



Legislative Reception Features Candidates

Thursday, October 5 • 5:30 pm • Stonehill College

The Metro South Chamber of Commerce cordially invites members of the business community, candidates for public office, and state, federal and local elected officials to gather on Thursday, October 5 for the **17th Annual Legislative and Candidates Reception**. The reception will be held at Donahue Hall, on the campus of Stonehill College in North Easton from 5:30-7:30 p.m. The reception is sponsored by Stonehill College.



The reception is a casual event at which business leaders, elected officials, and candidates for public office can renew face-to-face contacts and discuss issues of importance to them and the business community while enjoying complimentary refreshments and hors d'oeuvres.



Sponsor

office can renew face-to-face contacts and discuss issues of importance to them and the business community while enjoying complimentary refreshments and hors d'oeuvres.

Legislative actions at municipal offices, on Beacon Hill and in Washington are having far greater impact on Metro South area businesses than ever before. As a result, there is a greater need for our business community to speak out and be heard on regulations affecting commerce and industry.

As a member of the Metro South Chamber, your organization has a vested interest in helping foster stronger relationships with local officials. The Legislative Reception is an excellent and cost-effective way for you, your key staff, and colleagues to initiate or renew face-to-face contacts at the state, federal and local level. We encourage your firm to participate and support the unified voice of the Metro South Chamber of Commerce. Together, we can ensure that government understands and supports the needs and concerns of the business community in our region.

Register by calling **508.586.0500 ext. 221**. This event is \$5 for members and \$10 for non-members. **Pre-registration is necessary.**

93rd Annual Meeting & B2B Expo

Wednesday, November 15, 2006 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.

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 year's 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



Thomas J. Finneran, President, Massachusetts Biotechnology Council

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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.



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Good Morning Metro South - A Networking Must!

Wednesday, October 18 ~ Holiday Inn, Brockton



Dr. Thomas Curry, Chairman, Southeast Regional Competitiveness Council

The Metro South Chamber of Commerce presents **Good Morning Metro South** on Wednesday, October 18 from 7:30-9:00 at the Holiday Inn and Conference Center located at 195 Westgate Drive, Brockton. The featured speaker is Dr. Thomas J. Curry who was recently appointed as the new Southeast Regional Competitiveness Council Chairman by Governor

Mitt Romney. Dr. Curry has a Ph.D. from the University of Rhode Island. Dr. Curry has worked with the Naval Underwater Systems Center in Newport, RI. He founded and became president of Technology Applications Inc. and was appointed to the faculty at UMass-Dartmouth where he has held numerous positions.

In 2003, Dr. Curry became the Director of the University's

Article continued to page 2

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Advanced Technology and Manufacturing Center in Fall River. This Center is aimed at establishing partnerships among businesses and the university.

Also speaking at the breakfast is Dan Hunter, the executive director of the Massachusetts Advocates for the Arts, Sciences, and Humanities, a statewide advocacy and education group. An award-winning playwright, songwriter and humorist, Hunter also has 17 years' experience in politics and arts advocacy. He has authored two books, was managing director of Boston Playwrights' Theatre at Boston University from 1999 to 2002, and



Dan Hunter, Executive Director of the Massachusetts Advocates for the Arts, Sciences, and Humanities

teaches creating writing at Boston University. He owned and operated his own business for seventeen years.

Good Morning Metro South is being sponsored by The United Way of Greater Plymouth County. "The United Way of Greater Plymouth County (formerly the Old Colony United Way) was established in 1922 and currently operates as one of 1,326 United Ways in the United States with a mission to "improve lives by mobilizing the caring power of communities". If you are interested in being a community partner, please call 1-800-450-GIVE (4483) or e mail them at info@uwgpc.org."

As always, the GMMS breakfast program is a great networking opportunity. Guests are encouraged to stay for informal networking immediately following the program.

Register by calling 508.586.0500 ext. 221 The cost is \$17 for members and \$24 for non-members.

