



Action report

September 2006

Always about
OPPORTUNITY



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



Fran Dillion, page 2



Raymond Yancey, page 10



Jennifer Davis-Carey, page 11

CONTENTS

Calendar of Events	3
Good News	4
Renewing Members	9
Season Tickets	12

Good Morning Metro South!

September 21, 2006 - Holiday Inn, Brockton



State Treasurer Timothy P. Cahill

State Treasurer Timothy P. Cahill is the breakfast's featured speaker.

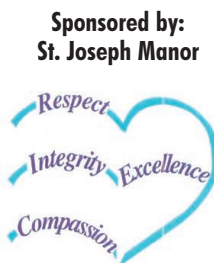
Cahill serves as Massachusetts State Treasurer and Receiver General. As the Commonwealth's Chief Financial Officer, he brings a business-minded approach to managing the state's finances and has implemented better business practices in the Treasury's departments and affiliated agencies.

Treasurer Cahill's accomplish-

The Metro South Chamber of Commerce is presenting the first **Good Morning Metro South** of the season on **Thursday, September 21** from **7:30-9:00** at the **Holiday Inn and Conference Center** located at 195 Westgate Drive, Brockton.

ments include: managing the Massachusetts School Building Authority; returning \$936 million in Lottery aid to the state in FY2005; reallocating assets of the Pension Reserves Investment Trust Fund; and returning \$135 million in abandoned property to rightful owners, and collecting a record \$851 million since FY03.

The Good Morning Metro South is being sponsored by St. Joseph Manor. St. Joseph Manor is a 118-bed non-profit nursing home located on a 26 wooded acre campus. St. Joseph Manor attends to the needs of the whole persons' mind and spirit. They welcome and respect people of all faiths and traditions.



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.

Business Networking

September 28, 2006



Join us for an evening of food and fun while meeting and greeting fellow business professionals. On **Thursday, September 28, 2006** from **5:30 to 7:30 p.m.**, **Sign Design** located at **170 Liberty Street** in Brockton will host the next **Business After Hours**.

Sign Design, Inc. is a full-service custom sign company offering all aspects of sign project management including consultation, design, fabrication, installation and service for over 15 years. With over 30 skilled employees operating in a 30,000 square foot state-of-the-art facility, Sign Design manufactures 90% of their products in-house.

Signage is one of your best opportunities to communicate with existing and potential customers. It is always on the job for you - advertising your business and projecting your brand image to the community all day, every day.

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 the **Metro South Chamber of Commerce** at **508.586.0500 ext. 221**.

Democratic - Republican - Political Party

Legislative Reception - Thursday, October 5, 2006



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.

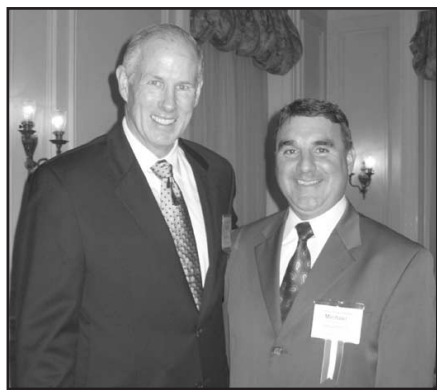
The reception is a casual event at which business leaders, elected officials, and candidates for public office can renew face-to-face contacts and discuss issues of importance to them and the business community while enjoying complimentary refresh-

Article continued to page 2



508.586.0500 x 225 or 229

Article continued from page 1



Fran Dillion, Stonehill College and Mike Yunits, Town of Holbrook

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



David Farrell, Brockton Parking Authority and Chris Coppage, Under Sheriff for Plymouth County

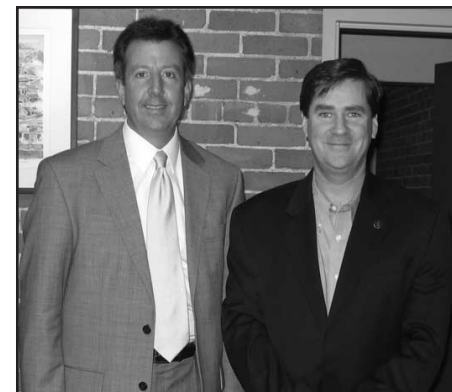
Business Assistance Center (BAC) Fulfills Mission

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 marketing 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 .



