



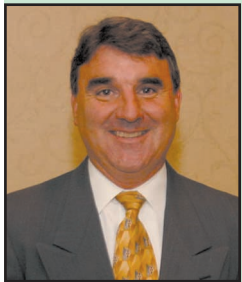
# Action report

October 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.



Mike Yunits, Massasoit Community College, Page 8



Tara Mitchell, Bridgewater State College, Page 9



Edward Nicolas, Downtown Brockton Association, Page 9

**CONTENTS**

Calendar of Events 3  
 Good News 7  
 New Investors 8  
 Member Profile 8

## Legislative Candidates Reception

October 6<sup>th</sup> at Stonehill College



Mark Linde of Community Cable Access, Father Mark Cregan President of Stonehill College, James Blake of HarborOne, and State Representative David Flynn

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 Wednesday, October 6, 2004 for the 15th 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 New England Sinai Hospital and Rehabilitation Center and 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 a complimentary bar and hors d'oeuvres.

Legislative actions at municipal offices, on Beacon Hill and in Washington are having a far greater impact on Metro South area businesses than ever before. As a result, there is a greater need for our business

*Continued on page 5*

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## Good Morning Metro South!

October 21<sup>st</sup>, 7:30 - 9:00 am, Radisson Hotel & Conference Center

The Metro South Chamber of Commerce will host the next Good Morning Metro South on Thursday, October 21 from 7:30- 9:00 am at the Radisson Hotel and Conference Center in Brockton.

The featured speaker is the new Superintendent of Brockton Public Schools, Basan Nembirkow. Superintendent Nembirkow brings a wealth of experience in urban, alternative and

*Continued on page 9*

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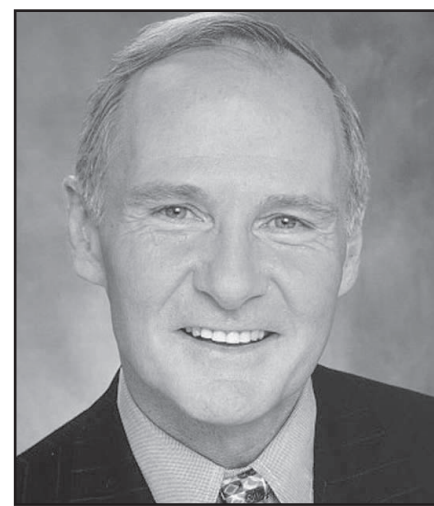
Basan Nembirkow, Superintendent of the Brockton Public Schools

Join the Chamber of Commerce NOW!

Call 508-586-0500 x229

## 91<sup>st</sup> Annual Meeting and Business Expo

Wednesday, November 17<sup>th</sup>, 10:30 a.m.-3:30 p.m.



Tom Reilly, Attorney General

The Annual Meeting and Business-to-Business Expo is quickly 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 make profitable business contacts with over four hundred and fifty attendees. Be sure to schedule time either before or after the annual meeting to participate in the Business-to-Business Expo.

This year's keynote speaker is Tom Reilly, Attorney General of Massachusetts. Since taking

*Continued on page 5*

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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](http://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
- Access to Computers & Online Resources
- Comprehensive Reference Library
- Informational & Instructional Videos
- Professional Counseling (by appt.)
- Workshops & Seminars (fees may apply)

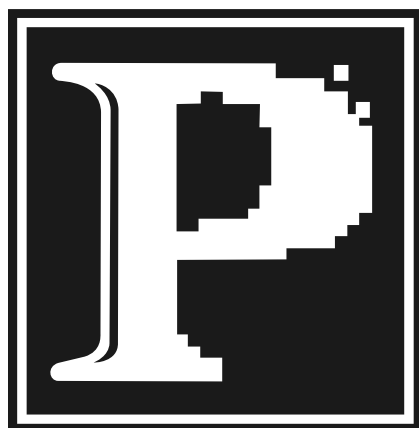


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*Proteas Customized Consulting*

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**ACTION Report**

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

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*Networking at Events*  
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 to grow your business!

**OCTOBER** *Calendar*

- 6** **Ambassadors Meeting** 8:00 a.m.
- 6** **Legislative Reception** 5:30 p.m.  
 Donahue Hall, Stonehill College
- 13** **Executive Committee (Date change)** 4:00 p.m.
- 14** **Business After Hours** 5:30 p.m.  
 Sapphire Manor Inn, 164 Massapaog Avenue, Sharon
- 15** **Government Affairs Meeting** 7:45 a.m.
- 21** **Good Morning Metro South (GMMS)** 7:30 a.m.  
 Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton
- 28** **Board Meeting (Date change)** 12:00 p.m.

