

# Action report

November 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.



Sandra Reynolds, page 2



Prime Minister Neves, page 9



Maria Carey Lallemond, page 11

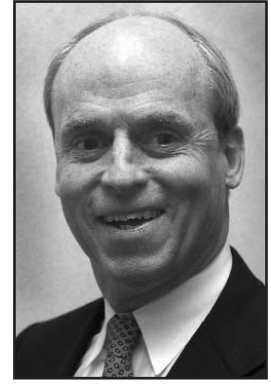
**CONTENTS**

Calendar of Events	3
Good News	4
Renewing Members	9
Upcoming Events	12

## 93rd Annual Meeting & Business-to-Business Expo

Wednesday, November 15, 2005 from 10:30 a.m.-3:30 p.m.

The Annual Meeting and Business-to-Business Expo is soon approaching. Mark your calendars for this special event! Join other business people and community leaders and attend the annual meeting to celebrate businesses working together for the future of the Metro South Region.



Thomas J. Finneran, President, Massachusetts Biotechnology Council

At the Expo explore the products and services of value to your business and profitable business contacts with over four hundred attendees. Be sure to schedule time either before or after the annual meeting to participate in the Business-to-Business Expo.

This years **key note speaker** is **Thomas M. Finneran**, president of the Massachusetts Biotechnology Council. The Massachusetts Biotechnology Council (MBC), founded in 1985, is a not-for-profit organization that provides services and support for the Massachusetts biotechnology industry. The MBC is committed to advancing the development of critical new science, technology, and medicines that benefit people worldwide.

**Metro South boasts over a dozen Bio Tech Firms**  
See related story on page 10

Representing over 440 companies, academic institutions and service organizations involved in biotechnology and healthcare, the MBC works with public leaders to advance policy and promote education, while providing member programs and services.

Prior to his position at MBC, Finneran served as Speaker of the House of Representatives from 1996 to 2003. From 1991 to 1996, Finneran served as the Chairman of the House Ways and Means Committee. In 1979 Finneran was elected to the



House of Representatives. A graduate of Boston Latin School, former Speaker Finneran attended Northeastern University, where he earned a Bachelor of Science degree in Business Administration and Finance. In 1978, he received his Juris Doctorate from Boston College Law School and was admitted to the Massachusetts Bar that same year.

The Annual Meeting is from 12:00 -1:45 pm and the Expo is from 10:30 am - 3:30 pm.

Contact the Chamber at 508.586.0500 ext. 221 to register for this event. The cost is \$41 per person or \$410 per table of ten.

## Ray Ledoux Elected Chamber Chair



Reinald Ledoux, Jr. President, Brockton Transit Authority

Mr. Ledoux is the Administrator for the Brockton Area Transit Authority (BAT) and is also a Certified Financial Planner. BAT oversees an operating budget of over 16 million dollars and services 3 million riders per year within nine communities including Brockton, Bridgewater, East Bridgewater, West Bridgewater, Easton, Stoughton, Avon Whitman, and Abington. BAT also provides direct service to Boston and employment opportunities for approximately 200 people.

Ledoux serves on numerous professional boards related to transit and emergency preparedness.

Article continued to page 6

### Chamber Urges Restraint on Business Taxes

Communities thrive with a solid base of business. Jobs, resources and tax revenues are the result of business-friendly policies and tax rates.

The Chamber urges local communities to adopt business-friendly tax rates that serve to retain and attract businesses while providing for future community growth and advancement.

This year, vote for tax rates that generate a competitive edge for your community.

Make **VOTE** your vote count!

Election Day is November 7, 2006

Visit Today!  
[www.VoteForBusiness.com](http://www.VoteForBusiness.com)



# Chamber Offers Power Purchasing

The Metro South Chamber of Commerce is now offering group power purchasing through competitive energy supplier Constellation NewEnergy. This is a discount electricity-purchasing program. The new program will provide Chamber members the benefit of predictable savings on electricity, so they can more easily and cost-effectively plan their operational budgets. For further informa-



tion, contact Eddie Terrenzi at 508.586.0500 ext 225.



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

# \$3.5 Million for College Students Received



## Kennedy and Lynch deliver check.

Willis J. Hulings III, TERI President & CEO; Lydie Ultimo, TERI Director of TRIO Programs; James E. Harrington, Mayor of Brockton; Congressman Stephen F. Lynch D-Mass; U.S. Senator Edward M. Kennedy D-Mass; and Dr. Adrian K. Haugabrook, TERI Vice President Local College Access Programs.

To learn more, contact Lydie Ultimo of TRIO Programs at 508-513-3471.

# H.R.M.C. Calendar!

## Human Resource Management Council

Sponsored by



Sandra Reynolds

The next Human Resource Management Council (HRMC) meeting will take place on Thursday, **December 7** at the Holiday Inn in Brockton.

The featured speaker is Sandra L. Reynolds, Senior V. P., Employer's Resource Group, Associated Industries of Massachusetts, Inc

Sandy has extensive, in-depth expertise in all areas of human resource management. She is a successful coach, facilitator, public speaker, and trainer. Significant P&L responsibility has enhanced her strategic approach and understanding of the many issues facing

employers today.

Today's savvy organizations make succession planning a primary component of their strategic planning process - but no longer just for management positions. They are taking the principles of succession planning throughout the organization to enhance their ability to attract, develop, and retain the right people for their business.