October Business After Hours

A Great Opportunity to Network in Bridgewater



Bridgewater Savings Bank located at 14 Main Street, Bridgewater

Join us for food and fun while meeting and greeting fellow business professionals. On Thursday, October 26, 2006 from 5:30 - 7:30 pm, Bridgewater Savings Bank, located at 14 Main Street in Bridgewater, will host the **Business After Hours**.

Bridgewater Savings is a mutual savings bank committed to providing its customers with professional service and quality products. Since 1872 they have continued to experience steady asset growth, and remain independent and prosperous. Sound management, innovative services and conservative operating practices have contributed to make them an exceptional institution.

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.

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Finance x 230

Eddie Terrenzi

Membership and Public Relations x225

Networking at Events

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

OCTOBER Calendar

4	Ambassador Meeting	8:00 am
5	Legislative Reception <i>Stonehill College, Donahue Hall, North Easton</i>	5:30 pm
9	Columbus Day - Chamber Office Closed	
10	Executive Committee	4:00 pm
13	Government Affairs Meeting	7:45 am
18	Good Morning Metro South <i>Holiday Inn, 195 Westgate Drive, Brockton</i>	7:30 am
25	Board Meeting	12:00/Noon
26	Business After Hours <i>14 Main Street, Bridgewater</i>	5:30 pm

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

Coming up November

1	Ambassador Meeting	8:00 am
1	Regional Business After Hours <i>Holiday Inn, 700 Miles Standish Boulevard, Taunton</i>	4:30 am
10	Government Affairs Meeting	7:45 am
15	Annual Meeting & EXPO <i>Massasoit Conference Center, Route 27, Brockton</i>	10:30 am
23	Thanksgiving - Chamber Closed	

Save the date

December

6	Ambassador Meeting	8:00 am
7	Human Resource Management Council Meeting <i>Holiday Inn, 195 Westgate Drive, Brockton</i>	8:00 am
8	Government Affairs Meeting	7:45 am
12	Executive Committee	4:00 pm
14	Good Morning Metro South <i>Holiday Inn, 195 Westgate Drive, Brockton</i>	7:30 am
20	Board Meeting	12:00 pm
25	Christmas Day - Chamber Closed	

Photo and print production by Mark Mahoney, The Enterprise

**ACCREDITED**
CHAMBER OF COMMERCE**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**
Sixty School Street, Brockton, MA 02301-4087
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The Chamber wishes to assure our members of our intention to provide physically challenged participants equal access to all programs. If you or your employees have special needs in this area, please let us know by calling the Chamber at 508-586-0500 at least 48 hours in advance.

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GOODNews

Celebrate the great things going on!

UMass Dartmouth Announces 2nd Annual Invention to Venture Workshop

One-day, intensive workshop presents the basics of transforming technological ideas into business ventures

Date: October 20, 2006

Time: 8:00 AM to 4:30 PM

Location: Advanced Technology & Manufacturing Center (ATMC), 151 Martine Street Fall River, MA

Workshop Topics Include:

- Evaluating your ideas
- Legal considerations
- Licensing
- Defining needs and identifying customers
- Finding the money
- Perfecting your business plan

For more information on the workshop and the agenda visit: www.invention2venture.org/events/UMassD/index.html

Andrea Larsen of Jack Conway and Company Receives Award

Andrea Larsen, Outgoing Relocation Manager at the Jack Conway and Company in Norwell, MA was recently awarded the World Referral Specialist (WRS) Designation. This designation is awarded to relocation professionals for demonstrating their commitment to serving the unique needs of global clients looking to buy or sell properties abroad

Larsen has been with Jack Conway & Co. for 15 years.

4th Annual Caring for Kids 5K Road Race/Walk

Presented by Bridgewater Goddard Park Medical Associates, MetroSouth MRI and Fitness Forum. **Location:** Bridgewater Goddard Park Medical Associates, 110 Liberty Street **Date:** Sunday October 22, 2006 at 11am. Prizes for all categories and hot dogs and hamburgers after with a DJ. The website with all the details is www.caringforkidsrace.com

One Million Javelin Pens Sold!