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

*Coming up*

**November**

- 3** **Ambassadors Meeting** 8:00 a.m.
- 12** **Government Affairs Meeting** 7:45 p.m.
- 17** **91<sup>st</sup> 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**

*Save the date*

**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.
- 16** **Good Morning Metro South (GMMS)** 7:45 a.m.  
 Radisson Hotel & Conference Center, 195 Westgate Drive, Brockton

Photo and print production by **Mark Mahoney, The Enterprise**



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

**Metro South Chamber of Commerce**  
 Sixty School Street, Brockton, MA 02301-4087  
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 info@metrosouthchamber.com  
 www.metroouthchamber.com

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## The State Office of Minority and Women Business Assistance (SOMWBA)

### Pre-certification Workshops

The State Office of Minority and Women Business Assistance (SOMWBA) reviews the eligibility of minority and women business enterprises, and minority and female controlled non-profits, to participate in affirmative purchasing and contracting opportunities.

#### What are the workshops?

- Workshops are required for all interested principals of minority and women businesses or non-profit organizations applying for certifications through SOMWBA.
- Businesses are at least 51% owned and controlled by minority or female principals, or non-profit that are at least 51% controlled by minority or women board members may be eligible for SOMWBA certification.
- If you need an accommodation for a disability please notify us at

least ten business days in advance.

#### What will the workshops cover?

- Business Affirmative Market programs
- SOMWBA's certification application
- Explanation of regulatory language and criteria necessary to be certified
- Required documentation for certification
- Explanation of certification process

#### Who should attend?

- The eligible owner/principle of any minority or women business enterprise, or non-profit organization seeking certification
- All those assisting in the SOMWBA certification process

**How do you register? Please call 617.973.8692 or**

**www.somwba.state.ma.us.**



## GOVERNMENT Affairs

*Next Meeting: Friday, October 15<sup>th</sup> at 7:45 a.m.  
Speaker: Mr. Mark Roosevelt, Managing Director  
Massachusetts Business Alliance for Education*

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.

## Training Services and Rooms Provided at CareerWorks

CareerWorks, Brockton's Area One-Stop Career Center, provides meeting rooms in its convenient Downtown Brockton location. The building is easily reached via public transportation and is ADA compliant. Located at 34 School Street, the Center is adjacent to City Hall and the Metro South Chamber of Commerce Building.

Center facilities include: six comfortable furnished meeting rooms, which accommodate up to 40 people, a state-of-the-art computer laboratory and equipment and connectivity to support various presentation formats. The center also has the ability to turn some meeting rooms into a Computer lab for up to 16 people using notebook computers and wireless technology. In addition,



Business owners utilize the computer lab at the One-Stop Career Center, CareerWorks in Brockton

the center offers limited availability of flip charts, LCD projectors, overhead projectors and a "Smart Board", an exceptional presentation and teaching aid. Past businesses that have utilized the Computer Lab include CWE (The Center for Women and Enterprise) as well as the Metro South Chamber of Commerce.

Center services include: organized meetings and workshops, provide trained facilitators, identity training specialists, customized curriculum, scheduled training programs and even referral to catering services.

Contact Marni at CareerWorks today for further information at 508.513.3464 or marnid@careerworks.org

As a One-Stop Career Center, CareerWorks in collaboration with the Brockton Area Workforce Investment Board offer a place for employers and people seeking employment to connect in a customer-friendly, customer driven environment. CareerWorks applies creative and innovative approaches to meet the growing and changing needs of our members.

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### Annual Meeting and Business Expo continued from page 1

is **Tom Reilly, Attorney General of Massachusetts**. Since taking office in January 1999 as the state's 43rd attorney general, Tom 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 areas 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 11<sup>th</sup>. 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.



Pictures left to right, James Blake, Chairman and Christopher Cooney, Chamber President and CEO, present an Economic Development Impact Award to Eddie Samuel from Stop & Shop at the 2003 Annual Meeting and Business Expo. The award recognizes Stop & Shop's two new stores in Brockton and Whitman. Picture on the right, Boston Mayor Thomas Menino addresses the crowd as the featured speaker during the Annual Meeting luncheon last November at the Massasoit Conference Center.

## Transworld Systems Offers Chamber Program

Transworld Systems a national collection service with over 150 offices throughout the country is offering a program specifically designed for Metro South Chamber of Commerce members. Their clientele consists of over 200 of the Fortune 500 companies and over 60,000 small and large businesses across the country.

The Metro South Chamber of Commerce is pleased to offer its members the opportunity to take advantage of a new concept in recovering slow pay and delinquent accounts, and bad checks. Transworld Systems has a proven record of diplomatically collecting accounts for a flat fee of less than \$14 per account, with an average recovery rate of 56%.