Kevin Brower of HarborOne Credit Union and Stephen Hall of National Grid



Daniel Donovan of Eastern Bank and John Burton of Webster Bank

ments 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

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

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

The Metro South Business Assistance Center can help!

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

FREE services offered

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



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Finally a meaningful workshop for the business owner and sales person trying to acquire more business. Develop new language and habits that increase your prospect's urgency for your products and services.



Thursday, September 28, 2006 Registration and Continental Breakfast 8:15 a.m. Training 8:30-9:30 a.m. Cost: \$15

Our Trainer: Kevin Hallinan has over 25 years of sales, training, and management success. An engaging and dynamic trainer and mentor, and an award-winning sales producer, Kevin has provided training and coaching to hundreds of companies in numerous industries.

Don't miss out on the one hour that could change the way you do business! Sign up now and learn to make more money!



Call the PDC to register! 508-588-9100 x2011

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National Grid

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Christopher Cooney
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508-586-0500 Front Desk x 221

Kerrie Blake
 Program Director x 231

Christopher Cooney
 President and CEO x 223

Sarah DeBettencourt
 Communications Coordinator x 222

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James Burns - *Shaw's Supermarkets*

Pasquale Ciaramella -
Old Colony Planning Council

Rick Colon - *Verizon*

Jack Conway - *Jack Conway & Company, Inc.*

John Costa - *B C Tent & Awning Company*

Jeffrey Dukess - *Frenette & Dukess, PC*

Kirk Davis - *The Enterprise*

Linda Faria Braun - *Adult Learning Center*

Beth Gleim -
Holiday Inn Boston-Brockton

John Hopkins - *Brockton Plastics, Inc.*

Susan Joss -
Brockton Neighborhood Health Center

Kelly Carney Kelly -
Raynham Taunton Greyhound Park

Stephen McDuffy - *Holmes-McDuffy Florists*

Dana Mohler-Faria -
Bridgewater State College

Gerard Nadeau - *Rockland Trust Company*

David Orloff - *Sharkansky & Co., LLP, CPA's*

Andrea Papadopoulos - *Arista Associates, Inc.*

Lester Schindel -
New England Sinai Hospital

Carmel Shields -
Shields Health Care Group, Inc.

Larry Siskind -
Siskind and Siskind Attorneys at Law

John Vlaco - *Brophy & Phillips Co., Inc.*

Charles Wall - *Massasoit Community College*

Frank Gillooly
 Membership Sales x 229

Ann Marrese & Kerry Sullivan
 Finance x 230



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

SEPTEMBER Calendar

- 6** Ambassador Meeting 8:00 am
- 14** Human Resource Management Council 7:45 am
Holiday Inn, 195 Westgate Drive, Brockton
- 15** Government Affairs Meeting 7:45 am
- 21** Good Morning Metro South 7:30 am
Holiday Inn, 195 Westgate Drive, Brockton
- 28** Business After Hours 5:30 pm
Sign Design, 170 Liberty Street, Brockton

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

Coming up

October

- 4** Ambassador Meeting 8:00 am
- 5** Legislative Reception 5:30 pm
Stonehill College, Donahue Hall, North Easton
- 10** Executive Committee 4:00 pm
- 13** Government Affairs Meeting 7:45 am
- 16** Columbus Day - Chamber Closed
- 18** Good Morning Metro South 7:30 am
Holiday Inn, 195 Westgate Drive, Brockton
- 25** Board Meeting 12:00/Noon

Save the date

November

- 1** Ambassador Meeting 8:00 am
- 10** Government Affairs Meeting 7:45 am
- 15** Annual Meeting & EXPO 10:30 am
Massasoit Conference Center, Route 27, Brockton
- 23** Thanksgiving - Chamber Closed



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

ACTION Report

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

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

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 Sixty School Street, Brockton, MA 02301-4087
 tel: 508 586-0500/fax: 508 587-1340
 info@metrosouthchamber.com
 www.metroouthchamber.com

GOODNews

Here is What a Standing Ovation Looks Like on Paper!

