

Action report

November 2004

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.



Diane Darling, Effective Networking, page 11



Beth Smith, West Bridgewater Public Library, page 8



Bob Gustafson, President, Crescent Credit Union, page 9

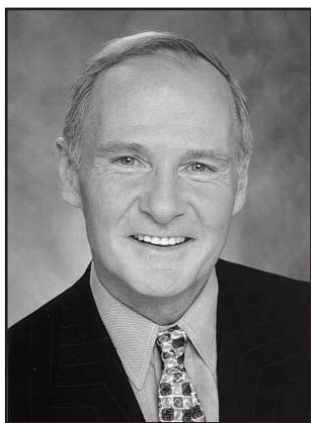
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91st Annual Meeting & EXPO

Wednesday, November 17
Massasoit Conference Center, Brockton

The Annual Meeting and Business-to-Business Expo is quickly



Tom Reilly, Attorney General

approaching. Mark your calenders 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.

At the Expo explore the products and services of value

to your business and make profitable business contacts with over four hundred and fifty attendees. Be sure to schedule time either before of after the annual meeting to participate in the Business-to-Business Expo. A few of the 2004 Expo exhibitors are **Massasoit Community College Professional Development Center, Fleet Bank/Bank of America, Duplitrion, Simpson Springs Water, Carousel Family Fun Center,**



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Investments, and many more.

This year's keynote speaker is **Tom Reilly, Attorney General of Massachusetts.** Since taking office in January 1999 as the state's 43rd Attorney General, Tom



The Brockton Rox participate as exhibitors at the Annual Meeting & Business-to-Business Expo

Reilly has worked diligently to promote public safety and security and to protect the state's consumer. He has fought on behalf of the public interest in the ares of energy, education and school safety, health care, high-tech, environment protection, civil rights, and issues affecting women and seniors.

Attorney General Reilly quickly committed the resources of his office to the protection and safety of Massachusetts citizens in the wake of September 11th. He has been a consistent voice for the need for reform in the state's health care system and he has created tougher laws that will protect children from the danger of guns.

Contact the Chamber at 508.586.0500 ext. 221 to register for this event.

Hall Elected Chamber Chair



Mr. Stephen T. Hall, Vice President, Business Services, Massachusetts Electric Company

Stephen T. Hall, Vice President, Business Services, of Massachusetts Electric Company, has accepted the position of **Chairman of the Board** for the **Metro South Chamber of Commerce.**

Mr. Hall is the direct business service operator for Massachusetts Electric Bay State South Division servicing approximately 502,000 customers in 49 cities and towns, including Attleboro, Brockton, Fall River, Marlboro, Quincy amd the Island of Nantucket. Halls responsibilities include directing business services activities and personnel to maintain high customer satisfaction and positive relations with large commercial and industrial

Continued on page 10

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Opportunities for Customers & Contacts

The Chamber provides many opportunities to expand your business contacts.

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

Ambassador Team/Membership

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

Government Affairs Committee

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

Human Resource Management Council

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

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

The Metro South Business Assistance Center can help!

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

FREE services offered

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



Research, Consultation, Education, and Advocacy

PREMIER SPONSOR



\$21 Million Available in 2005 for Workforce Training

The Applicant Assistance Program (AAP) is geared up to work closely with companies interested in the skills of Massachusetts workers. During its operation through the first 15 rounds of funding, AAP helped 494 employers obtain grants from the Workforce Training Fund worth more than \$37.3 million to train an estimated 57,000 workers.

AAP's role is to provide impartial technical assistance to companies to help them assess their most pressing training needs, design effective training program, set quantifiable measures of success, and link with training providers if they do not have the internal expertise. This all gets put into competitive applications by the company, which is then reviewed by the Department of Workforce Development and the Advisory Panel.

Moreover, AAP staff works closely with the Commonwealth's 16 Workforce Investment Boards, who monitor applications from regions and conduct outreach and information sessions so employers are aware of the WTF process and new funding priorities. AAP staff are also available to assist companies whose WTF applications were rejected. Currently the WTF has three funding deadlines pre year.

The next application deadline is November 15, 2004. To reach the AAP staff, businesses can contact Doug Riikonen at CommCorp at 617.727.8158 ext. 1241. For additional information contact Sal Pina at the Brockton Area Workforce Investment Board at 508.584.3234.