This group rate, offers substantial savings to members. If you have any questions or are interested in receiving a confidential analysis, please call Stephen D. Potischman at 781.344.7261. Personal appointments are scheduled by him---there is no obligation.

### Legislative Reception continued from page 1

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.

### Some of the Confirmed Legislators (as of printing) that will attending

#### the Legislative Reception on October 6, 2004



Representative Christine Canavan



Representative Daniel Webster



Representative David Flynn



Representative Geraldine Creedon

#### Other confirmed State officials:

- Representative William Galvin
  - Representative Thomas O'Brien
  - Representative Lou Kafka
  - Representative Kathy Teahan
  - Senator Robert Creedon
  - Senator Brian Joyce
  - Senator Marc Pacheco
  - Plymouth County Sheriff Joseph McDonough
- ...and many more!

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## Business-to-Business Expo

November 17, 2004

Massasoit Conference Center, Route 27, Brockton

As part of the 91<sup>st</sup> Annual Meeting, the Metro South Chamber of Commerce will host a business-to-business expo on Wednesday, November 17, 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 three 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 \$299. Call before October 15 and receive the discounted price of \$249. 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.



JLS Mailing Services participate as an exhibitor at the 2003 Annual Meeting and Business-to-Business Expo



## Your Brockton Neighborhood Health Center

Brockton Neighborhood Health Center is the only community health center in Brockton, a city of more than 94,000 residents. They began providing services in 1994 in a mobile medical van operating out of a church parking lot. Since then, the center has grown rapidly to a multi-site clinic providing desperately needed services to low-income and marginalized adults and children.

The Brockton Neighborhood Health Center provides high quality comprehensive health and dental services to residents of Brockton and the surrounding communities. The health center is committed to providing care that

is responsive to community health needs and is linguistically, culturally and financially accessible.

The centers plan is to construct a new building to continue the efforts to better meet the growing needs of children, adults and the elderly. The 58,000 sq. ft. building will be five stories high constructed in downtown Brockton at the corner of Legion Parkway and Main Street. The new health center complements plans underway to revitalize downtown by replacing a blighted vacant lot in the heart of downtown with an attractive, functional new building.

For more information on the Neighborhood Health Center,

please call  
508.894.3203.

A rendition of the Brockton Neighborhood Health Centers proposed new facility that will be located at Legion Parkway

## UMASS Dartmouth's Center for Business Research

### Serving Broad Spectrum of Community

The Center for Business Research has conducted market research for over 250 area businesses and organizations, dozens of state and national companies and countless not-for-profit organizations. This research, if charged at market value would have cost local organizations millions of dollars, far beyond the ability of most to pay. What they did pay averages about the twenty-five percent of the actual market value. Even more important to area's economy, than the dramatically reduced cost is the impressive increases in productivity and profitability experienced by a vast majority of research recipients.

Research has been effectively spread over a broad spectrum of the economy. This spread has allowed the Center to work with highly diversified clientele and provide hundreds of graduate and undergraduate students with research opportunities. The experience has greatly enhanced their expertise and employment opportunities. The diversity of clients and wide range of assistance provided by the Center is clearly emphasized by a listing of

clients presently engaged with the Center. They include: two regional Chambers of Commerce, two University Administrative Offices, the New England School of Law, an upscale restaurant, a prominent printing company, the Massachusetts Office of International Trade, Advance Technology & Manufacturing Center, Dartmouth Mall, WSAR Radio; and the Cape Cod Cranberry Growers Association.

It's obvious that the Center for Business Research has filled a significant role in the economic development of Southeastern Massachusetts and is positioned to play an even more important role in the future. Throughout its existence, the Center has experienced incredible collaboration and cooperation with a broad spectrum of area business leaders, organizations have signed on as Center Associates and serve on its Advisory Board.

If you wish to explore a relationship please contact Dr. Nora Ganim Barnes, Director at 508.999.8756 or at [nbarnes@umassd.edu](mailto:nbarnes@umassd.edu).



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**METRO  
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CHAMBER OF  
COMMERCE**

### Office Space Available

The Metro South Chamber of Commerce located at 60 School Street, Brockton now has office space available for lease.

For more information contact the Chamber at 508-586-0500 ext. 223.



## GOODNews

Great things going on in area businesses

**Home Health & Child Care Services, Inc.** is opening a new child care center this fall. The center will be serving the children ages infant to six years old, has newly designed space including an outdoor playground, meets the OCCS Licensing Standards, and is based on NAEYC Accreditation Standards.