Join us for a discussion of how the application of succession planning concepts might impact the future success of your organization.

Pre-register by calling **508.586.0500 ext. 231**. The cost is \$18 for members and \$28 for non-members.

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**Frank Gillooly**  
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*Raynham Taunton Greyhound Park*

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**Dana Mohler-Faria** -  
*Bridgewater State College*

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Finance x 230

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Membership and Public Relations x225

**ACTION Report**

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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!

**NOVEMBER Calendar**

**15** **Annual Meeting** 12:00-1:45 pm  
*Massasoit Conference Center, Route 27, Brockton*

**15** **Business-to-Business EXPO** 10:30 am - 3:00pm  
*Massasoit Conference Center, Route 27, Brockton*

**23&24** **Thanksgiving - Chamber Closed**

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

**Coming up  
December**

**1** **Member-Led Seminar** 8:00 am  
*Wynn & Wynn P.C., 90 New State Highway, Raynham*

**6** **Ambassador Meeting** 8:00 am

**7** **Human Resource Management Council Meeting** 8:00 am  
*Holiday Inn, 195 Westgate Drive, Brockton*

**7** **Business After Hours** 5:30 pm  
*St. Joseph Manor, 215 Thatcher Street, Brockton*

**8** **Government Affairs Meeting** 7:45 am

**12** **Executive Committee** 4:00 pm

**14** **Good Morning Metro South** 7:30 am  
*Holiday Inn, 195 Westgate Drive, Brockton*

**20** **Board Meeting** 12:00 pm

**25** **Christmas Day - Chamber Closed**

**Save the date  
January**

**3** **Ambassador Meeting** 8:00 am

**9** **Executive Committee** 4:00 pm

**10** **Member Orientation** 8:00 am

**12** **Government Affairs** 7:45 am

**18** **Good Morning Metro South** 7:30 am  
*Radisson Hotel and Conference Center, 195 Westgate Drive, Brockton*

**25** **Board Meeting** 12:00 pm



**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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www.metroouthchamber.com

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Photography by Eagle Photography

# GOODNews

*Celebrate the great things going on!*

## COSTCO Offers Free Weekend Pass to Chamber Members

On November 18th and 19th COSTCO offers Metro South Chamber members a free pass to the 120 Stockwell Drive, Avon location. For more information call 508-232-4001.



## Tilton Promoted

The Community Bank is proud to announce that Courtney Tilton has been promoted to Branch Manager of the Quincy Street branch.

## BSC Breakfast Speaker Series

Bridgewater State College will welcome Mr. John L. Hornor on Thursday, November 9, 2006. As an authority on communication, "Jack" Hornor has appeared on The Today Show, CNN, The Larry King Show, and National Public Radio, as well as numerous other national and regional programs. Mr. Hornor's talk will be "What's happening? Deal with it! Strategies for Business, Lessons from Life."

To register for this event please call Jenna Stephenson at 508.531.2725 or e-mail at [jstephenson@bridgew.edu](mailto:jstephenson@bridgew.edu).

## Old Colony Hospice Presents "On the Town" Event

Thursday, November 9 / Shaw's Center, Brockton / 6:00 - 10:00pm.

This is going to be a great evening filled with something for everyone! Wine, live jazz, casino tables, hors d'oeuvres, pasta bar and dessert, silent auction and raffle.

Tickets are \$75 per person. Business casual dress.

For more information, to reserve your ticket, sponsor the event, put an ad in the program book or donate an auction prize call Linda Werman 781-341-4145 x 204 or send e-mail to: [lwerman@oldcolonyhospice.com](mailto:lwerman@oldcolonyhospice.com)

## Association Launches Drive to Save Little Red Schoolhouse

For more than a century, the Little Red Schoolhouse has stood as a testament to Brockton's commitment to education.

The Little Red Schoolhouse Association is seeking donations and new memberships to help raise money for necessary building repairs, and this year is holding a Holiday Card sale to garner additional funds. Local artist William Beyer, painted a stunning snowy scene with the Little Red Schoolhouse as its central focus. The cards are now available in packs of 20 for \$20.



Card with winter scene-painting by W. Beyer

All donations, orders and inquiries may be directed to the Little Red Schoolhouse Association, 181 Copeland Street, Brockton, MA 02301 or by calling Mrs. Janice Beyer at (508) 586-4906.

## Rodriguez Joins Baynes Electric

Baynes Electric Supply, headquartered in Brockton, MA, is pleased to announce that Michael Rodriguez of Marshfield, MA has joined the company as an outside sales manager. Michael has a background in sales and marketing inside and outside of the electrical industry. He will be an instrumental part of the growth of the company's new location in Hanover, MA. Baynes Electric Supply is a wholesale distributor of electrical supplies with locations in Brockton, Hyannis, Martha's Vineyard, New Bedford, Boston, Canton, Wareham, Hanover, Nantucket, E Providence RI and Middletown RI.

## HarborOne Offers Gift Card Drawings

HarborOne Credit Union has launched a major advertising campaign promoting the opening of new checking accounts. For any new checking account opened with either direct deposit or online bill payment the customer will receive a \$50 Stop & Shop gift card. In



John Mearls of HarborOne Credit Union's Montello Office presents gift card to Brad Smith of Brockton (left).

addition they are offering a \$25 Stop & Shop gift card for referrals that result in a new checking account.

Three drawings are being offered during the campaign.

Brad Smith was the winner of the first drawing. There is no purchase necessary to enter the drawing. Rules available at any HarborOne branch.