South Shore distributor, Walker-Clay, Inc., based in Hanson, a 50 year old family owned distributor of promotional products and one of the largest distributors in New England, and South Shore supplier, Hub Pen from Quincy have worked closely to accomplish a special feat. On August 16th, Amanda Clay and Sue Kurpeski from Walker-Clay presented Hub Pen's Joe Fleming and Peggy Kenny with an order for



Amanda Clay, Sue Kurpeski, Joe Fleming, and Peggy Kenny

10,000 javelin pens. With this order, Walker-Clay, sales reps have sold more than one million of these pens.

Check out the Javelin Pen for yourself at www.javelinpen.com. For a free sample, call 781-294-1100.

Weekly Office Party Event!

Relax and unwind with other professionals at the ultimate networking event. Every Thursday from 5:05-7:05 at the Tamboo Bistro and Ultra Lounge. Offering complimentary hors d'oeuvres, great music and a posh and upscale atmosphere.



Chris Charlot, Owner

SBA Introduces Podcasts for Business Owners

The U.S. Small Business Administration has announced the arrival of podcasting for small business owners on a range of topics to help entrepreneurs on the road to starting a new business.

The SBA podcasts provide an introduction to various small business topics, and will deliver business information and advice for

new and established entrepreneurs on all aspects of starting, expanding and financing a small business, as well as business protection.

To get to the SBA podcast library, go online to www.sba.gov/podcast. Podcast files can be listened to on a computer or downloaded to an MP3 player.

Old Colony YMCA Holds Annual Meeting

The Old Colony YMCA will hold its 119th Annual Meeting on Wednesday, November 8 at the Martin Institute, Stonehill College. The meeting will commence at 12 noon and run through 2:00 pm. The theme for the meeting will be "Building and Saving Lives."

Our guest speaker will be Linda S. Spears, Vice President of

Communications and Development, Child Welfare League of America.

Tickets at \$25 per person and \$200 for a table of eight.

The deadline for reservations is November 1, 2006. Reservations should be made with Darlene Silverman at (508) 583-2155 or dsilverman@oldcolonyymca.org.

Caritas Good Samaritan Medical Center Continues Community Health Education Series

"You Can Change a Future, One Child at a Time"

Program about foster care and adoption opportunities given by

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the Massachusetts Department of Social Services/CARING FOR KIDS, this lecture will explain the purpose, goals, mission and core values of DSS, how families can become involved with DSS, why children need foster care, which children are in foster care, requirements and process of becoming a foster parents, what some of the most important qualities of being a foster parent are, reimbursement

and support services for foster parents, foster care options and adoption, including legal issues.

Presenters:

Jim Carey, Family Resource Supervisor, Brockton DSS Area Office; Nancy Kinder, Adoption Development Liaison Unit, Southeast Regional Office

Location: J. Joseph Moakley Conference Center, Caritas Good Samaritan Medical

Center, 235 North Pearl St., Brockton

Time: 6:30-8:30pm
Date: Tuesday, Oct. 17, 2006
Fee: Free
 Pre-registration required
 call 508-427-3547

Baynes Electric Supply Presents Award

Baynes Electric Supply, headquartered in Brockton, MA, awarded the Harold A Baynes Award to Tom Gibbons of Ideal Industries at its annual trade show on Nantucket Island. The Harold A Baynes Award, given in honor of the company's late founder, is awarded to the manufacturer's sales representative that best exemplifies the spirit of enthusiasm, cooperation and commitment to his/her relationship with Baynes Electric Supply. Tom Gibbons has been the New England Area Sales Manager for Ideal for 2 years. He lives in Winthrop, MA with his wife and 2 children.

Free Vascular Screenings Offered

Caritas Good Samaritan Medical Center is providing free vascular screenings called SAVE screening exams (stroke and aneurysm vascular evaluation) for qualified individuals on Oct. 1.

The SAVE screening exam is a quick, painless, noninvasive test designed to help protect people from three serious vascular diseases
Location:

Caritas Good Samaritan Medical Center - J. Joseph Moakley Center
 235 North Pearl St., Brockton

Time: 9 a.m.-5 p.m.