Home Health & Child Care services, Inc. is recognized for providing innovative state-of-the-art programs that assist and support individuals in making informed decisions regarding family care services. HHCC is now putting experience into practice by creating a high quality child care center. This center not

only services families but also child care professionals as a training model to demonstrate a high quality program. For more information please contact *Tracy Melody* 508.588.6070 ext. 215 or by email at [childcarectr@hhcc.org](mailto:childcarectr@hhcc.org).



Malcom Weiner,  
Vice President of Operations,  
Brockton Hospital

**Brockton Hospital** has announced that *Malcom Weiner* has been named the new Vice President for Operations. In this role, Weiner is responsible for overseeing several medical

departments in the hospital including radiology, pharmacy, laboratory, behavioral health, and cardiopulmonary services.

Most recently, Weiner served as the Director of Cardiovascular Medicine and Vascular Medicine for Caritas Christi Health Care. Serving in this role for the past four years, Weiner was responsible for all operational aspects of cardiovascular and vascular medicine for the six hospital Caritas Christi Health Care System, including oversight of a \$100 million operating budget.

**Mount Moriah Baptist Church** invites you to join us in celebrating 23 years of community leadership. We are hosting a special recognition dinner given in honor of ten outstanding community leaders who will be recognized for their tremendous services to Mount Moriah Baptist Church and to the Greater

Brockton Community. The honorees are: *Roberta Allen, Jack Kelly, Eugene Marrow, Robert Martin, Minister Ruth Neville, Minister Larry Johnson, Deacon Charles Alford, Mrs. Aundrea Kelly, Mrs. Joan Hawkins, and Mr. Peter Simons.*

This recognition dinner will be held on **Friday, October 8** from **6:00-11:00 pm** at the Shaw's Conference Center located at One Lexington Avenue, Brockton. *Ticket price is \$50 per person. To order tickets or for more information please call 508.588.0833.*

*Stan Berman* won **Baynes Electric's** first annual Harold A. Baynes Award, awarded to the manufacturer/sales representative who best exemplifies the spirit of enthusiasm, cooperation and commitment to his/her relationship with Baynes Electric. Stan Berman is an employee of Reflex Lighting in Boston. He received the award at a dinner hosted by Baynes Electric during its Annual Trade Show on the islands of Nantucket and Martha's Vineyard. The Award was given in honor/remembrance of Harold A. Baynes, founder of Baynes Electric in 1956.

*Kimberly McLaughlin* is currently serving as the Director at **CareerWorks**, the One-Stop Career Center located in downtown Brockton. CareerWorks provides services to both job seekers and employers in the Brockton area that include job fairs, recruitments, workshops, training and assistance with job matching.

Prior to taking the position of Acting Director, Ms. McLaughlin served as the Deputy Director of Workforce Development at the Massachusetts Department of Labor and Workforce Development. In this capacity, she managed job training and employment programs throughout the Commonwealth, including the implementation of the Workforce Investment Act and the state wide roll out of the One-Stop Career Center Initiative.

## Sponsor An Event-Market Your Business!

Good news! The Metro South Chamber of Commerce is unveiling several new sponsorship opportunities available to members. The new opportunities are unique and provide a wonderful opportunity to promote your organization to the Metro South business community.

### Human Resource Management Council

The Metro South Chamber of Commerce holds regular meetings of the Human Resource Management Council including a half day seminar in the Spring. The Chamber's Human Resource Management Council is dedicated to providing human resource managers and small business owners the opportunity to network with their peers while sharpening their HR skills with dynamic speakers and topics. Sponsorship of the Chamber's Human Resource Management Council is an exceptional way to personally present your organization and services to the business community.

### Government Affairs Meetings

The Metro South Chamber of Commerce works on behalf of members to advance responsible public policy that ensures that the business community has the resources, infrastructure, and opportunities to keep our region's economy strong and growing. The Government Affairs division hosts intimate meetings (12-25 attendees) on a monthly basis with thoughtful dialogue on contemporary issues. Members receive regular legislative updates at the meetings. Past speakers have included legislative leaders, as well as experts on state and federal issues. Sponsorship of the Chamber's monthly Government Affairs meetings is a unique way to reach key business leaders and decision-makers about your firm's products and services.

### Member Orientation

The Metro South Chamber of Commerce holds regular orientation meetings for new members, existing members, new employees of existing members, and prospective members. The meetings provide members with an introduction to the Chamber as well an opportunity to network and showcase their business with a 30-second commercial. Sponsorship of a Chamber Member Orientation is a unique and low cost way to reach new members about your firm's products and services.

**For more information on any of these sponsorship opportunities, please contact Roy Nascimento at 508.586.0500 ext. 225 or email [roy@metrosouthchamber.com](mailto:roy@metrosouthchamber.com).**



Good News continued from page 7

**Bridgewater State College** is offering a workshop on the QuickBooks Pro 2004 software package. The workshop will run on *Tuesday evenings from 6:00-9:00* for 6 weeks beginning on *Tuesday, November 2* in room 135 of the Moakley Center for Technological Applications.