In addition HarborOne will donate \$1 to the United Way for every new checking account opened during the campaign.

## Nickley Joins Rockland Trust

Rockland Trust Company announced the appointment of Michael E. Nickley as Senior Vice President, Residential Mortgage Division. In this role, Mr. Nickley



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will be responsible for all mortgage operations for the bank.

Mr. Nickley has an extensive background in residential lending.

Mr. Nickley holds a Bachelors of Arts degree in Political Science from Bridgewater State College.



Michael E. Nickley

### Media Concepts Assists United Way

Joseph Goldsberry from Media Concepts in Whitman has just produced an eight (8) minute video for the United Way of Greater Plymouth County. The video is available to show to any company, community group or gathering of interested individuals. It highlights some of the programs that the United Way of Greater Plymouth fund and some of the generous companies that support their efforts to "improve lives by mobilizing the caring power of communities".

### D.A.R.E. 5th Annual Celebrity Pool-A-Thon

D.A.R.E. Massachusetts, Inc., a not-for-profit organization and Super Bowl Champion New England Patriots linebacker Mike Vrabel, and his teammates will be at the Charlie Horse Restaurant, West Bridgewater, for the 5th Annual Celebrity Pool-a-thon Monday, November 13, 2006.

They are seeking sponsors to help defray costs that include the pre-game dinner for the players and their wives; gift bags/gifts for all our participants; the cost of our silent auction items; and the cost of our grand prize raffle. All the sponsors will be recognized on our website; have their logo on individual banners that will be hung in the pool table room or be provided with passes to enter the tournament area, which is closed to the general public.

For more information call Domemic DiNatale at 781-324-5055.

### Advanced Ultrasound Imaging Technology at Brockton Hospital

Brockton Hospital received a \$150,000 gift from the Chrystine M. Sullivan Foundation, matching a grant of the same size from an anonymous donor. The total gift of \$300,000, the largest private gift in the hospital's history, allows Brockton Hospital to acquire new 3D digital ultrasound equipment, offering advanced diagnostic capabilities and streamlined ultrasound exams for patients and clinicians.

### Bank of America Offers Members Preferred Rates

Metro South Chamber of Commerce members are offered some of the best bank card sales rates available anywhere through Bank of America's Credit Card Merchant Services Program. Take advantage of preferred member rates, offered for the Metro South Chamber. This is an opportune time to compare with a guarantee: a \$100 Bank of America Visa Gift Card if proposal doesn't "Meet or Beat" your company program rate. Contact your local Merchant Sales Officer: Heather Young at 508.279.2193 or [heather.young@bankofamerica.com](mailto:heather.young@bankofamerica.com)

### CareerWorks Fall Job Fair

CareerWorks, will host a Fall Job Fair from 10 a.m. to noon on Thursday, November 16, 2006 at the Center, 34 School St., Brockton. The focus of the job fair is entry-level employment opportunities.

For more information or to register, call Kara Galvin at 508-513-3411.

### Botelho Joins SEED Staff

SEED Corporation is pleased to announce that Paula M. Botelho has joined the staff as Vice President and Commercial Loan Officer. Paula has over 20 years of experience in banking with more than 10 of those years as a commercial loan officer.

### The 2nd Annual Massachusetts Conference for Women

December 6 at the Boston Convention & Exhibition Center.

For more information go to [www.MAConferenceForWomen.org](http://www.MAConferenceForWomen.org)

### Tina Glidden Named Manager

Tina Glidden has been named manager of administration and finance for CareerWorks, the Massachusetts One-Stop Career Center serving the Greater Brockton area.



Tina Glidden

Glidden received a degree in management from Eastern Nazarene College. She resides in Brockton.



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GET MORE INFORMATION & REGISTER ONLINE AT [www.MAConferenceForWomen.org](http://www.MAConferenceForWomen.org)



## Excellence in Training

### The Division of Workforce Development and Community Education

"Massasoit Community College's Division of Workforce Development and Community Education has designed a high quality Pharmacy Technician Training program for the community. The instructor is highly skilled and knowledgeable.



PharMerica provided clinical experiences for students of this program at our Brockton, MA location and were so impressed that we recently hired graduates of the program; and they have proven to be mature, dedicated, and hardworking Pharmacy Technicians at PharMerica."

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## Networking at October Breakfast



Dennis Carman of United Way and Joe Kameese of American Business Solutions.



Erik Everton of Constellation New Energy and Robert Kenworthy of Bank of America



## Bridgewater Savings Hosts After Hours

On October 26, 2006 Bridgewater Savings Bank, located at 14 Main Street in Bridgewater, hosted a well attended Business After Hours.



Kevin Brower of HarborOne, Jim Alfieri of North Easton Savings Bank, Jane Barry of HarborOne, and Mike Carriero of North Easton Savings Bank



Jim Murphy of Wheatstone Engineering, Louise Hayward of Massasoit Community College and Paul McShane of Credit and Collections



Lourdes Nieves of HarborOne, Jeff Martucci of HarborOne and Christopher Cooney-CEO and President Metro South Chamber of Commerce



Cheryl Showstack of The Enterprise and Cheryl Buteau of Tele-Dynamics

### Article continued from page 1

He is past president of the Massachusetts Association of Transit Authorities (MARTA) and currently serves as Vice Chairman of the Southeast Homeland Security Council comprised of 96 communities.