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 Program Director x 231

Christopher Cooney
 President and CEO x 223

Sarah DeBettencourt
 Communications Coordinator x 222

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Charles Wall - *Massasoit Community College*

Frank Gillooly
 Membership Sales x 229

Ann Marrese
 Controller x 230

Roy Nascimento
 Vice President x 225



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

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

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

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

NOVEMBER Calendar

- 3** **Ambassadors Meeting** 8:00 a.m.
 - 12** **Government Affairs Meeting** 7:45 a.m.
 - 17** **91st Annual Meeting & Business-toBusiness Expo**
 Massasoit Conference Center, Route 27, Brockton 10:30 a.m. - 3:30 p.m.
 - 25-26** **Thanksgiving Day - 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** **Ambassadors Meeting** 8:00 a.m.
- 8** **Member Orientation** 8:00 a.m.
- 9** **Human Resource Management Council** 8:00a.m.
 Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton
- 10** **Government Affairs Meeting** 7:45 a.m.
- 14** **Executive Board** 4:00 p.m.
- 16** **Good Morning Metro South (GMMS)** 7:30 a.m.
 Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton
- 22** **Board of Directors** 12:00/Noon

Save the date

January

- 5** **Ambassadors Meeting** 8:00 a.m.
- 14** **Government Affairs Meeting** 7:45 a.m.
- 17** **Martin Luther King, JR. Day - Chamber Closed**
- 20** **Good Morning Metro South (GMMS)** 7:30 a.m.
 Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton

CareerWorks Holds "Jobs First Day"

More than 300 job seekers, 15 employers and 10 Community Organizations participated in the "Jobs First Day" held on Thursday, September 23, 2004. Participating organizations and dignitaries were invited to kick off the meeting hosted by the Brockton Area Workforce Investment Board.

"We honestly could not have asked for a better day," said Kim McLaughlin, Acting Director of CareerWorks. "I met with all the employers near the end of the of the event, and they could not say enough good things."

The participants came looking and that is what they found. Americare Health Services reported that a Nurse was hired on the spot for one of their openings.

Another company Resources Options, Inc. found a Journeyman Plumber that was highly impressive. Mary Kay Cosmetics said it was the first time they did a fair primarily for

recruiting sales representatives and that they were "very excited" with what they saw and want to know when they can participate again.

In addition to the Job Fair was a Community Resources Expo. Ten organizations participated in spreading the news of their services. Those organizations were very positive regarding the participants they saw and number that actually went to the Expo



Job seekers attend a Job Fair on "Jobs First Day" at CareerWorks

portion of the day. Job seekers and employers alike were thrilled with the turnout, as well as, the staff at CareerWorks.



GOVERNMENT Affairs

Next Meeting: November 12, 2004
Speaker: Mr. Paul O'Brien, Co-Chair
Early Education For All Campaign

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

If you would like to attend or if you would like further information about the Chamber's Government Affairs Committee, please contact Roy Nascimento at the Chamber at 508. 586.0500 ext. 225 or via e-mail, roy@metrosouthchamber.com.

Tax Benefits Prevail for Manufacturers, Exporters

At the end of the Congressional session, and in the final weeks of the presidential campaign, Congress enacted and the President signed into law the American Jobs Creation Act of 2004. This bill is a measure to bring the United States into compliance with its World Trade Organization obligations and end the assessment of punitive tariffs by members of the European Union on many United States exports. The legislation also became the vehicle for a number of additional tax reforms and incentives that will improve the competitive position of U.S. companies and encourage domestic job creation. Among the highlights are:

- a tax deduction for U.S. manufacturers for a portion of their income from domestic production activities, reaching nine percent when phase-in is completed in 2010
- the repeal of current extraterritorial income provisions, with three-year transition period for current beneficiaries
- a one-year temporary reduction in the U.S. tax rate on foreign profits earned by U.S. multinational corporations that are reinvested in the United States
- international tax reforms, including modified interest expense allocation rules, a ten-year carry forward and a one-year carry-back of foreign tax credits, and a reduction in foreign tax credit "basket" to alleviate the double taxation of foreign source income earned by multinational corporations
- "Anti-Manufacturing Tax" Relief-the repeal of the 90 percent limitation on the use of AMT foreign tax credits
- an extension through 2007 of the current investment incentives that allow smaller companies to deduct up to \$100,000 of capital expenses annually
- reforms to the rules of subchapter-s corporations, including an expansion of the number of eligible shareholders from 75 to 100

Story provided by A.I.M

MEMBER Orientation

December 8, 2004 - 8:00 a.m.-9:00 a.m.