QuickBooks accounting software is now being used by over 2.5 million small businesses. This workshop is designed for the beginning user. It will demonstrate how to set up your data file as well as the use of the data file for accounts receivable, accounts payable, payroll, inventory, bank reconciliations and many more useful applications.

For additional information or to register, call the Office of Distance Learning and Technology Programs at 508.531.6145.

The **D.W. Field Park Association** will present "Towerfest" from 11:00 am - 4:00 pm on *Saturday, October 9, 2004*. "Towerfest" is a celebration of

"Connect the Arts" the Brockton consortium of local artistic, cultural and historical organizations.

With free admission to all, Towerfest will be held at the Central Memorial Tower in D.W. Field Park, close to Oak Street in Brockton. The many activities throughout the day include a performance by the Cosmo Legion Band, Zappy the Clown, Reptile and Raptor Show, as well as free pony rides, face painting and crafts for kids throughout the day. Towerfest visitors will enjoy the beautiful foliage from atop of the Central Memorial Tower and will be able to guess how many steps there are to the top. The food court will offer hamburgers and sausages and the Association's annual bake sale will have hand-held, home-made goodies. There will be raffles and door prizes.

**Connect the Arts** provides monthly spotlights on Brockton's cultural organizations. To learn more about other monthly events please call 508.580.7116.

## MEMBERProfile

### Massasoit Community College

**Address:** One Massasoit Boulevard, Brockton, MA 02302

**Website:** www.massasoit.mass.edu



Mike Yunits

Year  
Established:  
1966

Number of  
Employees:  
444 full and  
part-time  
employees

**Products or Services:**  
Higher Education

**What is unique or special about your firm and the products and services you offer?** Massasoit Community College is a comprehensive degree and certificate granting higher education institution

**What is your market area?**

The market area is Southeastern Massachusetts, including Plymouth County and parts of Bristol and Norfolk Counties

**What markets do you serve?**

Massasoit serves students, businesses and non-profits

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

We are dedicated to creating a challenging and supportive environment where the members of our community can attain their educational and personal goals

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.

## NEW Investors

Welcome!

### Amarilys Skin Care

Ms. Irene Poirier  
91 Bedford Street #1  
East Bridgewater, MA 02333  
Phone: 508.350.0223  
Beauty Salons/Supplies

### ATS Payroll

Mr. Chris Compagnone  
365 Westgate Drive, Suite 8  
Brockton, MA 02301  
Phone: 508.427.4506  
Fax: 508.427.4509  
Payroll Services

### Bay Mortgage Services

Mr. Kevin Garraway  
50 Braintree Hill Office Park  
Braintree, MA 02184  
Phone: 781.843.4449  
Fax: 781.843.7928  
Brokers

### Changing Directions Counseling

Dr. Debora Lynn  
15 Torrey Street  
Brockton, MA 02301  
Phone: 508.580.3193  
Fax: 508.580.6500

### Clean Net New England

Mr. Roody Lespinasse  
13 Owens Avenue  
Brockton, MA 02301  
Phone: 508.930.4075  
Fax: 508.930.4108  
Cleaning/Janitorial

### Customized Properties

Mr. Chris Romans  
P.O. Box 89  
Randolph, MA 02368  
Phone: 508.230.9926  
Fax: 508.230.9092  
Real Estate/Property Management

### J.C.'s Super Laundromat

Mr. P. Kelleher  
759 Belmont Street  
Brockton, MA 02301  
Phone: 508.941.6866  
Service

### Kevin W. O'Neill Plumbing

Mr. Kevin O'Neill  
5 Ballard Street  
Randolph, MA 02368  
Phone: 781.986.8801  
Plumbing

### Lakeland Realty Inc.

Ms. Marie Paulsen  
674 West Center Street  
West Bridgewater, MA 02379  
Real Estate/Appraisers

### Little Prince and Princess Daycare

Ms. Ruthie Harris  
877 North Main Street  
Brockton, MA 02301  
Phone: 508.587.2483  
Child Care

### M.A.Temp Agency

Mr. John Andrade  
47 West Elm Street  
Brockton, MA 02301  
Phone: 508.588.9420  
Fax: 508.588.1940  
Employment

### MightyWebs

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



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.

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



# Member Marketplace

## Member-to-Member Exchange!

The Metro South Chamber of Commerce is a business organization 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 or three at \$250 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](mailto: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 and CEO, Metro South Chamber of Commerce.  
(front row, left to right)  
Tara Mitchell, and Kaitlyn MacAleese

"When you want it done right."

