyer if you decide to sell your business. The second set shows your business to be far less profitable than it truly is. These you use when filing tax returns. The third set is for your own information. These are true figures. Remember, I said this was a joke, only.

Actually, all you need to do, from my point of view, is keep accurate and detailed records of everything related to your business. In essence, the concept is quite simple. Draw a vertical line down the center of the page. On



Call a SCORE counselor about what is considered a business expense.

one side of the line put down all the amounts of money that come into your business and on the other side you list everything that goes out. Add them up and put a plus for profit and a minus for loss. Of course, that’s an over simplification. An accountant will tell you what records you must keep and will often give you sound advice on the overall financial picture of your business. And he/she will know how to best handle you tax responsibilities.

If you’re just starting out, SCORE’s free counseling can offer advice on basic bookkeeping. Call the Metro South Chamber of Commerce today at 508.587.2673 for an appointment.



# RENEWING Members

Thank You !

65 Market Realty Trust  
 Axiom Construction  
 Avon Greenhouse & Flower Shop  
 Battles Farm Village Apartments  
 Bill's Taxi/A&A Metro  
 Transportation  
 Brockton Pediatrics, Inc.  
 Central Glass Company, Inc.  
 Chapel of New Hope, Inc.  
 Chatham west Associates  
 Christo's, Inc.  
 Comcast  
 Crimson Security  
 Customized Properties, Inc.  
 Dahlborg-MacNevin  
 Funeral Home  
 Direct Media  
 Edgar D. Fulton Realtors  
 Gilson Paperhanging & Painting CO.  
 Hanson Printing Company, Inc.  
 Hayward Boynton & Williams, Inc.  
 John E. McCluskey, Esq.PC

Kilroy Bros Moving & Storage  
 Law Office Of Samuel P. Reef  
 Metro South Athletic Club  
 Nordgren-Fandrich Insurance Agency  
 Peter & Elaine Leahy  
 Reed, Adami & Kaiser, PC  
 Serve New England  
 Smith, Buckley & Hunt  
 Insurance Agency  
 Staples  
 Tosca-Brady Insurance Agency  
 of Randolph Inc.  
 Verc, Inc.  
 W.B. Mason Company, Inc.  
 Westgate Lanes and Pub  
 Westgate Mall Properties, LLC  
 William E. Beyer Design



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

Taste article continued from page 1

Chang Feng on Wheels, Chili's Gill and Bar, Christo's Restaurant, Continental Cafe, Costco Wholesale, Generations Italian Restaurant & Function Facility, Good Days Restaurant, Gowell's Candy, Montilio's Baking Co., Progressions Lounge, Scofield's Restaurant, Simply Sweet Bake House, Smith's Restaurant & Catering, Southeastern Regional School District, Starbuck's Coffee, Tastefully Simple, and The Shaw's Center.

The Taste of Metro South will host exhibits from Bridgewater Florist, Brockton Hospital, Caritas Good Samaritan Medical Center, The Charity Guild, The Children's Museum in Easton, The Enterprise, Holmes-McDuffy Florists, Inc., Metro South



Stephen Brennan, Leah Andrade and Angela Raymond of Brennan's Blackthorne Tavern

Chamber of Commerce, National Grid, Old Colony Elderly Services, Old Colony Hospice, The Rotary Club of Brockton, WBET Radio AM 1460 and The United Way of Greater Plymouth County.

The Taste will also provide continuous live music and entertainment from the Brockton High School Jazz Band, The Jazz Journeymen, and Singer

Frank Vicatta.

Tickets are \$20 in advance and

\$25 at the door. You may purchase tickets at the

three Shaw's Supermarkets in Brockton or at the Metro South Chamber of

Commerce. To purchase tickets by

telephone, or for additional information, call

508.586.0500 ext. 231.

Sponsored by:

nationalgrid

The Enterprise

The Shaw's Center

AM 1460 WBET

## 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](http://www.metroouthchamber.com) or call 508-586-0500 x221.

## It's Open Enrollment Time for Health Insurance

### Health Services Administrators

would like to extend a reminder to all Chamber of Commerce members that open enrollment begins April 1, 2006.

This is an excellent opportunity for Chamber of Commerce members to review their benefit options, to make changes to their health coverage plans, and to enroll any eligible employee who may have previously waived coverage.

This open enrollment is also an opportunity to learn about the various products Health Services Administrators offers to members, such as health savings accounts (HSA) health plans; a new Health Reimbursement Account (HRA) Arrangement, and a Flexible



Spending Account (FSA) which provides a pre-tax benefit to both employers and employees.

If you are self-employed or a small business owner, this is also an opportunity to enroll in a health insurance program best suited to your business needs.

Health Services Administrators offers access to Harvard Pilgrim, Tufts and Delta Dental Insurance. For more information, or to answer any questions you may have, please call **Health Services Administrators** at the following toll free number: 1.877.777.4414.