Get the Most from Your Membership

Join us for a Member Orientation held at the Chamber's Office on Wednesday, December 8, 2004. 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.

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 The Guardian Center for Skilled
 Nursing, Rehabilitative
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 George's Service Station
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Member Marketplace

Member-to-Member Exchange!

The Metro South Chamber of Commerce is dedicated to helping members grow. With this goal in mind, the Chamber will offer **Member Marketplace, as an exclusive, low-cost, effective way to promote your business through a direct mailing** to more than 1,750 business decision makers. For the base price of only \$349, you can showcase your business in Member Marketplace. That's far less than the cost of the postage, labels, envelopes and stuffing time!

Only fifteen businesses are included in each mailing. Sign-up for two consecutive mailings and receive the discounted price of \$299 each mailing.

"Doing Business with Members is Good Business!" Look to members first in purchasing goods and services. For more information contact **Sarah DeBettencourt** at the Metro South Chamber 508.586.0500 ext. 222 or e-mail sarah@metrosouthchamber.com



Senior Sales Students at Bridgewater State College will be contacting you with a great opportunity for your business! (back row, left to right) Ryan Bremberg, Prakan Srisuwanporn, Bill Oberg, Professor Sylvia Keyes, Bridgewater State College, and Christopher Cooney, President, Metro South Chamber of Commerce (front row, left to right) Tara Mitchell, and Kaitlyn MacAleese

Pamela Oliver Stephenson, CPA/ABV

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Do You Have an HR Question?

Try the Human Resource Hotline

Does your business have Human Resource questions? Do you know where to turn for the answers? The Metro South Chamber of Commerce has developed a hotline for your business to receive professional advice from experts in the Human Resources field.

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



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GOODNews

Great things going on in area businesses

Padgett Business Services is pleased to offer a \$500 scholarship to a senior high school senior who is the dependent of an active owner of a business employing fewer than 20 individuals. This regional award is part of an international program in which the Padgett Business Services Foundation will award scholarships throughout North America. Since 1990, the Padgett Foundation scholarship Program has awarded over \$500,000 to dependents of small business owners. The local winner will also become eligible for \$1,000 National and \$2,000 International awards. Please contact **Jennifer Barucci** at 781.326.9966 for further information and questions.

James Blake, President and CEO of HarborOne Credit Union, announced the promotion of **Steven D. Washburn to Bridgewater Branch Officer of HarborOne Credit Union.**

Steven D. Washburn, Branch Officer, Bridgewater Branch, HarborOne Credit Union

He had previous banking experience and joined HarborOne in 1996. He had various positions of responsibility within the credit union including most recently Assistant Branch Manager. As Branch Officer he is responsible for managing and overseeing the daily operations of the branch.

The **South Eastern Economic Development(SEED) Corporation** in corporation with the **MA Small Business Development Center (SBDC)** will hold two basic workshops in Brockton aimed at assisting potential and existing entrepreneurs. The free workshops are being co-sponsored by The Community Bank, Metro

South Chamber of Commerce, and Brockton 21st Century Corporation. Both workshops will be held at The Community Bank, 1265 Belmont Street. The workshops are entitled "**Learning the Fundamentals in Planning, Preparing For, and Financing your Business**" on **Tuesday, November 16** from 9 am to noon and "**Understanding the purpose of Financial Statements and How They Can Help Determine the Health of Your Business**" on **Tuesday November 30**, from 9 am to noon. Please contact **Laurie Walsh** at 508.822.1020 to register for the events, directions, or questions.