Date: Monday, Oct. 16, 2006

Fee: Free

Phone Screenings by appointment only by calling

1-866-220-SAVE(7283)

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

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 information, contact Eddie Terrenzi at 508.586.0500 ext 225.



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

The Ambassador Team- A Win-Win Opportunity!



Claudia Denelle of CDIJ Enterprises and Ambassador
Bob Tufts of SET Associates network at the
September GMMS breakfast.

The next **Ambassador meeting** will meet on **October 4th** from 8:00 - 9:00 am at the Metro South Chamber of Commerce.

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.

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

Eastern Bank Supports Small Businesses

Eastern Bank is the most recent business to pledge funds for the Metro South Business Assistance Center and Edison Business Incubator. The Metro South Chamber of Commerce recently held a meeting with several leading business representatives to highlight the activities of the Metro South Business Assistance Center (BAC) and the Edison Business Incubator (EBI). The BAC and EBI provide resources and counseling to entrepreneurs and small businesses throughout the region. Over one thousand business people have utilized the center and attended helpful business planning and market-



Daniel P. Donovan, Eastern Bank-Stonehill Office, Vice President; Tracy L. Araujo, Eastern Bank-Raynham, Assistant Vice President, Mortgage Lending; Chris Cooney, President-Metro South Chamber of Commerce

ing workshops. If you would like to learn more about the services offered contact the chamber at 508.586.0500 ext. 223 or visit www.metroouthchamber.com.



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English for All Workers Initiative Gains Momentum

The English for All Workers Initiative, is currently scheduling its first class for Brockton area adults who wish to improve their English skills. With funding from the Brockton Area Workforce Investment Board and Verizon, the classes are designed to improve workers English skills while providing them an extensive vocabulary unique to customer service representatives within the financial services industry. Several local financial institutions such as



Adult students sharpen their English skills in Brockton.

The Community Bank, Bank of America and Harbor One have agreed to assist by providing input into the course content.

CareerWorks will assist with the identification and recruitment of participants for this training program. Classes are scheduled to begin the first week of October and will be taught by language instructors at the Brockton Adult Learning Center. If you would like to learn more about this program please contact Christopher Cooney at chris@metrosouthchamber.com



Adult students meet during day and evening classes.

SEED offers Brockton Business \$500K

Loan Funds Available for Small Businesses in Brockton

These funds are available through a special loan pool for city businesses established by SEED working in conjunction with the Brockton 21st Century Corporation, the Metro South Chamber of Commerce, and the Old Colony Planning Council. "The goal of this loan pool is to ensure that small businesses in Brockton have the financing they need to grow and create new jobs. Often a small business needs a little more than a

bank can provide, or finds that it cannot obtain the funds it needs from a bank, that's when this loan pool comes in," explains Maria Gooch-Smith, SEED's Executive Director.

SEED Corporation is a non-profit economic development organization established in 1982.

For more information call Laurie Walsh at 508-822-1020 or visit www.seedcorp.com.

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Phone: 508-586-2000

Website: www.holmes-mcduffy.com

Year Established: 1927

Number of Employees: 11

Products or Services:

Fresh Flowers -Plants-Fruit Baskets-Gifts. Now offering chocolates from 5th Avenue NY-"The Chocolatier"

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

The fact that we are 3rd generation owners and have been in business for 79 years. It proves we have adapted to the changing commercial and residential environment in the Metro South area.

What is your market area?

Metro South retail and consumer special occasions, weddings and funerals

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

To continue to offer superior quality and service to all our customers.

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.

Do You Have a HR Question?

Try the Human Resource Hotline

Sponsored by:



Does your business have Human Resource questions? Do you know where to turn for the answers?

The Metro South Chamber of Commerce has developed a hotline for your business to receive professional advice from experts in the HR field.