Brockton Hospital has been recognized by Consumer Reports Magazine for excellence in providing skilled nursing care to local patients. As part of Consumer Reports annual Nursing Home Quality Monitor, the magazine rated nursing facilities across the nation, identifying those that offered the best care. Brockton Hospital's Transitional Care Unit, which provides skilled nursing services to patients transitioning from hospital care back into the community, was listed among the top 10 percent in Massachusetts.

Consumer Reports looked at three areas when judging the best and worst nursing facilities in the nation. Specifically they looked at recent surveys, staffing levels and quality indicators.

Brockton Hospital's Transitional Care Unit (TCU) is a 29-bed facility located within the hospital that provides skilled nursing and rehabilitation services to adults with complex medical, surgical, and orthopedic needs in a home-like environment. The TCU's main goal is to help these patients achieve the highest level of self-sufficiency and independence before returning home.

For more information on the Consumer Reports rankings: www.consumerreports.org



Caritas Good Samaritan Medical Center still has spaces for crafters at its annual **Country Fair & Chicken**

Barbecue being held this year on **Saturday, Sept. 9**, on the hospital grounds at 235 North Pearl St., Brockton.

The Country Fair will feature its usual mix of kiddies' carnival rides, crafts fair, games, music, cash and prize raffles, popular chicken barbecue, other food and more and its Safety Saturday tent filled with exhibits that can help families lead healthier, safer lives.

Anyone interested in craft space information or applications may call **508-427-2751**.



The Children's Museum in Easton is looking for interested adult volunteers to serve on the

planning committee for the Museum's **2nd Annual Golf Tournament**, scheduled for 9:00 AM **Thursday October 5**, at the **Easton Country Club**.

The 2nd annual Play Fore Kids Golf Tournament benefits the programs of the Children's Museum in Easton. Attracting over

100 golfers in its inaugural year they expect the 2006 tournament to sell out with golfers attending from communities throughout southeastern Massachusetts.

The golf tournament organizing committee comprised of Tom Caron, Patricia DeMoor, Doug Ewing, Marc Lane, Steve Keohane, and Craig Pina, are inviting enthusiastic golfers and non-golfers to join their effort as they plan this year's event.

For more information on how to volunteer, please contact the Children's Museum in Easton at **(508) 230-3789**.

Walking is good for you! Good for your heart, your lungs, muscles, bones, weight, and your mental health, as well. It's

amazing, just by taking walks you can really improve your health! And on **Sunday, September 17, 2006** just by taking a walk around a scenic Stoughton neighborhood, you can help improve the health of many seniors in our community.

The Rotary Community Corps of Adult Day Health Program, Inc. is presenting the Stepping Up Walkathon on September 17 to raise scholarship money for qualified seniors allowing them to attend New England Sinai Hospital's Adult Day Health Care Program. The 5 K Walkathon starts and finishes at the Striar Jewish Community Center, 445 Central Street, Stoughton. Registration and warm-up is at 9 am; the walk

Wait Until You Meet Tiffany

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

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

The Tiffany Ballroom

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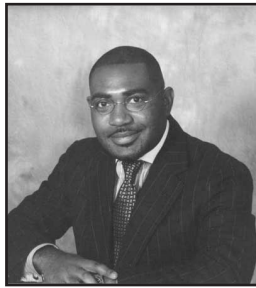
begins at 9:30 am. All community members (from near and far) are encouraged to get up, get out and get walking with Sinai on the 17th.

Local businesses are invited to support our seniors by forming teams that will raise funds and walk in the event. Businesses can also showcase their efforts in helping local residents by serving as walk sponsors. Sponsorships range from \$250 to \$5,000. For information on sponsorship opportunities or for a team registration form, please call Deb Ribak at 781-297-1375 or send an e-mail to dribak@nesinai.org.

The Community Development Financial Fund (CDFI) of the United States Department of the Treasury has awarded **Rockland Trust Company** \$45 million in tax credit allocation authority under the federal New Market Tax Credit Program. The award of tax credit allocation authority was made to Rockland Trust Community Development Corporation II, a Rockland Trust subsidiary that has been qualified as a "community development entity" under the New Market Tax Credit Program. Rockland Trust was the only Massachusetts based bank to receive an award under the New Market Tax Credit Program this year, and one of only fourteen banks nationwide receiving the award.