On **November 6** the **MSPCA's Metro South Animal Care & Adoption Center** will host their **3rd Annual "Happy Endings" Dinner Banquet & Silent Auction.** Items include: two week long getaways, a multi day/night cruise, autographed sports memorabilia, Red Sox tickets, 1 years Gold's Gym membership, fine wine and restaurant certificates, pet products and services and lots more! Hosting the event will be **Fox 25 News Anchors David Wade and Bianca de la Gaza.** Join in on the incredible night of great food, lots of fun and, of course, to help the animals of Metro South. The event will take place at the Thorny Lee Golf Club in Brockton starting at 6:00 pm. For further information contact the **Metro South Adoption Center** at 508.586.2053.

C.H.I.P.P.S., the **CHambers In Partnership for Progress** invite you to an evening of networking with **9 area Chambers;** Attleboro Area, Metro South, Fall River, Tri-Town, Cranberry Country, New Bedford, North Attleboro-Plainville, Taunton, and the Plymouth Chambers of Commerce at the **Regional Business After Hours.** Together these Chambers represent more than 6,200 member business-

es in southeastern Massachusetts. This is a great opportunity to expand your networking horizons. The event will be held at the **Taunton Holiday Inn,** on **November 4,** from 4:30 pm - 7:00 pm. The event is free with a cash bar and hot and cold hors d'oeuvres, and a 50/50 raffle.

Have you ever wanted to ride on an Electrolux motorcycle? Or wear a dress made out of trashbags? Or make music out of a bandsaw? Discover how east coast artists are crafting everyday trash into extraordinary art in the **Fuller Craft Museum** exhibition **Trashformations East, January 5 - May 1, 2005.** Trashformations East features work by 106 artists who take New England thrift to a new extreme. These craft artists find creative uses for other people's trash, making lingerie out of soda cans, jewelry from expired coupons, a necklace of gun triggers, and furniture out of everything from ski's to lawn mowers. The museum is located at **455 Oak Street in Brockton.** The museum is open daily, 10:00 am - 5:00 pm. Admission is \$5/adults, \$3/seniors and students, and free for members and children under 12.

Bridgewater State College offers a variety of professional certifications through The Center for Technical Education at the **Moakley Center for Technological Applications.** The certified Graphic and Web design Certificate program offers an in-depth look at the top graphic and web software used by design professionals. Bridgewater State College also offers professional certification training in A+ PC Service and Support, Microsoft Certified Desktop Support Technician, Microsoft Certified Systems Administrator and Microsoft Certified Systems Engineer; professional training for Windows 2003. Other Microsoft courses offered are Excel, Word, PowerPoint, and Access from an introductory level through advanced in preparation for MOS

professional certification. For information on professional certifications, contact the **Center for Technical Education** at 508.531.2809.



Pictured in photo left to right: Lisa Morrissey, Education Services Manager, The Patriot Ledger, James Blake, President, HarborOne Credit Union, and Cheryl Showstack, Educational Outreach Manager, The Enterprise

HarborOne Credit Union has recently approved generous funding to **The Enterprise and Patriot Ledger Newspaper In Education** programs in support of their "Making of a President", 2004 Presidential Election program. This donation provided over 10,000 area students along with over 100,000 subscribers a special election in-paper supplement called "The Presidential Election 2004". *Newspaper In Education* is a nationally recognized collaboration between corporate and community sponsors, local newspapers and schools providing students with the opportunity to become more literate and knowledgeable citizens.

New England District Export Council (DEC), announces "**Doing Business in Portugal**" on **November 9, 2004,** at **Bridgewater State College.** The main feature for this event will be **Gregory Tavev** the Senior Commercial Officer at the American Embassy in Lisbon, Portugal discussing expanding your export sales into Portugal and Europe. The New England DEC is an organization closely affiliated with the U.S. Commercial Service, made up of leaders from local communities whose knowledge of international business provides a source of professional advice for local firms. For more information contact the **Massachusetts Export Center** at 508.999.1388.



**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 joining the Metro South Chamber, call Frank Gillooly at 508-586-0500 ext. 229 or metrosouthchamber.com.

SEVENTH ANNUAL
G A L A
November 20
2004
CITY HALL

RED + WHITE
BLACK
BALL

shine your shoes, Brockton
we're back

City Hall Ball

That's right, the signature event in the City of Champions is back. This year's Red, White & Black Ball will return to beautiful City Hall on Saturday, November 20, 2004 at 8:00 p.m. This year's ball will be every bit as spectacular as what Brockton has become accustomed to, with one exciting new edition. This year's ball will help send Brockton students to college.