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



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Business Expo Set for Nov. 15



Space Still Available

Article continued from page 1

critical new science, technology, and medicines that benefit people worldwide. Representing over 440 companies, academic institutions



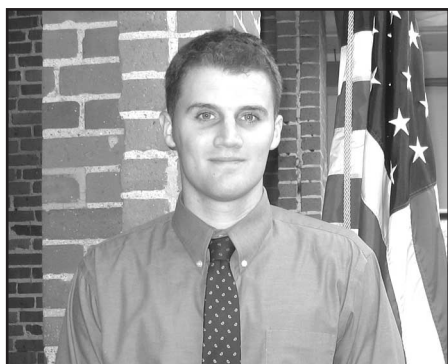
Judy McCarthy and Nelson Fernandes of Hilliards at the 2006 Business-to-Business Expo

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.



Kim Fleishman and Vanessa Leite at the United Way booth

Stonehill Student Begins Internship



James Porter

James Porter has joined the Chamber as an intern. James is from Melrose, MA and is attending Stonehill College with a double major in Communications and Graphic Design.

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.



Brenda Wornun Moore and Andrea Kingman of CareerWorks and Rachel Adams of Brockton Area Workforce Investment Board

In 1978, he received his Juris Doctorate from Boston College Law School and was admitted to the Massachusetts Bar that same year.

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.

For Expo space see article page 10

Eddie Terrenzi Joins Chamber Staff

The Chamber is pleased to announce the addition of Eddie Terrenzi to the Chamber staff.

Eddie will be responsible for the development of the Chamber's membership program as well as coordination of public relations activities.

Prior to joining the staff of the Chamber, Eddie was Special Projects Coordinator with the



Eddie Terrenzi, Membership and Public Relations

International Trade Assistance Center Inc. in Fall River, MA. He graduated with a B.A. in Economics and Political Science from UMass Dartmouth.

Eddie is a U.S. Marine Veteran and recently returned from service in Operation Iraqi Freedom.

Feel free to

contact Eddie at 508.586.0500 ext. 225 or via email at eddie@metrosouthchamber.com.

Historic Citizens To Be Recognized

Brockton Historical Society
Historic Citizens Award 2006

November 4th
Massasoit Conference Center
508.583.1039

Carol Thomas www.BrocktonHistoricalSociety.org *Vincent Macrina*
Celebrating Brockton's 125th Anniversary

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Health Care Dominates Recent Meeting

Brian Whalen of the Executive Office of Health and Human Services met with over fifty business people to discuss the new

businesses offer health insurance or be required to pay into a health care fund. The payment will equal \$295. per employee each year. Mr. Whalen addressed many commonly asked questions about implementation of the new law. A complete power point presentation was presented and distributed to



Meeting speaker Brian Whalen, Assistant Secretary Executive Office, Health and Human Services

health care law and the impact the law will have on many employers. The law mandates that many small



Suzanne Gerrior, Brockton VNA, Ruth Capernaros, Hospice of Greater Brockton, and Margret Perry of Hospice



Nadine Council, Security Federal Savings Bank and Will Silkworth, Crescent Credit Union

each attendee and anyone who registered for the event. If you would like a copy of the materials presented at the meeting or would like information about contacting Mr. Whalen in regard to this new health care law please contact Kerrie Blake at Kerrie@metrosouthchamber.com

Networking Big Hit at Breakfast!

"I met more potential business prospects in one hour than I could have all week trying to work the phones from my office."

-Small Business Owner at September Chamber Breakfast



Emily Lyons of Old Colony YMCA/Big Sisters-Big Brothers and Derek Keehan of Holiday Inn



Maria Andrade of McSweeney & Ricci Insurance Agency, Inc., Joe Kameese of American Business Connection, and Ellen Moore of Ellen Moore Design

RENEWING Members

- Ace Surgical Supply Company
- Bay Copy
- Brennan's Grille & Irish Tavern
- Bridgewater Goddard Park Medical Associates
- Brockton Area Association for Retarded Citizens
- Brockton Area Multi-Services, Inc.
- Brockton Pediatrics, Inc.
- CDIJ Enterprises
- Costa Mechanical Services
- Country Inn & Suites
- East Coast Petroleum Corp.
- Effective Logistics
- Family Salons, Inc.
- Farley Funeral Home, Inc.
- General Courier
- George Hutchinson - Realtor
- Health Care of Southeastern Mass, Inc.
- Holy Cross Family Ministries
- Home/Health and Child Care Services, Inc.
- Hospice of Boston, Inc. / DBA
- Hospice of Greater Brockton
- J & J Home Improvement

Thank You !