Health Services Administrators

# "English for all Workers" Summit



**Sponsored by: Verizon and The Enterprise**  
**Hosted by: New England Sinai Hospital**

At this very moment, over two thousand Brockton area residents are eager to learn English so they can participate fully in the local economy. To address this need,



Christine Karavites,  
PROTEAS Customized  
Consulting

the Chamber will convene business, education and community leaders at the "English For All Workers" Summit on Friday, March 10, 2006 from 12:00 Noon until 2:00 p.m. at the New England Sinai Hospital (Brenner Conference Center) in Stoughton, MA.

The program will focus on increasing English language skills training to support the growing immigrant population. Immigrants are an important component of the regional economy and it is important for the region to chart a course of successful integration.



Kirk Davis, The Enterprise

Chamber Chairma Elect, Ray Ledoux will open the program and Enterprise Publisher, Kirk Davis will frame the challenge for the



Dr. Charles Wall, Massasoit  
Community College

region. Mayor James E. Harrington will address the forum. Dr. Michael Goodman, Director of Economic and Public Policy Research at the University of Massachusetts Office of the President, will examine the issue

from a regional, statewide and national perspective. He will highlight the positive economic impact that can result from addressing this important workforce need.



Basan Nembirkow,  
Superintendent of  
Brockton Public Schools

Business leaders such as Jim Blake of Harbor One Credit Union, Peter Neville of Concord Foods and Sue Joss of Brockton Neighborhood Health Center will offer their perspective on the issue.

Education leaders such as Brockton Public Schools Superintendent Basan Nembirkow, Dr. Dana Mohler



Salvador Pina, BAWIB  
(Brockton Area Workforce  
Investment Board)

Faria of Bridgewater State College and Dr. Charles Wall of Massasoit Community College will respond to the business panel.

Other presenters are Sal Pina of BAWIB and Christine Karavites of PROTEAS.

The forum's primary goal is reduce the current waiting list for English language classes by 500 people in 2006. In addition, the summit hopes to find a sustainable solution to this growing problem and keep it from becoming an impediment to future regional economic growth.

Verizon is the premier sponsor of the "English for All Workers" summit. If you would like more information about the forum contact Chamber President and CEO, Christopher Cooney at 508-586-0500 ext. 223.



Dr. Dana Molher-Faria,  
Bridgewater State College

Accreditation article continued from page 1

Chamber board members.

Currently, the top 5 % of Chambers within the United States are accredited. Fewer than twelve chambers within Massachusetts and less than twenty in all of New England are accredited. "This award reflects the commitment we have made as a chamber to provide solid programming, clear organizational procedures and positive economic impact for our members and region," said Steve Hall of National Grid, Metro South

Chamber Chairman.

As one of only two five star chambers within New England, the Metro South Chamber is well positioned to provide leadership on issues of importance to the business community at all levels of government," said Christopher Cooney, President of the Metro South Chamber of Commerce and Chairman of the New England Association of Chamber of Commerce Executives (NEACCE).



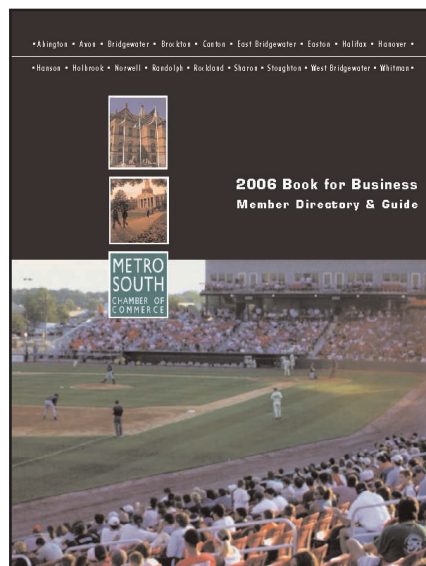
**A business only needs 1 reason to join the Metro South Chamber of Commerce.**

**Here are 10...**

1. Networking
2. Qualified Leads
3. Referrals
4. Business Resources
5. Professional Development
6. Legislative Action
7. Economic Growth
8. Community Betterment
9. Cost Effective Advertising
10. Savings

To learn more about the Metro South Chamber  
call 508-586-0500 ext. 221

## 2006 Business Book, Hot off the Press



The Chamber of Commerce will soon be distributing the **2006 Metro South Book for Business**. The book features area dining, lodging, public golf courses, recreation, legislative leaders, community demographics, regional and economic data and a complete membership listing. The book also includes a full color map of the

Metro South region, highlighting hotels, golf courses, industrial parks, town halls and other points of interest.

The 2006 Book for Business features an array of local photographs highlighting the beauty of the region.