Through a partnership between the Red, White & Black Ball and the Brockton High School Alumni Association, proceeds from this year's gala will be used to fund scholarships for graduates here in Brockton. As a leader in the business community, you no doubt understand the importance of an investment which will help tomorrow's workforce realize opportunities in higher education-today.

For further information and sponsorship opportunities contact Rich Copp at 508.580.7140 or at bhsalum@ci.brockton.ma.us.

The Radisson and Sapphire Manor host Business After Hours



The grounds at Sapphire Manor



John Andrade and Paul Nunes from M.A. Temp Agency



Sapphire Manor Inn on Lake Massapoag in Sharon features space for 300



Sapphire Manor Inn guest with Roberta and Gerald Sapphire



Cheryl Showstack, the Enterprise, Cheryl and Bill Washwell, The Health and Fitness Studio at the Radisson



The Grand Opening of the newly renovated Radisson and Grill Restaurant



Stanley Bauman, Bauman Photography and Nayan Patel, Owner of the Radisson Hotel



Eagle Ice Sculpture

Holiday Parade, Celebration Downtown Brockton

On Saturday, November 27 the Downtown Brockton Association will once again lead the way to jingle bells and merry making. The annual Brockton Holiday Parade, is being sponsored by the Downtown Brockton Association (DBA), the City of Brockton and the Montello Business Association.

"This year's parade is dedicated to the courageous men and women serving our country in the armed forces," said Peter Daphnis of United Furniture, former DBA chairman. "The individuals, particularly those serving abroad, place themselves in harm's way to protect our freedom. As we enjoy time with our own families, let us be sure to honor them and the sacrifices they are making."

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.

"There will be train rides on Legion Parkway, pictures with Santa at Tuxedos by Merian and a number of festivities planned at city hall." said Daphnis.

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.

Participation in the parade is open to all civic and social organizations wishing to enter a float. Musical organizations and marching processions are encouraged to participate. Awards are presented for the best floats and marchers. Anyone interested in participating in the parade, providing sponsorship or volunteering the day of the parade is invited to contact the DBA at 508.587.4322.

MEMBERProfile

West Bridgewater Public Library

Address: 80 Howard Street, West Bridgewater, MA 02379

Website: www.sailsinc.org/westbridgewater

What is your market area?
West Bridgewater and the Southeast Region

What markets do you serve?
The WBPL serves pre-school, elementary and high school students, adults and senior citizens reading and informational needs.

What is your main business objective concerning your customers and the business community?
The mission of the WBPL is to serve as a center for information, recreation, education, and culture through its collection and administration and staff.

Please list awards, honors, or special recognition you have received.
The WBPL has been awarded four recent library services and technology act Federal grants: The Homework Center, the Early Childhood Materials grant, the Small Business grant, and the Future grant to look at upcoming technology and social issues.



Beth Smith, West Bridgewater Public Library

Year Established:
March of 1879

Number of Employees:
10 Library Directors, 9 employees

Products or Services:

Full Public Library to the community and region

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

The WBPL offers warm and friendly service to patrons in a small library environment. While being small the library is a member of SAILS Library network, bringing one million titles within the reach of our patrons.

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.



**Business Development
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Legislative Representation
Opportunity
Networking
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Stonehill Attracts Over 100 to Legislative Reception



Charles Callan , Robert Gustafson and State Senator Robert Creedon



Bob Wisgirda, WBET Radio AM 1460 and Jane McLaughlin, Candidate for State Representative



State Representatives Geraldine Creedon and David Flynn



Mike Yunits, Massasoit Community College and John Buckley, Plymouth County Registrar of Deeds



Attendees gathered in Donahue Hall at Stonehill College



Michael Jones, Candidate for the 10th Congressional Seat and an Aid

Bay State Gas Backs Brockton's Bright Future

The Metro South Chamber of Commerce was recently selected by the NiSource Environmental Challenge Fund to receive a \$5,000 award to help fund an educational display at the City of Brockton's Solar Brightfield Park. Don DiNunno, **Bay State Gas Company** Manager of Communications and Community Relations made the award announcement at the "Clean Energy Tour: Boston to Berkshires", held at Brockton High School on Friday, October 1. The Massachusetts Technology Collaborative's Renewable Energy Trust sponsored the Clean Energy Tour.