Beyond Ledoux's professional affiliations, he has served in a number of volunteer positions with the Metro South Chamber of Commerce including Chairman of the Legislative Affairs Division and Chair-Elect of the Board of Directors. In addition,

he has served as Chair of the Board of the Old Colony Boy Scouts of America and Chair of the Board of the Brockton Area Workforce Investment Board.

Working with the Board, Chamber staff and membership, Ledoux, will champion the Chamber in its mission to serve the interests of member businesses while providing community leadership and ensuring economic advancement within the Metro South region.

## NEW Investors

*Making an Investment in our Community!*

**CentiMark Roofing**  
Mr. David Pineo  
101 Brick Kiln Road, Suite 10  
Chelmsford, MA 01824  
978-275-9259  
**Roofers**

**Child Development & Education, Region 5**  
Ms. Elizabeth A. Reedy  
50 School Street  
Brockton, MA 02301  
508-583-4714

**Human Services Organization**

**Dawn Famosi**  
Ms. Dawn Famosi  
33 Tucker Drive  
Brockton, MA 02301  
508-559-6059

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**Legal Seafood at Braintree**  
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250 Granite Street  
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8 Watson Street  
Carver, MA 02330  
781-270-6840

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**Financial Services**



To Join the Chamber  
Call 508.586.0500  
Eddie Terrenzi x225  
Frank Gillooly x229

## Wait Until You Meet Tiffany

She's the exciting new grand ballroom at the recently expanded, beautifully remodeled Four Points by Sheraton Norwood Hotel and Conference Center. And is Tiffany gorgeous! With fifteen-foot ceilings, alabaster chandeliers, mahogany and granite bars, and garden terrace, Tiffany is a perfect host for elegant weddings, Bar/Bat Mitzvahs, proms, special occasions, company parties and corporate events.

To meet Tiffany in person, and to learn more about her superb cuisine and special event staff, please call 781.255.3159

*The Tiffany Ballroom*

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# Healthcare Reform is Here!

Provided by The NEW Insurance Partnership

The Insurance Partnership (IP) is a great program that can help small businesses with uninsured employees pay for health insurance, including the self-employed. The Insurance Partnership is a State and Federally Funded program. The Insurance Partnership is not a health plan. The Insurance Partnership helps pay for health insurance.

The Insurance Partnership is a Massachusetts state program developed by the Executive Office of Health and Human Services and funded by state and federal governments. It helps qualified small businesses with uninsured employees, and the self-employed pay for health insurance. As part of healthcare reform, the Commonwealth of Massachusetts has expanded the eligibility for uninsured residents by raising the income ceiling for The Insurance Partnership. Now, more uninsured working residents than ever are eligible for the program. Small businesses (those with 50 or fewer full-time employees) with uninsured employees may receive a fixed monthly sum determined by the tier of coverage the employee elects.

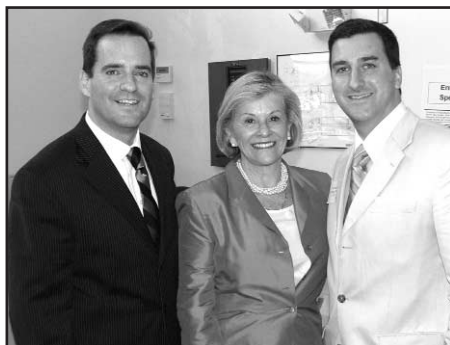


The Insurance Partnership

- \* Removes many of the financial obstacles to health insurance
- \* Makes health insurance more affordable for employees
- \* Improves a company's business reputation
- \* Helps employers attract and retain valued employees and improves morale

Call your local agent or insurance broker who can provide health insurance quotes at no cost to you. All you need is an insurance quote to get started with the Insurance Partnership.

For more information visit [www.4ip.org](http://www.4ip.org)



Christopher Cooney, ITAC Chairman of the Board, State Senator Joan Menard, and Tobias Stapleton, ITAC Executive Director

The award presentation to Menard was preceded by an overview of ITAC's accomplishments the past 12 months. During the brief PowerPoint, Stapleton said ITAC's in-depth assistance was provided to more than 150 companies, predominately manufacturers, during fiscal 2006.

ITAC's goal for the coming year is to provide the regions businesses with world class international trade assistance.

To learn more go to [www.massitac.org](http://www.massitac.org).

On Wednesday September 27th the International Trade Assistance Center honored Senator Joan Menard at the organization's annual meeting held at the Advanced Technology and Manufacturing Center in Fall River.

Senator Menard was named Legislator of the Year for her continued support and commitment to economic development efforts in the southcoast region. "These economic development efforts assist hundreds of companies each year throughout the Southcoast," said Tobias Stapleton, Executive Director of ITAC.

ITAC, is a state funded private non-profit organization that provides free international trade assistance to companies in southeastern Massachusetts including Cape Cod and the Islands. "I'm deeply honored by the award," Menard said upon receiving the award, "ITAC is a great organization and a tremendous resource to the region."

## SEED Makes Micro Loan to Brockton Firm

SEED Corporation has made an SBA Micro Loan to assist with start-up expenses and working capital for Mystique Massage Therapy and Bodywork to be located at 226 Main Street in Brockton.

Owner Valarie Bennett will offer a variety of massage therapies to accommodate individual wellness needs.

The Micro Loan Program provides loans up to \$35,000 which can be used for working capital, leasehold improvements, machinery and equipment, furniture and fixtures. For more information call 508-822-1020 or go to [www.seedcorp.com](http://www.seedcorp.com).