- J. K. Olivieri Insurance Agency, Inc.
- John T. Veale, D.M.D.
- Lion Labels, Inc.
- Mayflower Stationers
- P.K. Beauty Supply
- P.M.P. Associates, LLC
- Powers & Waitt CPAs
- Progressive Equity Strategies
- RE/MAX Advanced Realtors
- SalesGroup
- Schultz, Schwartz & Weinberger
- St. Joseph Manor Health Care, Inc.
- Stor-U-Self
- Tele-Dynamics, Inc.
- The Charity Guild, Inc.
- The Crazy Chef's Caterers
- Thrive On Change
- Trufant Real Estate, Inc.
- Washington Realty Trust
- Webster Printing and Mailing Co.



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



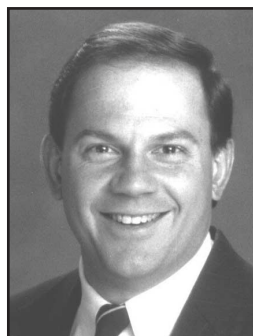
GOVERNMENT Affairs

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 **October 13, 2006** at 7:45am.

State Representative Kathy Teahan was bid a fond farewell at the September breakfast. She will retire in November. Ray Ledoux-BAT, Representative Kathleen Teahan, and Christopher Cooney-MSCC President



Thomas O'Brien, State Representative and newly appointed Plymouth County Treasurer

and will feature Representative **Thomas O'Brien**. Thomas J. O'Brien currently serves as the state representative from the 12th Plymouth District.

Elected to the House of Representatives in 1996, he currently serves on the Joint Committees on Tourism, Arts, and Cultural Development, Healthcare Financing, and Municipalities and Regional Government. He also serves on several caucuses.

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.

Business-to-Business Expo

November 15, 2006

Massasoit Conference Center, Route 27, Brockton



As part of the 93rd Annual Meeting, the Metro South Chamber of Commerce will host a Business-to-Business Expo on Wednesday, November 15, from 10:30 am - 3:30 pm, at the Massasoit Conference Center in Brockton. The Business-to-Business Expo is a great opportunity to reach over four hundred business

people throughout the Metro South region. Designed to be a personal table top expo, presenters will be provided with meaningful opportunities to promote their company to prospect after prospect. It is the right place, the right time, and the right audience.

The cost of a booth is \$309. Call before October 13 and receive the discounted price of \$259.

In previous years, the Chamber's response to this opportunity has been very strong. Since space is limited, registrations are on a first come, first served basis. To reserve your booth space, call Kerrie Blake, Program Director, at 508.586.0500 ext. 231.



Kelli-Beth Conway of Old Colony YMCA at the 2005 Expo

Sarah DeBettencourt Accepts New Position

Chamber Communications Director, Sarah DeBettencourt recently accepted a new position with L.E.K. Consulting LLC in Boston. The firm specializes in consulting to entrepreneurs and businesses in the areas of marketing and business planning. "Sarah enhanced, through her marketing and communications skills, every one of the many chamber programs held each year. She contributed a great deal to all facets of the chamber over the past three years. We wish her well in her new position." said Christopher Cooney, Chamber President and CEO.



Sarah DeBettencourt

Chamber VP Lands New Bedford Job



Roy Nascimento

Former Metro South Chamber of Commerce Vice President, Roy Nascimento, has been selected as president and CEO of the New Bedford Area Chamber of Commerce. Roy served the Metro South Chamber of Commerce for six years before being hired as the president and CEO of the Attleboro Area Chamber of Commerce. "Roy's leadership skills are exceptional. He is well positioned, based upon his skills and experience, to lead the New Bedford Area Chamber of Commerce. We wish him success in this new endeavor." said Christopher Cooney, president and CEO of the Metro South Chamber of Commerce.

Training & Workshop Series...

Local Government & Nonprofit Technology Training Series.