The award will benefit Plymouth County in particular, which has eighteen (18) CDFI designated low-income census tracts located in Brockton, Plymouth and Wareham. Rockland Trust has already made twelve (12) New Market Tax Credit Loans for over \$15 Million in these areas. These loans are making an impact in communities by helping small businesses to create jobs, make infrastructure improvements and build affordable housing. Further information on the New Market Tax Credit Program can be obtained at the following website: www.cdfifund.gov.

South Shore GMAC Real Estate, a premier full service office,



Ruben Coulanges

is now located at 403 Main Street, Brockton. Ruben Coulanges, the owner/broker, has been assisting the area's growing diversified population to realize dreams of ownership. He is a leader in revitalizing Downtown Brockton.

The business now includes affiliations with mortgage, legal and insurance services; a truly one stop real estate experience. Experienced, professional and bilingual staff is ready to assist with all real estate needs in English, French, Haitian, Creole, Spanish, Portuguese, Cape Verdean, Nigerian and Swahili.

Mr. Coulanges welcomes everyone to contact the new office. As one of the grandest architectural buildings in the area, many Brocktonians know it as the former Hickey Funeral Home, a prominent location of rich historical note.

Yiannis Davos of **Davos Supreme Enterprises** is pleased to announce that The Times Building in Brockton has been awarded the 2006 Massachusetts Historical Commission Preservation Award. This is the first time that a project in Brockton has been awarded this prestigious honor. To read more on The Times Building and this project, visit www.timesbuilding.com.

The shareholders of **Needel, Welch and Stone** are pleased to announce that effective July 1, 2006, **Jim Clarkson** accepted his new role as a principal and shareholder of the firm.

Jim, an Abington resident, joined the firm in 1993 upon his graduation from North Eastern University. In his 13 years at NWS, Jim has played a crucial role in overseeing systems consulting for privately-owned companies and not-for-profit organizations. He has worked with many of his clients on selecting, installing and

implementing mid-range accounting practices and procedures.

CareerWorks, the Massachusetts One-Stop Career Center serving the Greater Brockton area, will participate in the Romney Administration's Fourth Annual Jobs First Day, a statewide job fair that will be held at the Commonwealth's 32 career centers on **Thursday, October 5, 2006**.

CareerWorks' open house will showcase the services the center provides to employers and job seekers, and will feature a job fair and an informative program for business people and local officials. CareerWorks is conveniently located at 34 School Street in downtown Brockton, across from City Hall and the Metro South Chamber of Commerce.

During last year's Jobs First Day, 6,203 job seekers connected with 317 employers at One-Stop Career Centers around the state.

Look for details about CareerWorks' Jobs First Day program in the coming weeks on the center's website: www.careerworks.org.

BAMSI and their HIV Case Management Program are hosting the 4th Annual Thomas J. Fahey Jr. AIDS Walk/Fun Run on Saturday,

September 30, 2006.

AIDS
Run & Walk

This year the event is being held at **Stonehill College** at

the Martin Institute. ALL funds raised through this event go directly to the Emergency Assistance Fund established twelve years ago to help individuals and their families with daily living expenses, such as rent, utilities, medical expenses, and food.

For more information, please contact **Jessica Almeida** at **508-580-0219**. We look forward to seeing you at this worthwhile event.



We make it our business to help your business in more ways than one.

No matter the size or growth stage of your business, Webster offers a full range of business banking, investment services, insurance solutions and employee benefits for businesses, business owners and their employees. Our products and services are delivered by cross-functional teams of local professionals with an intimate understanding of your industry.

This combination of products, people and specialized knowledge provides an unbeatable package of services to businesses.

See how the Webster business banking team can find a way for you and your business. For commercial banking, contact Robert Twomey at (508) 235-1301 or rtwomey@websterbank.com and for small business banking, contact Ana Dyer at (508) 235-1744 or adyer@websterbank.com.