## December Business After Hours

Join us for food and fun while meeting and greeting fellow business professionals. St. Joseph Manor, at 215 Thatcher Street, Brockton, will host a **Business After Hours** ~ Thursday, December 7 from 5:30 - 7:30 pm. This is a great way to

make business contacts in a casual setting. Exposure for your business is your competitive edge, so bring plenty of business cards. The event is \$5 for members and \$10 for non-members. To register, please call 508.586.0500 ext 221.

### GRO-N-THINGS, INC.

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## Do You Have a HR Question?

Try the Human Resource Hotline

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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](mailto:hrhotline@metrosouthchamber.com) or log onto [www.metroouthchamber.com](http://www.metroouthchamber.com). For more information contact Kerrie Blake at 508.586.0500 ext. 231.



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## Business-to-Business Expo '06 Exhibitors

Ameriprise Financial  
Bank of America  
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Blue Cross/Blue Shield of Massachusetts  
Bridgewater Savings Bank  
Brockton Area Networking Group  
Brockton Hospital  
Brockton Rox  
CareerWorks  
Clarion Nantasket Beach Hotel & Conference Center  
Comcast  
Country Club of Halifax  
Crescent Credit Union  
Eastern Bank  
Global Data Systems  
HarborOne Credit Union  
Health Services Administrators  
Hilliard's House of Candy, Inc.  
Home Instead Senior Care  
Home/Health and Child Care Services, Inc.  
Integrated Security, Inc.  
Jack Conway & Company, Inc.

Massasoit Community College  
National Grid  
New England Sinai Hospital & Rehabilitation Center  
North Easton Savings Bank  
Old Colony Elderly Services, Inc.  
Old Colony YMCA/ Boys & Girls Club  
Old Colony YMCA  
RICOH Business Systems  
Rob Peters Entertainment  
Rockland Trust Company  
Sign Design, Inc.  
South Eastern Economic Development Corp.  
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The Community Bank  
The Enterprise  
Timber Lanes, Inc.  
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## Good Morning Metro South - December

*Thursday, December 14 ~ Holiday Inn, Brockton*

J.D. Hall, Publisher and V.P. of **Yankee Magazine** is the featured speaker at the December **Good Morning Metro South** Breakfast on Thursday, December 14, from 7:30-9:00. The breakfast will be held at the Holiday Inn on Westgate Drive in Brockton. A speaker from the US chamber of Commerce will discuss a new awards program being promot-

ed through the Alfred Sloan Foundation and the Chamber of Commerce. The program is called, "When Work Works" and recognizes companies that promote flexibility in the workplace. More information can be found at [www.whenworkworks.org](http://www.whenworkworks.org).

Register by calling **508.586.0500 ext. 221** The cost is \$17 for members

## Jack & Patricia Conway Family Honored

On Wednesday, October 18, 2006, the Plymouth County Children's Advocacy Center (CAC) was named in honor of Jack Conway, head of the largest independently owned real estate firm in Massachusetts. BAMSI and the Office of the District Attorney of Plymouth County are proud to recognize Jack Conway for his caring about people and the community. For many years he has lent his support to many community projects including the MainSpring Shelter and BAMSI's Annual Senior Reception.



Jack Conway, Chairman of Jack Conway & Co. Realtors, his wife Patricia, and Plymouth County District Attorney Timothy Cruz.

## Neighborhood Crime Watch Strengthened

From an article by Jennifer Kovalich, Enterprise staff writer

Brockton city leaders are looking to breathe new life into dormant Crime Watch groups.

Mablene Bennett, a long-time Crime Watch activist has said that the purpose of Crime Watch is to improve the quality of life in neighborhoods. That involves residents being aware of what goes on in their neighborhoods, using "phone trees" to alert others to that information, and providing police with accurate details when reporting incidents. Ward 4 Councilor Paul Studenski, who retired last year as the city's police chief, said Crime Watch is "the most valuable thing we ever built up in this city."

Ward 2 Councilor Michael Brady

said though it is a small percentage of people causing the problems, the impact the shootings have are great. "It's a big concern for me. We worked so hard over the past several years to improve the image of the city," Brady said. "One bad situation can take us 10 steps back."

Al Gazerro, the Police Department's crime prevention officer, said authorities need residents to step up and help out. Information can be given to police anonymously, Gazerro said. "Call the police. It's as simple as that," he said.

To learn more about Crime Watch or to report a crime contact Officer Al Gazerro at 508-941-0200.

## Holiday Parade Celebrates Downtown Brockton on 11/25

Article supplied by Downtown Business Association



Photo by Jocelyn Meek, BPS

Santa arrives in Brockton November 25th.

The annual Brockton Holiday Parade is being sponsored by the Downtown Brockton Association (DBA), the City of Brockton and the Montello Business Association.

The parade will begin promptly at 1:00 p.m. in front of the old BAT Terminal on Main Street, ending at City Hall Plaza. It will feature creative floats, clowns,

marching bands, marching processions and, of course, a very jolly man in red. Parking is available at the parking garage located on the corner of Main and Crescent Streets at no charge.

In years past, the event has attracted over 25,000 people from in and around the Brockton area. Over 2,500 people from community, school, and business groups march in the parade.

Musical organizations and marching processions are encouraged to participate. Awards are presented for the best floats and marchers. Interested in participating in the parade? Please contact the DBA at 508.587.4322.