Targeted for construction in the Summer of 2005, the Solar Brightfield Park will transform an otherwise unusable 27-acre brownfield on Grove Street into a 500 kW solar photovoltaic power plant. It will be the largest solar

facility in New England, and the largest Brownfield-to-Brightfield project nationwide.

"As the first facility of its kind in the U.S., the Solar Brightfield Park will be a great source of civic pride and an excellent education tool for highlighting the environmental and economic benefits of solar energy," said Mayor John T. Yunits, City of Brockton. "Through this award and its ongoing support of the Brightfield Park, Bay State Gas reinforces its civic involvement and leadership in Brockton."

"Bay State Gas believes, as we do, in promoting Brockton's bright future," said Christopher Cooney, President and CEO of the Metro South Chamber Commerce. "This Solar Brightfield park is a smart way to establish Brockton as a clean and green power provider. We look forward to working with

everyone involved to communicate the Solar Brightfield Park's numerous benefits."

"Bay State Gas Company is pleased to provide assistance to the City of Brockton and the Metro South Chamber of Commerce for this innovative and exciting project," added, Stephen Bryant, Bay State Gas Company President. "Brockton should be commended for the vision and initiative that it has invested in the Solar Brightfield Park."

Electricity generated by the Brightfield Park will avoid the emission of about 830,000 pounds of carbon dioxide each year - the equivalent of taking 62 cars off the road, or the amount of carbon dioxide that would be absorbed by planting 124 acres of trees. The Brightfield will also avoid emissions of other greenhouse gases - almost 3,000 pounds of sulfur dioxide and 1,000 pounds of

nitrogen oxide per year. The Park will also produce almost 600 MWh of clean energy for the City of Brockton's municipal use.

The Environmental Challenge Fund is a not-for-profit corporation that provides employees of NiSource and its subsidiary companies the opportunity to demonstrate their commitment to their local environment. The Fund provides support for local natural resource and wildlife enhancement projects. These projects also create local educational and recreational opportunities. To date, the Fund has awarded nearly \$ 650,000 to 195 projects.

The Metro South Chamber of Commerce is the region's oldest and leading economic development and business advocacy organization. The Chamber serves over 900 member businesses and 18 communities.

New Brockton Superintendent Addresses Chamber

Brockton Public Schools Superintendent Basan Nembirkow outlined his vision for the 17,000-student school system in an address before area business leaders at the MetroSouth Chamber of Commerce's monthly breakfast October 21st. Nembirkow, who took the helm of the school system in July, said his administration will be one of inclusion, and he welcomes input from parents, community members and businesses.

"The business community has a vested interest in our schools, because we educate and train your future work force," Nembirkow said. "I've never seen a strong community without a strong school system and the only way to build a strong community is for its citizens and its business leaders to invest in our future - our students."

The Brockton Public Schools have a "terrific infrastructure," a stellar administrative team and dedicated and highly competent teachers and staff. What the system needs, Nembirkow said, is a better structure to help students and parents focus on education.

"My goal is to make Brockton the Number One urban school system in Massachusetts," Nembirkow said. "I have a lot of ideas, and I want to hear your ideas, get your expertise. This is a community effort."

Nembirkow said he will build strong partnerships with parents, community groups and with business leaders and he invited the more than 100 attendees to schedule a brown bag luncheon meeting, where he will come to businesses to explain his vision for the school system and discuss ideas with the work force.

"Education is a shared responsibility," Nembirkow said. "The more people find out about the schools, the more impressed they are by the programs that we offer. I'd like to share your expertise. We'd be happy to work with you on your ideas for how we can improve our school system."

The superintendent has begun an intensive analysis of Brockton Public Schools programs, curriculum, staffing needs and administrative structure. In the second part of the 2004-2005 school year, Nembirkow will begin to initiate changes based on analysis of data and reviews of assessment and available resources. A particular area of focus is the city's junior high schools, where test scores have been low.