Presented by: Institute for Regional Development
Bridgewater State College

- Word Power User: Creating Forms, October 17, 2006, 9:00 am-12:30 pm
- Trade, Tourism & the Border, October 25, 2006, 8:30 am - 1:30 pm
- Word & Excel "Significant Others", November 14, 2006, 9:00 am-12:30 pm

Please contact Moira O'Brien at 508.531.2186 for further information on all the computer training courses. and please contact Mary Delgado at 508.531.2922 for further information on Trade, Tourism and the Border.



Tech Tools: Taking Control of Technology *Know What You Need, How to Use It*

by Richard Harvin

It's easy to become overwhelmed by what you don't understand. I know because it happens to me all the time (just ask my fiancée).

For a lot of people, it's technology that makes them feel like they've lost control. Technology options seem endless, and the language used to describe things can be confusing-which is sometimes intentional.

This sense of being overwhelmed often leads people to refuse to use new tools (or use them reluctantly), buy too little, too much, or the wrong thing for what they want to accomplish.

The first step in taking control of technology is to define what you are trying to do. Knowing your goals will help narrow your focus and make it easier to find what you need. Next, you should research what's available and how each item stacks up against the competition.

When you run across descriptions that you don't understand, look up (or ask) what they mean so that you can make meaningful comparisons between different items. Be sure to use multiple sources for your research, such as competing vendors and product Web sites, to help you get unbiased information.

After defining your goals and doing comparative research, the next step may be the hardest-purchasing the right tool while not spending too much or too little.

You can drive a nail with a rock, but a hammer or nail gun work best.

You can use a Ferrari as a delivery vehicle-well, I'm sure you get the point. Don't ignore your needs and the findings of your research just to "save" a few bucks. On the contrary, don't splurge on the latest and greatest if it's more than what you need.

The last step in taking control of technology is learning how to use it. You may have found the right tool for the job, but what good is it if you don't know how to operate it correctly?

Some training options that may be available in your area include community colleges and adult education programs, which tend to be relatively inexpensive. You can also take online classes or courses at a technical training institute. Another option is to obtain books or CDs on a specific subject and teach yourself.

You probably wouldn't buy a vehicle if you didn't know why you were buying it, how it stacks up against other vehicles, or if it can do what you need it to do. The same should be true of any technology-related purchase. Following these steps will help you control-instead of being overwhelmed-by-your technology.

Originally published September. Reprinted by permission, uschamber.com, September 2006.

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Candidates Confirm for Chamber Reception

Legislative Reception, Wednesday, October 5 - Stonehill College, Donahue Hall



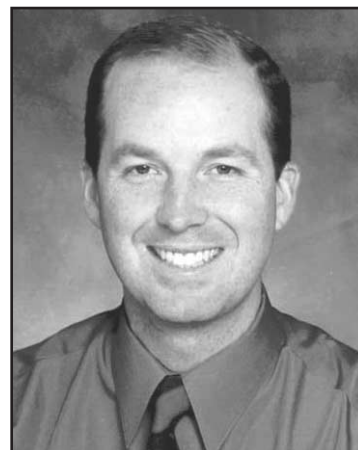
Representative Christine Canavan



Senator Robert Creedon



Representative Geraldine Creedon



Representative Joseph R. Driscoll



Representative Kathleen Teahan

Chamber Chosen for *When Work Works*

The *When Work Works* program is both a national and a local initiative highlighting the importance of workplace effectiveness and flexibility as strategies to enhance businesses' competitiveness and yield positive business results.

An important component of the initiative is the introduction of the Alfred P. Sloan Award for Business Excellence in Workplace Flexibility.

The three-year program is being instituted in select communities.

last survey of employees in 2002, questions regarding employee loyalty and engagement revealed six themes that employees considered to be critical in building an effective workplace.