## Chamber Meets with Cape Verde Prime Minister

On October 10, 2006, His Excellency Jose Maria Neves, Prime Minister of the Republic of Cape Verde met to discuss "Transforming Cape Verde into a Cyber-Island" The meeting was hosted by and held at



Dr. Dana Mohler-Faria, President, Bridgewater State College, Ms. Lou Russo, Director of Government and Community Relations, Comcast Cable Communications, Inc., Cape Verde Prime Minister Jose Marie Neves, Mr. Richard Colon, Director of External Affairs, Verizon and Mr. Christopher Cooney, President and CEO Metro South Chamber of Commerce.

Bridgewater State College.

The Republic of Cape Verde, a newly democratic, post-colonial, African nation is rapidly transforming its economic base. Under the leadership of Prime Minister Jose

countries (LDC). Also in 2005, the Millennium Challenge Corporation, a U.S. government corporation designed to empower some of the world's most impoverished nations, awarded Cape Verde an historic, five-year, \$110-million grant to improve its infrastructure.

Prime Minister Neves traveled to the United States and to South-eastern

Massachusetts to build support for investment in the archipelago's information and communication technology sectors, and to promote his "cyber-island" concept. As part of his visit, Bridgewater State College hosted a meeting for investors, area civic and business leaders, and representatives from the World Bank.



Meeting participants engage in discussion

Maria Neves, Cape Verde has undertaken an aggressive economic transformation strategy that has been met with considerable success. In 2005, the General Assembly of the United Nations adopted a resolution recommending the graduation of Cape Verde from the list of less developed

## Post Your Jobs on the Web for Free

With the click of a button, area employers can now post their job openings for free with CareerWorks, the Massachusetts One-Stop Career Center serving the Brockton area.

A new form on CareerWorks' Web site, at [www.careerworks.org](http://www.careerworks.org), allows employers the convenience of posting job openings online.

Employers can find the form on the home page of CareerWorks' Web site and on the Employer Opportunities page. Simple click on "online Jo Oder Form," complete the form and click on the "Submit Job Posing" button.

Employers who prefer to download the job posting from the web site and return it to CareerWorks by email or fax may continue to do so.

Job postings submitted online or by email or fax are posted with the Massachusetts One Stop Employment System and America's Job Bank, making them accessible to thousands of job seekers.

"Our new online posting services gives employers efficiency, convenience and immediate access to job seekers," said CareerWorks Director Kim McLaughlin.

## RENEWING Members

### Thank You !

Accounting Offices of Daniel Kaplan  
Advanced Hearing Care, Inc.  
AGM Industries, Inc.  
Ailano School of Cosmetology/  
Ultima Designs  
Alcoa Fastening Systems  
Avon Quality Storage LLC  
Baypointe Rehabilitation & Skilled  
Care Center  
Belmont West Associates  
Berish Properties, Inc.  
Bobs Auto Body  
Brockton Community Schools  
Brockton Education Association  
Buyer's Network, Inc.  
Cape Cod Cafe, Inc.  
Capeway Aluminum & Vinyl, Inc.  
Carlo Gavazzi Computing  
Solutions, Inc.  
Catholic Charites South  
Coffee News  
Constellation NewEnergy  
Conway Insurance Agency, Inc.  
Crescent Credit Union  
Curves  
Denise Robichaud Interior Design  
Fallon Community Health Plan  
Federal Telephone and  
Communications  
Gowell Candy Shop, Inc.  
Harvard Pilgrim Health Care  
Hilliards Chocolate System  
Mallory Headsets  
New England Sinai Hospital &  
Rehabilitation Center  
North Abington Co-Operative Bank  
Philadelphia Insurance Companies  
Plymouth County Registry of Deeds  
R & D Albert  
Residence Inn by Marriott  
Rick's Custom Fabrication  
Rose Therese Cap & Gown Company  
Rosen Realty, Inc.  
Seismic Sound DJ's  
SeraCare Life Sciences  
Shields Health Care Group, Inc.  
South Eastern Economic  
Development (SEED)Corp.  
South Shore Elder Care  
Thorny Lea Golf Club  
U.S. Army Recruiting  
United Parcel Service UPS  
Verizon Communications  
Wal-Mart #2904  
William R. Sullivan



To Join the Chamber  
Call 508.586.0500  
Eddie Terrenzi x 225  
Frank Gillooly x 229



## GOVERNMENT Affairs

The monthly Government Affairs meetings are held at the Chamber and provide an opportunity for member businesses to discuss issues important to them with their elected

officials. The next Government Affairs meeting will be held on **December 8, 2006** at 7:45am.

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.



Christopher Cooney-MSCC President, Representative Tom O'Brien and Scott Sanborn, Sovereign Bank at October's Government Affairs meeting.

## MEMBER-LED *Workshop Series*

### First Time Home Buyer Seminar

Thursday, January 18  
5:30 - 7:00 pm  
at the Chamber of Commerce Office  
60 School Street, Brockton

The seminar presented by Eastern Bank will cover how to qualify for a home mortgage. Topics will include Assets, Income, Debt, and Credit.

Mortgage products and rates will be discussed as well as other issues to consider.

To register please call the Chamber at 508-586-0500 x231 by January 11.