Superintendent Nembirkow brings a wealth of experience in urban, alternative and international schools to his new post as Superintendent of the Brockton Public Schools.

An educator for more than 35 years, he headed the 7,500-student Chicopee Public Schools for the past two years, where he introduced district-wide math and language arts curricula and bolstered MCAS test preparation skills by hiring an outside testing organization to tutor low-scoring students.

From 1996 to 2002, Nembirkow served as Superintendent of Schools in Greenfield, Massachusetts and was Assistant Superintendent in the 30,000-student Durham, North Carolina School District from 1993 to 1996. He has also held a number of interesting educational posts around the world, among them a 12-year stint at the United Nations International School and an educational consulting post with the Republic of Kazakhstan.

Nembirkow said he was drawn to Brockton because of its diversity and the city's ongoing renaissance. The Brockton Public Schools are a major tenet of the city's revitalization, the superintendent said, and he hopes that continued success in the schools will help buoy the city's rebirth.

"The healthier the Brockton Public Schools are, the healthier the city of Brockton will be," Nembirkow said.



Christopher Cooney, President and CEO,
Metro South Chamber of Commerce and
Basan (Buzz) Nembirkow, Superintendent,
Brockton Public Schools



Christine Karavites, Proteas - Customized Consulting
interviews Superintendent Nembirkow at GMMS

Sheehan Family & L.Knife and Sons Dedicated to Brockton

Gerald Sheehan, President of L. Knife and Sons and the Sheehan Family Trust along with the Chamber President and CEO of the Metro South Chamber of Commerce, Christopher Cooney discuss the upcoming Chamber Good Morning Metro South Breakfast where Mr. Sheehan has been invited to speak.

The GMMS breakfast will be held on January 20, 2005 at the Radisson Hotel in Brockton. For further information contact Kerrie, at 508.586.0500 ext. 231.

Hall Elected Chamber Chair Continued from page 1

customers, businesses and opinion leaders, municipal officials, and area legislators.

Beyond Mr. Hall's professional affiliations he has served in a number of volunteer positions with the Metro South Chamber of Commerce including Economic Development, Chairman, Legislative Affairs, Chairman, and Chair Elect of the Board. In addition, he has served as chair of the United Way of Greater Plymouth County and on the Board of the 21st Century Corporation as well as many other numerous organizations.

Working with the Board, Chamber Staff and membership, Hall will lead 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.

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Christopher Cooney, President of Metro South Chamber of Commerce

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Ms. Debbi Milliken
98 Spring Street
Bridgewater, MA 02324
Phone: 508.697.9401
Beauty Salon/Suppliers

Dennis Swart Architect

Dennis Swart
151 Crescent Street
Bridgewater, MA 02324
Phone: 508.697.8200
Architects

G. Norwood Landscaping Co.

Mr. Gerald Norwood
21 Grantview Terrace
Brockton, MA 02301
Phone: 508.587.2310
Landscapers/Garden Suppliers

Harvard Pilgrim Health Care

Ms. Amy Nicklas
3 Allied Drive
Dedham, MA 02026
Phone: 617.509.7400

Jakubajtys & Son Trucking

Sharon Jakubajtys
292 Rockland Street
Brockton, MA 02301
Phone: 508.559.8729
Truck Rental and Repair

Lequidebtrade

Mr. Domminik DeLoretta
27 Leahy Road
Brockton, MA 02302
Phone: 508.588.3472
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West Bridgewater, MA 02379
Phone: 800.701.2289

MassDevelopment

Ms. Sharyn Price
50 School Street
Brockton, MA 02301
Phone: 508.586.9669
Municipal

MightyWebs

Mr. Robert Kisielius
625 Crescent Street
East Bridgewater, MA 02333
Phone: 508.378.0168
Internet Services

Milton Lorris Real Estate

Mr. Milton Morris
PO Box 481
East Bridgewater, MA 02333
Phone: 508.378.3961
Real Estate/Residential

The Charlie Horse Restaurant

Mr. Edward Stewart
674 Old West Center Street
West Bridgewater, MA 02379
Phone: 508.583.7252

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Ms. Karen Penn
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Phone: 508.580.1494

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Mr. William Yetman
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508.746.3806

WSI Premiere Solutions

Ms. Gail Nataupsky
18 Washington Street #39
Canton, MA 02021
Phone: 877.999.9741
Computer Consultants

Darling, Effective Networking at next Good Morning Metro South

December 16, 2004

The Metro South Chamber of Commerce will host the next Good Morning Metro South breakfast on Thursday, December 16, 2004 from 7:30- 9:00 am at the Radisson Hotel and Conference Center in Brockton.