**James Guarino**  
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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](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.



Sponsored by:

## Good Morning Metro South continued from page 1

international schools to his new post at 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.

Participation is a major emphasis of the superintendent's leadership style: he plans to meet regularly with parents, teachers and community groups to solicit input on educational plans and better attune himself with the needs of the school district and community.

"A strong community invests in its schools, because our students are our future," he said. "We have an obligation to provide the best education possible, and we all have to work together to see that our students succeed. I'm open to comments and suggestions, and I want to hear ideas because if they're good, we'll find a way to use them."

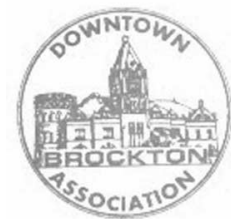
As always, the GMMS breakfast program is a great networking opportunity. Guests are encouraged to stay for informal networking immediately following the program. Pre-register by calling 508.586.0500 ext. 221. The cost is \$16 for members and \$23 for non-members.

## Promoting Downtown Brockton

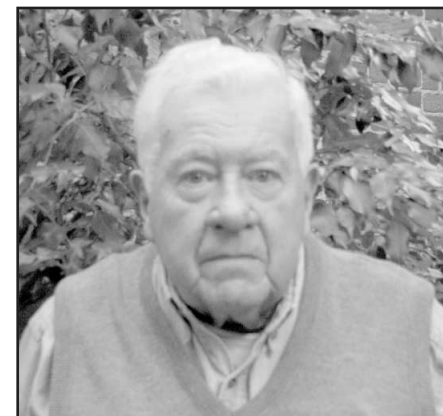
The Downtown Brockton Association (DBA) is a non-profit membership based organization founded in 1982. The DBA represents business and property owners working to enhance the vitality and livability of downtown Brockton.

The mission statement of the Downtown Brockton Association is to provide effective leadership in order to create, promote, and sustain downtown Brockton as a unique and economically viable business, entertainment, social, educational, and cultural center.

To learn more about the DBA, contact, **Edward Nicolas**, the Executive Director at 508. 587.4DBA or PO BOX 4306 Brockton, MA 02303



"Promoting a Positive Community Image."



An insight on Edward Nicolas of the Downtown Brockton Association

## Gift and Incentives

Gift albums from \$25 - \$750 Great for all occasions

**Dayna Griswold**

For employees and customers call or email for more information  
508.588.3767 - fax 509.471.2087  
[daynagriz@yahoo.com](mailto:daynagriz@yahoo.com)

## Loan Funds Available for Small Businesses

The South Eastern Economic Development (SEED) corporation announced today that it has \$500,000 in loans funds available for small businesses in the City of Brockton.

SEED Corporation working in conjunction with the Brockton 21st Century Corporation, the Metro South Chamber of Commerce, and the Old Colony Planning Council established a special loan pool for Brockton businesses with grants from the U.S. Economic Development Administration, and a loan from the U.S. Small Business Administration.

"This pool of funds enables SEED to make loans up to \$50,000 to meet small businesses' needs for equipment, furniture, leasehold improvements, working capital, and paying off high interest credit cards," explained Laurie Walsh, SEED's micro loan and business assistance coordinator.

According to Walsh, SEED can also combine these loans with bank loan or with funds available through other SEED loan programs to meet a business need up to \$100,000. These loans are usually made for five years, but can be amortized over ten years depending on the use of the funds. The interest rate is fixed for the term and ranges from 6% to 7%.

"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," explained Walsh.

According to Walsh, the process for obtaining a loan consist of filling out a fairly simple one sheet application form which can be obtained through SEED's web-site: [www.seedcorp.com](http://www.seedcorp.com) or by calling SEED at 508.822.1020. For start-up businesses, Walsh suggests attending one of SEED's monthly Business Basics Workshops, and preparing a business plan. A Business Plan Booklet is also available on SEED's website.

Over the past 5 years, SEED has made 33 small loans to businesses in Brockton totaling \$972,000 and helping to create 140 new jobs. These loans have been made to a range of small businesses including restaurants, gift shops, hair salons, fitness centers, day care providers, convenience stores, pharmacies, moving services, manufacturing companies and others.

## News Flash Chamber eUpdate can earn you cash!

Sign up for the Chamber's eUpdate and stay up-to-date on local business news. Upon registering for this free update we'll enter you to win a free gift certificate to the Westgate Mall. Chamber eUpdate is a weekly email newsletter service for members created exclusively to keep them informed about chamber events, news, trends, and services available to the business community.