## Blogging: A Marketing Communication Tool For Your Marketing Action Plan

Dr. Nora Ganim Barnes, Director, UMass Dartmouth Center for Marketing Research (CMR) will be presenting the findings of her first blog study at Wynn & Wynn, P.C., 90 New State Highway, Raynham, MA on December 1st from 8:00-10:00am. Dr. Barnes' study has attracted world-wide attention and initiated an avalanche of interest and discussion regarding the vast possibilities of blogging as a marketing communication tool.

Top bloggers from around the world participated in the study and shared their insights and advice. Come and hear what these successful business bloggers have to say.

The presentation will cover the nuts and bolts about of blogging including how much time it actually takes, how to manage an effective blog and what essentials you'll need to consider to if you plan to author a blog. If you are wondering if blogging should become an part of your marketing plan, this presentation will help you decide.

Directions: From Rt. 24 take Exit 13B - Route 44 West. Wynn & Wynn is on Rt 44 in Raynham.

The cost for this event is \$10 for members and \$20 for non-members. Register by calling the Chamber at 508.586.0500 ext. 221.

## English Classes to Improve Local Workforce

There are many local organizations offering classes that will grow and improve the local workforce. The following organizations offer a variety of programs in English for speakers of other languages. Call the numbers listed for more information.

### BROCKTON

- Adult Learning Center (Brockton Public Schools) (508-580-7475)
- English Transcultural Center/Catholic Charities (508) 587-0815 x 254

### New Literacy Classes for Beginners

- Training Resources of America a/k/a Massachusetts Job Training (508) 587-6115
- Expressways to English Call (508)580-7595 for information
- Massasoit Community College - 508-588-9100 ext. 1785
- Associacao Caboverdiana de Brockton (Cape Verdean Association)
- Family Preservation Center - Brockton, 508-583-6622
- Trinity Baptist Church - Brockton (508) 588-4668
- First Church of the Nazarene - Brockton, (508) 588-5912

### EASTON

Unity Church - (508)-238-6373

### ROCKLAND

South Coastal Adult Learning Center - (781) 871-8410

### STOUGHTON

Stoughton Adult Basic Education Program - (781) 344-7340

### TAUNTON

Taunton Adult Literacy Program - (508) 977-9565

### BRIDGEWATER

The Literacy Place in Bridgewater: 508-697-9099

### FOR MORE CLASSES

Massachusetts Adult Literacy Hotline #1 (800) 447-8844

### The English For All Workers Initiative (EFAW)

The EFAW, with funding from the Brockton Area Workforce Investment Board and Verizon, is holding classes that are designed to improve English skills while providing an extensive vocabulary unique to customer service representatives within the financial services industry. To learn more about this program contact Christopher Cooney at [chris@metrosouthchamber.com](mailto:chris@metrosouthchamber.com)

## Metro South Grows Biotech Business

Over one dozen biotech companies have moved into the Metro South area. The Metro South region provides exceptional access to quality facilities and skilled workers. To learn more about biotechnology in the Metro South region contact Eddie Terrenzie at the Chamber of Commerce. [Eddie@metrosouthchamber.com](mailto:Eddie@metrosouthchamber.com) or 508-586-0500 x225

### Company

1. Pressure BioSciences, Inc.
2. SeraCare Life Sciences, Inc.
3. Chemic Laboratories, Inc.
4. Organogenesis, Inc.
5. Osmetech, Inc.
6. Serono, Inc.
7. Micro Video Instruments, Inc.
8. New England Photoconductor
9. Digilab, LLC
10. ProMedDx LLC
11. Shuster Laboratories Inc.
12. Biomatic Technologies
13. Spherics, Inc.
14. DePuy Biologics
15. Primera Biosystems

### Address

- West Bridgewater, MA 02379  
West Bridgewater, MA 02379  
Canton, MA 02021  
Canton, MA 02021  
Rockland, MA 02370  
Rockland, MA 02370  
Avon, MA 02322  
Norton, MA 02766-0927  
Canton, MA 02021  
Norton, MA 02766  
Canton, MA 02021  
Stoughton, MA 02072  
Mansfield, MA 02040  
Raynham, MA 02767  
Mansfield, MA 02048

### Website

- <http://www.pressurebiosciences.com>  
<http://www.seracare.com>  
<http://www.chemiclabs.com>  
<http://www.organogenesis.com>  
<http://www.osmetech.com>  
<http://www.seronousa.com/index.html>  
<http://www.mvi-inc.com>  
<http://www.nepcorp.com>  
<http://www.digilabglobal.com>  
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<http://www.biomatic.com>  
<http://www.spherics.com>  
<http://www.depuyacromed.com>  
<http://www.primerabio.com>



## Brownfields to Brightfields

The Brockton Brightfields dedication ceremony was held on October 26. The former brownfield has been redeveloped into a brightfield – a solar energy generating station that converts sunlight to electricity.

The Brockton Brightfield consists of 1,395 SCHOTT Solar modules manufactured in Billerica MA. It is the largest solar array in New England and the largest brightfield in the nation. The brightfield will generate over 535 Megawatt hours of electricity per year - enough to power over 70 homes. The construction cost is \$3.037 million paid for through state and federal grants, a municipal bond, and proceeds from a land sale. The electricity and *Renewable Energy Certificates* are being sold to Constellation NewEnergy.



Robert Varney-US EPA New England Region, State Representative Christine Canavan, City Councilor Linda Balzotti, Representative Stephen Lynch, Mayor Harrington, and Lori Ribeiro, Brockton Brightfields Project Director

The benefits of this project are innumerable. It will generate clean electricity reducing the amount of toxic gases emitted into the air. It will improve the area aesthetically and be a productive asset to the community.