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Easton, MA 02375
phone: (508) 360-3969
fax: (508) 238-6068

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Mr. Michael Mather
PO Box 1847
Brockton, MA 02301
phone: (508) 726-3149
fax: (508) 587-4544



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

MDG Construction LLC

Mr. Jose Monteiro
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fax: (508) 436-7885
www.MDGCONSTRUCTION.COM

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fax: (508) 378-9111
Contractors General

Northeast Engineers

Mr. Marshall Huggins
700 West Center Street, Suite 1
West Bridgewater, MA 02379
phone: (508) 580-8900

Quiznos Sub

Ms. Holly Randall
793 Crescent Street
Brockton, MA 02302
phone: (508) 583-0028
Restaurants

The Education Resources Institute

Ms. Lydie Ultimo
34 School Street
Brockton, MA 02301
phone: (508) 513-3471
fax: (508) 513-3450
web: www.teri.org

Tufts Health Plan

Ms. Laurie Ufland
333 Wyman Street
Waltham, MA 02451
phone: (781) 466-9400
fax: (781) 768-9201
web: www.tuftshealthplan.com

X & O Restaurant

Mr. Manos Gregoriades
217 Washington Street
Stoughton, MA 02072
phone: (781) 344-1800
web: www.xoonline.net
Restaurants

93rd Annual Meeting and Business-to-Business 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.

Contact Kerrie Blake at the Chamber at 508.586.0500 ext. 231 to reserve your table or expo space.

Chris Gabrieli Visits Chamber



Chris Gabrieli, Democratic Candidate for Governor, recently spent an afternoon with Chamber members and local city officials to discuss the concerns of small business owners. Gabrieli was the most recent candidate for Governor to visit the Chamber.

October Business After Hours



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 for this event, please call 508.586.0500 ext 221.

New Town of "SouthField" Takes Shape

Chamber members tour South Weymouth Naval Base



Terry Fancher, Tri-Town Executive Director, points out future location of SouthField.

forward on construction of Phase 1A while continuing its environmental review process.

Much will be happening in the next eighteen months. Construction will begin on the first residential village of 500 homes and up to 150,000 square feet of commercial space. SouthField's master plan calls for up to 2,850 homes and 2 million square feet of commercial space by 2017.



Chamber members gained a birds eye view of "SouthField" from the air traffic control tower.

In tandem with phase 1A, many transportation improvements in and around the site will be underway. Shea Memorial Boulevard, a main roadway through the site, will be reconstructed. Smaller roads off of Shea, featuring bike and pedestrian paths, will be redeveloped, and complex infrastructure work supporting this phase will also occur. Off site, five intersections on Route 18 in South Weymouth will be widened by the Massachusetts Highway Department.

Please visit www.southfield.com or contact Kevin Chase at 617.249.1100 for more information.

After 62 years, the former 1,400-acre South Weymouth Naval Air Station just southeast of Boston has a new name and new purpose. Christened SouthField, the project has been named in tribute to the site's historic past as a significant U.S. airfield as well as in celebration of its bright future in the heart of the state's picturesque South Shore.

As the most ambitious and exciting model for live-work-play communities in New England, SouthField was recently lauded by state Environmental Secretary Stephen Pritchard for its innovative Smart Growth concept and its economic benefits to the region. He has issued a certificate enabling SouthField to move



Christopher Cooney, President and CEO of the Metro South Chamber of Commerce, John Costa of BC Tent and Awning and Pat Ciaramella of Old Colony Planning Council at the base entrance.

GRO-N-THINGS, INC.

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Health Care Legislation Compliance Seminar.

An Overview for Small-Business Employers



The recent passage of the new Health Care Reform Law in Massachusetts places new mandates and potential cost burdens upon both businesses and individuals alike.

Small-business owners have many questions regarding their new obligations under the law. Potential government restrictions, new insurance product purchasing opportunities, and potential costs burdens are just a few of their many concerns.

Join the Metro South Chamber of Commerce on September 14, 2006 for an informational session with guest speaker Brian Wheelan,

Assistant-Secretary, Executive Office of Health and Human Services, to educate small-business owners regarding the timing, obligations, and compliance steps necessary for the employer and individual mandate health care law.

Learn more about:

- * \$295 Fair Share Assessment on non-offering employers
- * Mandatory offering of Section 125 "cafeteria plans"
- * Free Rider Surcharge
- * And more!

Don't miss out on this important opportunity to learn about your responsibilities as a small business owner under this new law!