The featured speaker is Diane Darling, the Author, Founder and CEO of Effective Networking. As principal consultant for Effective Networking, Inc., she founded the company on the premise that everyone can learn to network, they just need to find their own style.

Combining interactive training, strategic planning and an exploration of the natural fears of networking, Darling demystifies the process by providing techniques that can be immediately implemented. She has received rave reviews from her seminars and speeches and is increasingly sought after as an expert resource on the subject of networking.

McGraw-Hill commissioned her to write the definitive book on networking called "The networking Survival Guide" which was published in April of 2003 and went to a second printing just 90 days after the book hit the shelves. The translation rights for the Korean version have been purchased. Ms. Darling has appeared on NBC Nightly News, in the Wall Street Journal, San Fransico Chronicle, and the Boston Globe.

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

As always, the GMMS breakfast program is a great networking opportunity. Guests are encouraged to stay for informal networking immediately following the program. Pre-register by calling 508.586.0500 ext. 221. The cost is \$16 for members and \$23 for non-members.



Diane Darling,
Author, Founder and CEO,
Effective Networking

Looking for a new opportunity?

Listen to what business people have to say...

" The Metro South Chamber of Commerce has always been an important element in the fabric of the community. The Chamber does a great job bringing businesses and our elected officials together to find solutions to challenging issues. Comcast values membership in the Chamber. We know that we can achieve more by working with other businesses than working alone. Only by working together will we succeed in creating a quality community-one in which the business climate is prospects for the future are promising, the schools are great and the streets are safe!"



Lou Russo



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

Privately funded by over nine hundred local businesses, the Metro South Chamber is a private, not-for-profit business organization. By investing in the Chamber, you expand your network of business contacts, increase your management expertise and join in support of businesses already addressing important economic and governmental issues impacting your business and community.

- Lou Russo, Director of Government Affairs, Comcast

Looking for a new opportunity?

Listen to what business people have to say...



Look around and you'll see that the most successful businesses in the community and the region are all members of the Metro South Chamber of Commerce. The secret to their success? They understand the value of Chamber membership and its importance to the success of their business and the community.

Membership is a low cost solution to making new contacts and strengthening existing business relationships. Chamber membership provides businesses of all sizes with the opportunity to build their business network. Through membership, businesses can increase their visibility and demonstrate their professionalism and expertise to a wide audience.

If you want to compete and prosper in this tough economy, then consider joining the Chamber of Commerce and start building your business network!

Call our Membership Department at 508-586-0500 ext. 229 to find out how membership in the Metro South Chamber of Commerce can benefit your business.

" Each year we make contact with many prominent people in the region through our committee participation and attendance at Chamber functions. Over the years we have found that the more we participate in Chamber activities, the greater the return is on our investment."



John Costa

- John Costa, BC Tent & Awning

" My membership in the Chamber continues to be invaluable in raising the visibility of my business through quality networking, the directory listing, and advertising opportunities. The Chamber offers key information for the growth of my business."



Ellen Moore

- Ellen Moore, Ellen Moore Design

BUSINESS EVENTS *Planner*

November 12

Government Affairs Meeting

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.

Pre-registration is necessary. Please call 508.586.0500

November 17

91 Annual Meeting & Expo

10:30 a.m. - 3:30 p.m.
Massasoit Conference Center
Route 27, Brockton

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

Please RSVP by November 10 at 508.586.0500 ext. 221

December 8

Member Orientation

8:00 - 9:00 p.m.
Metro South Chamber of Commerce
60 School Street, Brockton

New member, current members and prospect come tour the headquarters, meet the staff, ask questions and get all you can out of your Chamber membership

Please RSVP at 508.586.0500 ext. 221

IT'S EASY TO REGISTER!

508-586-0500 x 221

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E-mail: info@metrosouthchamber.com

Send reservation and payment to:



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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 _____

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