The service is free for members and is CAN-SPAM Act compliant. Every email that is generated contains an unsubscribe link which allows members to opt-out of future emails. Members who opt-out are automatically updated on our subscribers list to avoid the chance of sending unwanted Chamber eUpdates to them in the future. In addition, the Chamber eUpdate subscribers list is not sold or distributed.

Sign-up is easy. Simply visit [www.metroouthchamber.com/subscribe.html](http://www.metroouthchamber.com/subscribe.html) and subscribe.

## Make your **VOTE** count!

*Election Day is November 2, 2004*

VoteForBusiness.com is a one-stop voter resource for U.S. Chamber members and their employees that contains voter registration forms, absentee ballots requests, candidate information, a polling place locator, and more - all in one central location. The U.S. Chamber created this site to help its members become active participants in this year's election and have an opportunity to make their voices heard in Washington D.C.

There is a lot at stake for small business owners in this election and as we learned in 2000, every vote counts. A quick look at the headlines demonstrated that the issues of importance to you and

your business will be decided by the people we elect this fall.

For starters simply visit the site today at [www.VoteForBusiness.com](http://www.VoteForBusiness.com). You will be able to research the candidates running to represent you, register to vote, request an absentee ballot, locate your polling place and more.

You have a right! You have a voice! You make a difference! Don't let others decide the issues that are significant to you and your small business, including health care, taxes, and regulations. Join us and other small business leaders from across the nation to get out the vote!

**Visit Today!**

[www.VoteForBusiness.com](http://www.VoteForBusiness.com)

U.S. Chamber of Commerce  
1615 H Street, N.W., Washington, D.C. 20062-2000



## Sapphire Manor Inn Hosts Business After Hours

On *October 14, 2004* from 5:30-7:30 pm, the **Sapphire Manor Inn** will host a Business After Hours at 164 Massapoag Avenue in Sharon.

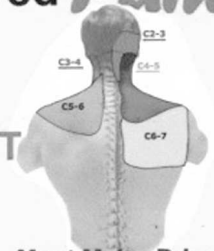
The Sapphire Manor Inn overlooks Lake Massapoag and was built at the turn of the century along with a host of other Victorian mansions and inns constructed to accommodate the wealth of vacationers and tourists. Today, the Sapphire Manor Inn is the only surviving in Sharon. Since its construction, the estate has been used for functions of all kinds, especially weddings.

Mark your calendar for this great event to meet potential clients, customers and other local business people. To register, please call the Chamber at 508.586.0500 ext. 221. The cost is \$5 for members and \$10 for non-members.



James M. Freitas, DC

### Referred Pain Chart





Felecia A. Perry, DC

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## RENEWING Members

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Alcoa Fastening Systems  
 Anania Plumbing & Heating, Inc.  
 Bauman Photography, Inc.  
 Bay Copy  
 Benoit, Benoit & Associates  
 Stephanie A. Billingham,  
 Psychotherapist  
 Brockton Area Private Industry  
 Council, Inc.  
 Brockton Community Schools  
 Brockton Pediatrics, Inc.  
 Brockton Symphony Orchestra  
 Brueggeman Real Estate  
 Catholic Charities-South  
 The Charity Guild, Inc.  
 Chux Canteen  
 The Crazy Chef's Caterers  
 Creative Homes, Inc.  
 Creative Transitions  
 Emmanuel House Residence  
 Furtados Freight Lines, Inc.  
 General Courier  
 Irving W. Goldberg  
 Halifax Car Wash/Aqua Spray  
 The Health & Fitness Studio

J.K. Holmgren & Associates, Inc.  
 Holy Cross Family Ministries  
 Home/Health and Child Care  
 Services, Inc  
 Accounting Offices of  
 Daniel Kaplan  
 Lightship Engineering, LLC  
 Loan Star Mortgage, Inc.  
 P.K. Beauty Supply  
 P.M.P Associates, LLC  
 PC'S 4 U  
 RE/MAX Advanced Realtors  
 Denise Robichaud Interior Design  
 SalesGroup  
 Shields Health Care Group, Inc.  
 Sims & Sims, LLP  
 Stonehouse Gardens  
 Norwell Greenhouse, Inc.  
 Storage USA  
 Transworld Systems, Inc.  
 Trufant Real Estate, Inc.  
 United Furniture II, Inc.  
 John T. Veale, D.M.D.  
 Washington Realty Trust

## Brockton Lets the Sun Shine in on Solar Energy Project

Article from MASS HIGH TECH 9/27-10/3 2004

The City of Brockton recently unveiled its newest power plant; a 2.4 kilowatt solar power project on the roof of Brockton High School. Brockton Mayor John T. Yunits was joined by representatives from the Brockton School Department, Massachusetts Technology Collaborative (MTC), the US Department of Energy, Evergreen Solar, Inc. and Conservation Services Group (CGS), as well as other city dignitaries, in ceremonies unveiling the system.