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

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



# NEW Investors

*Making an Investment in our Community!*

## Atlantic Pavement

Ms. Maryanne Kelly  
635 Crescent Street  
East Bridgewater, MA 02333  
phone: 508.378.0189

## Brockton Adult Medical Day Care

Ms. Michelle Castronovo  
25 Christy's Drive  
Brockton, MA 02301  
phone: 508.586.2222  
fax: 508.586.2212  
website: www.bamdcc.com  
*Adult Day Care*

## Brockton Country Club

Mr. Peter Gill  
Samuel Avenue  
Brockton, MA 02301  
phone: 617.561.1953

## Country Club of Halifax

Ms. Karen Messina  
100 Country Club Drive  
Halifax, MA 02338  
phone: 781.293.9061  
fax: 781.294.4768  
website: www.halifaxcc.com  
*Restaurants*

## Deluxe Small Business Service

Mr. Bryon Tempesta  
23 Erik Road #1  
Mansfield, MA 02048  
phone: 774.266.2911  
fax: 774.719.2510  
website: www.nebs.com  
*Business Support Services*



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

## G.P. Industrial Supplies Inc.

Mr. George Papadopoulos  
37 Cushing Road  
Brockton, MA 02302  
phone: 774.274.0853  
fax: 508.713.9300  
website:  
gpindustrialsuppliesinc@yahoo.com  
*Wholesales*

## M C of the Village Corp

Mr. Dan Climo  
24 1/2 Intervale Street  
Brockton, MA 02301  
phone: 508.583.0868  
*Restaurants*

## Masoneilan Dresser

Mr. Christopher Staub  
225 Bodwell Street  
Avon, MA 02332  
phone: 617.823.0588  
fax: 978.777.6277  
website: www.dresser.com

## Progressions Lounge

Mr. Jeffrey Summers  
23 Montello Street  
Brockton, MA 02301  
phone: 508.894.8050  
fax: 508.984.8051  
website:  
www.progressionslounge.com  
*Entertainment*

## Your Best Customer

Mr. John Carroll  
208 High Street  
Bristol, RI 02809  
phone: 781.351.9898  
fax: 401.254.0453  
*Marketing/Public Relations*

*Drive article continued from page 1*



Mississippi Coast Chamber of Commerce post-Katrina

information, access to health and dental plans, a variety of marketing opportunities and more, for you and your business.

On May 9, 10, and 11, many community and business leaders, currently benefiting from membership in the Chamber, will contact businesses that could benefit from membership in the Metro South Chamber of Commerce. This year's drive will feature many exciting incentives for small businesses to join the Chamber, including free radio and print advertising, free admission to several Chamber events, amazing discounts and more. Drive volunteers will get a taste of Mardi Gras – beads, food, and fun! – experiencing this year's drive theme.

As a result of the devastating impact Hurricane Katrina had on the gulf coast in 2005, the economic development of that region has been paralyzed and remains slow to recovery as local businesses and Chambers of Commerce struggle to get back on their feet. This year, the Chamber is pleased to announce that at the conclusion of the 2006 Membership Drive a donation will be made toward re-establishing Chambers in the Gulf Coast area. Money is being

collected with the purpose of setting up temporary occupancy for the affected chambers and providing them with the resources to meet their members' and communities needs, going forward.

Needs include:

- \* Rents
- \* Temporary offices
- \* Phones
- \* Work stations
- \* Data systems
- \* Uninsured property repair
- \* Furniture
- \* Letterhead
- \* Related items

If you are not currently a Chamber member, take this opportunity to listen to someone who is working more intelligently through membership in the Metro South Chamber. Chamber membership is affordable no matter how small your business – 70% of our members have 10 or fewer employees – and it provides your business with tremendous opportunity.

To discuss how the Chamber can help you build a stronger business, or if you are a current member and wish to become a drive volunteer, call John Dudley at (508) 586-0500 ext. 225.



Biloxi Bay Chamber of Commerce post-Katrina

## 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

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.

# School Street to Bourbon Street! \*

If you wish to represent your organization by becoming a membership drive captain or making a prize donation, complete the form below and fax it back to the Chamber at 508.587.1340 by April 5.

May 9, 10, 11, 2006

Team Captain: \_\_\_\_\_

### Volunteers:

- 1. \_\_\_\_\_ 3. \_\_\_\_\_
- 2. \_\_\_\_\_ 4. \_\_\_\_\_

Prize Donation: \_\_\_\_\_

Contact Information: \_\_\_\_\_

*\* To benefit in part the Gulf Coast Chambers of Commerce  
See related article on front cover*

## BUSINESS EVENTS *Planner*

### March 10

#### "English for All Workers" Summit

11:30 am - 2:00 pm

Brenner Conference Center, NE Sinai Hospital  
150 York Street, Stoughton

To raise awareness and to establish a sustainable system for providing English skills to those in need.

Please RSVP at 508.586.0500 ext. 222

### March 17

#### Government Affairs

7:45 a.m.

Metro South Chamber of Commerce  
60 School Street, Brockton

Join other Chamber members for this opportunity to interact with legislators and hear first hand what is in store for the business community on Beacon Hill.

Call 508.586.0500 ext 225 for further information

### March 22

#### A Taste of Metro South

5:30 - 8:00 pm

The Shaw's Center  
1 Feinberg Way, Brockton

This family event is a great opportunity to sample restaurants from through out the region while enjoying live entertainment.

Tickets are \$20 in advance & \$25 at the door.  
Call 508.586.0500 ext 221 for you tickets!

### 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

**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!