The six characteristics were:

- Providing job autonomy
- Learning opportunities
- Supervisor support
- Coworker support
- Employee involvement in management decision-making
- Workplace flexibility

The Sloan Awards for Business Excellence in Workplace Flexibility honors companies that have successfully used flexibility to meet both employer and employee goals. This is the first award of its kind to validate companies' performance, programs and policies with employee input, differentiating it from any other current award. A rigorous application and scoring process was developed to select honorees for the award. Over 300 employers have applied for the award and cover all ranges of employer size and industry. One company in the Metro South area will be selected. To learn more log onto www.uschamber.com/cwp or contact Kerrie Blake at 508-586-0500 x231.



Local chambers of commerce will serve as hosts. By 2006-2007 twenty-four communities will be selected. Future plans to institutionalize the award program in the U. S. Department of Labor are under consideration, as well as extending the program through 2010.

When Work Works is based on national workforce research conducted by the Families Work Institute (FWI). The sampling of employers and employees conducted every five years identifies emerging workforce trends. In the

Additional Confirmed State and Local Official:

- Timothy Cruz, Plymouth County District Attorney
- Representative William Galvin
- Dennis Eaniri, City Councillor Ward 3
- John Buckley, Register of Deeds
- Linda Balzotti, City Councilor
- Setti Warren, Senator Kerry's office

Nine Chambers to Combine Networking

Regional Business After Hours - November 1, 2006

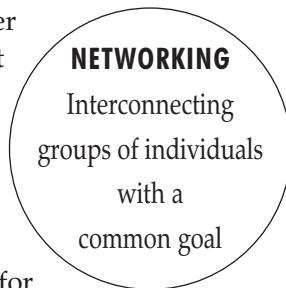
On Wednesday, November 1, 2006 the nine Southeastern Massachusetts area Chambers of Commerce will host a **Regional Business After Hours** from 4:30-7:00 p.m. at the Taunton Holiday Inn, 700 Myles Standish Boulevard, Taunton.

Meet business people from the Attleboro, Cranberry County, Metro South, New Bedford, Fall River, North Attleboro, Tri-Town, Plymouth and Taunton Chambers of Commerce.

Last years networking event brought together a crowd of nearly 300 business professionals

and entrepreneurs. This is a great opportunity to meet members from surrounding chambers.

To register for this event please call the Chamber at 508.586.0500 ext. 221. The event is free for members and \$10 for non-members. Come and enjoy hot and cold hors d'oeuvres, 50/50 raffle, cash bar and most importantly a lot of NETWORKING! Don't forget your business cards.



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

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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.

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- Access to Computers & Online Resources
- Informational & Instructional Videos
- Workshops & Seminars (fees may apply)



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Impact.

It takes the right tools to start - or grow - a business. And it takes customers to keep business growing.

The Metro South Chamber of Commerce builds strong businesses and communities by connecting you to new customers and suppliers, as well as to those who influence the local economy and quality of life. You'll get the tools and resources you need to grow and make a positive impact.

Access to the right tools. One more way the Chamber makes an impact.



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Metro South Chamber of CommerceTM
Leading Businesses. Leading Communities.

Call: 508.586.0500 or access www.metroouthchamber.com

BUSINESS EVENTS *Planner*

October 5

Legislative Reception

5:30 - 7:30 p.m.

Donahue Hall, Stonehill College

North Easton, MA

The reception is a casual event at which business leaders, elected officials, and candidates for public office can renew face-to-face contacts and discuss issues of importance to them and the business community while enjoying a complimentary bar and hors d'oeuvres.

Please RSVP by October 4, 2006 by calling 508.586.0500 ext. 231.

October 18

Good Morning Metro South

7:30 am - 9:00 am

The Holiday Inn - Brockton

195 Westgate Drive, Brockton

This breakfast program provides an opportunity for Chamber members to network with other Chamber members and business owners in the region.

Please RSVP by October 17, 2006 by calling 508.586.0500 ext 221.

October 26

Business After Hours

5:30 - 7:30 p.m.

Bridgewater Savings Bank

14 Main Street, Bridgewater

This networking event is a great opportunity to make business contacts in a casual setting.

Please RSVP by October 25, 2006 by calling 508.586.0500 ext 221.

IT'S EASY TO REGISTER!

508-586-0500 x 221

508-587-1340

E-mail: info@metroouthchamber.com

Send reservation and payment to:



MSCC
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!