The high school project is part of a larger effort, the "Brockton Solar Champions Partnership", which is funded by a US Department of Energy "Millions Solar Roofs" grant. This partnership seeks to put Brockton in the forefront in deploying solar energy through the development of a 1 megawatt solar Brightfield, and the installation of 100 kilowatt of rooftop solar power facilities throughout the city, including the high school.

The high school's science department will use the installation as a "living laboratory" to teach students about solar power, and will integrate a renewable energy curriculum being developed into classroom instruction. The site will also be featured on a MTC website.

The Brockton High School installation features 24 Evergreen Solar panels, which will generate about 3,000 kWh per year of electricity or enough to power the science lab classroom. Installation services and a data acquisition system with weather station were provided by CSG Services, Inc. To find out more about this project and to read the extended article, please visit [www.masshightech.com](http://www.masshightech.com).

## Don't Let Election Drive Investment Decisions

Article from Edward Jones Investments - Peter J. Dutcher, Investment Representative

The campaigning and the commercials are just about over- and the election day is upon us. As a citizen, you have something at stake in this election, and in every election. But as an investor, should you really be that concerned over who wins the presidency?

You might think so, if you listen to all the claims coming from both parties. And yet, many of these charges and counter-charges are just rhetoric. Here's the bottom line: Individual investors have done well and poorly under both Democrats and Republicans. Ultimately, the good health of the financial makers - and, by extension, your investment success - depends on a variety of factors having relatively little to do with who's in the White House.

Does the presidential election have any impact on the markets? Yes. If an incumbent wins, the stock market typically performs a little better for the next year - but that is often because the markets don't like the uncertainty caused by the change. And this positive effect is really a short-term reaction.

Over the longer term, a particular administrator's policies can have some affect on the economy, which in turn affects the markets. But it's far from the clear just how much control any president has over economic forces. And not infrequently, an administration's actions may not even have the desired economic results.

If you want to have a voice in how your government is run, you need to vote - it's that simple. The winner of the presidential election can play a huge role in shaping the issues of the day. But, as we've seen, other factors are likely going to be more responsible for determining the investment outlook for the next four years. So, when you enter the voting booth, let your conscience - not your brokerage statement - be your guide.

## MEMBER Orientation

December 8<sup>th</sup>, 2004 - 8:00 a.m.-9:00 a.m.

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 on your company to share.

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

Sponsored by:



Health Services  
Administrators

# An Opportunity Not To Be Missed!

# Become a Chamber Member..

It's all about *Opportunity!*



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. 221.

\* 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, send your completed form and a check made payable to:  
Metro South Chamber of Commerce, 60 School Street, Brockton, MA 02301.

Company: \_\_\_\_\_  
 Contact Person: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_  
 Mailing Address: \_\_\_\_\_  
 Phone/Fax: \_\_\_\_\_  
 EMAIL: \_\_\_\_\_  
 Website: \_\_\_\_\_  
 Business Category: \_\_\_\_\_

### New Members Investment Schedule

Base Rate= \$245 + \$5 per full-time employee (2 part-time= 1 full-time)  
 \$ \_\_\_\_\_  
 Add one-time enrollment fee  
 \$ \_\_\_\_\_ 25  
 Add \$25 health insurance enrollment fee (only if utilizing)  
 \$ \_\_\_\_\_  
 Total Investment \$ \_\_\_\_\_

## BUSINESS EVENTS *Planner*

### October 6

#### Legislative Reception

5:30 - 7:30 p.m.

Donahue Hall, Stonehill College, North Easton

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.

Pre-registration is necessary. Please call 508.586.0500 \$5 for members & \$10 for non-members

### October 14

#### Business After Hours

5:30 - 7:30 p.m.

Saphire Manor Inn, 164 Massapoag Avenue, Sharon

This is an excellent opportunity to meet potential clients, customers, and other local business people in a beautiful location overlooking Lake Massapoag.

Please RSVP by September 29 at 508.586.0500 ext. 221 \$5 for members & \$10 for non-members

### October 21

#### Good Morning Metro South

7:30 a.m.

Radisson Hotel- Metro South

195 Westgate Drive, Brockton

7:30 a.m. Check-In and Networking  
7:45 a.m. Buffet Breakfast followed by program  
9:00 a.m. Meeting Adjourns  
9:00-9:30 a.m. Informal Networking

Please RSVP by September 21 at 508.586.0500 ext. 221 \$16 for members & \$23 for non-members

### IT'S EASY TO REGISTER!

508-586-0500 x 221

508-587-1340

E-mail: info@metrosouthchamber.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!