For more information contact Lori Ribeiro at 781-648-2605

## Brockton Area Manufacturers Have More Financing Options

MassDevelopment has the resources to finance manufacturing facilities and equipment, as well as provide export financing to access global markets.

The cap for eligibility on Industrial Development Bonds (IDBs) is doubling from \$10 million to \$20 million allowing Massachusetts manufacturing companies to have more financing options available for the purchase, rehabilitation, or construction of facilities and new equipment purchases. IDBs provide financing at rates as much as two percent below conventional loans.

The recent signing of the Tax Increase Prevention and

Reconciliation Act of 2005 by President George W. Bush has opened the door for large numbers of companies to sell tax-exempt securities to fund their growth. The change allows manufacturers with less than \$20 million in planned capital expenditures to issue tax-exempt bonds. Prior to the law's passage, companies were limited to a \$10 million expenditure cap, a level set in 1978. Other programs including loans and guarantees to support export activities are also available. Interested manufacturers call 1-800-445-8030 to speak with a business development representative at MassDevelopment to learn more about this new opportunity.

## Legislative Reception at Stonehill Attracts Record Crowd



Pasquale Ciaramella of Old Colony Planning Council and State Representative Kathleen Teahan



Anestis Kalontzidis of Congressman Delahunt's Office, Christine Karavites of Proteas Consulting, and Charles Hickey of CareerWorks



Tom Coughlin, Lou Russo of Comcast, and State Representative Christine Canavan



Monique Aleman of Brockton Hospital, State Representative Thomas Kennedy, and John Holiver of Caritas Good Samaritan Medical Center



State Representative Christine Canavan, Fran Dillion of Stonehill College and John Buckley, Plymouth County Registry of Deeds



Brian Donnelly of Cost Management Solution, Plymouth County District Attorney Tim Cruz and Jack Conway of Jack Conway & Company



Mike Yunits, Town of Holbrook and Richard Cronin of Massasoit Community College



Bob Wisgirda of WBET Radio, John and Mrs. Sullivan, Candidate for Lt. Governor and Andrea Papadopoulos of Arista Associates, Inc.



Walter Herlihy of Beacon Financial Planning and Attorney Sabina Carty



Maria Carey Lallemond of Brockton Area Workforce Investment Board and Tina Glidden of South Shore Oil Supply



Bob Wisgirda of WBET Radio, Tim McMullen, Plymouth County Commissioner and Christopher Cooney, President and CEO Metro South Chamber of Commerce



John Holiver of Caritas Good Samaritan Medical Center, State Representative Geraldine Creedon, and State Senator Robert Creedon

# Become a Chamber Member

Leading Businesses. Leading Communities.

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SOUTH**  
CHAMBER OF  
COMMERCE

It was February 14, 1913, when a dozen local business people united to establish the Metro South Chamber of Commerce to display their pride, commitment, and enthusiasm for the community and region. Collectively, businesses working through the Chamber of Commerce produce far more individual and community success than they do working alone. To learn more about displaying your company pride, enthusiasm, and commitment through Chamber membership, call 508.586.0500 ext. 225 or 229.

\* Please be advised that 95% of your membership investment can be deducted as a necessary business expense in accordance with the I.R.S. Service Code Sec. 162(e). Please consult your tax advisor to ensure proper credit for your business.

To join the Chamber, contact Eddie Terrenzi at 508-586-0500 x225

## The Ambassador Team • Win-Win Opportunity!



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.

The next **Ambassador meeting** will meet on **December 6th** from 8:00 - 9:00 am at the Metro South Chamber of Commerce.

Our ambassador team: Mark Gough of Brockton Hospital, Dave Savage of Global Data Systems, Bob Wisgirda of WBET Radio, Bob Tufts of SET Associates, Dan Trout of Community Bank, Maria Carey Lallemond of Brockton Area Workforce Investment Board, Joe Kameese of American Business Solutions, Lori Patel of Sovereign Bank, Deborah Smith of TD Banknorth, Cheryl Showstack of The Enterprise, and Avalon McLaren of West Insurance Agency

To become an Ambassador, call the Chamber at 508.586.0500 ext. 221

## BUSINESS EVENTS *Planner*

### November 15

#### Business-to-Business Expo

10:30 am - 3:30 am

Massasoit Conference Center

Rt.27, Brockton

10:30 a.m. Expo  
12:00 p.m. luncheon, meeting, awards  
1:45 p.m. Expo

Admission is free to Expo.

### November 15

#### Annual Meeting

12 - 1:45 p.m.

Massasoit Conference Center

Route 27, Brockton

12:00 p.m.-1:45 p.m. luncheon, meeting, awards

Tickets:

\$41. members

\$55. non-members

Please RSVP by November 10 at 508.586.0500 ext. 221

### December 1

#### Blogging Seminar

8:00 am - 10:00 am

Wynn & Wynn P.C.

90 New State Highway, Raynham

"Blogging: A Marketing Communication Tool  
For Your Marketing Action Plan"

Tickets:

\$10. members

\$20. non-members

Please RSVP by November 30 at 508.586.0500 ext 231

### IT'S EASY TO REGISTER!

508-586-0500 x 221

508-587-1340

E-mail: [info@metrosouthchamber.com](mailto: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!**