The meeting will be held at the Holiday Inn, 195 Westgate Drive, Brockton, starting at 8:00 a.m. The cost is \$18 for members and \$28 for non-members. For further information contact Kerrie Blake at 508.586.0500 ext 231

Dudley Named E. Boston Chamber President



John Dudley

John Dudley, former Membership Sales Director, has been selected to lead the East Boston Chamber of Commerce as its new Executive Director.

"John's contributions to the Chamber and programs over the past year have been significant. We are going to miss him and wish him well in his new position." said Christopher Cooney, Chamber President and CEO.

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.

Business-to-Business Expo



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 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 \$309. Call before October 14 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**, at 508.586.0500 ext. 231.



John Costa and Bill Reed of BC Tent and Awning, Avon at the 2004 Business-to-Business Expo

Report of the Nominating Committee

The Chamber Board of Directors, composed of a broad cross-section of Chamber members, is responsible for policy direction for the organization. For continuity, board terms are staggered over three years. The Chamber's Nominating Committee has prepared the following slate of candidates to fill terms expiring this year on the Board of Directors.

Nominated to serve a three-year term in the Class of 2009 are **John Costa; BC Tent, Buzz Nembirkow; Brockton Schools, Gary Oman; CPA, Lester Schindel; N.E. Sinai Hospital and John Vlaco; Brophy & Phillips.**

Nominated to serve a two-year term in the Class of 2008 are **Bill Morse; Mutual Savings Bank and Patricia Williams; HarborOne Credit Union.**

Nominated to serve a one-year term in the Class of 2007 are **Loretta Degrazia; East Coast Petroleum, Dotun Diablo; Medical**

Supply and John Holiver; Caritas Good Samaritan Medical Center.

In accordance with the Chamber bylaws, additional names of Chamber members can be nominated by petition bearing the signatures of at least 30 member firms in good standing. Such petitions must be filed by **September 12, 2006**. If a legal petition is presented with additional candidates, the names of all candidates will be mailed to all active members. If no petition is filed, the nominations shall be closed and the nominated slate will be elected by the Board at their October meeting. New Board members will take office at the **Chamber's Annual Meeting on November 15, 2006**. All Board of Directors' meetings are open to any Chamber member who wishes to attend.

Garcia Completes Chamber Internship



Divine Garcia completed his summer intern position at the Metro South Chamber of Commerce.

Divine Garcia will be a senior at Brockton High School where he is involved in the H.E.R.O. program that helps students prepare for college and the Safe Spaces Youth Council of Brockton where he counsels kids at North Junior High.

Divine was the recipient of the MyTurn "Most Improved Student" Award and the recipient of the "Youth Services" Award for devoting so many hours to the youth program.

X & O Restaurant Opens in Stoughton



Manos, Mary and Christos Gregoriades announce the opening of X & O Restaurant at 217 Washington Street in Stoughton. The restaurant is relocating from Quincy and it features a variety of tastes and exceptional service.

Supporting Member Businesses - Welcome New Members!

350 Industrial Drive

Teeka Lynne's
 salon & day spa
 781.294.7911
 Halifax, Massachusetts 02338

Daniel P. Murphy
 Registered Representative
 Wellesley Hills Agency
 16 Laurel Avenue
 Suite 300
 Wellesley Hills, MA 02481
 Tel: 781-446-5000
 Fax: 781-446-5050
 dmurphy@jhnetwork.com
 www.danpmurphy.com

McClaren
 Heating & Air Conditioning, Inc.
 Jamie Babin
 Home Comfort Specialist
 Cell: 774-259-7109
 Off: 508-559-6744
 Fax: 508-559-9552

SWEENEY
 CONSTRUCTION
 Licensed, Registered and Insured
 • Carpentry
 • Additions
 • Remodeling
 • Custom Homes
 • In-Law Apartments
 Thomas Sweeney
 General Contractor
 508 378-2503 • 508 863-0600

WAINWRIGHT AND WAINWRIGHT
 ATTORNEYS AT LAW
 AN ASSOCIATION
 JESSICA WAINWRIGHT
 508-587-7700
 Fax 508-587-7788
 WAINWRIGHT LAW OFFICE
 255 NORTH PEARL STREET
 BROCKTON, MASSACHUSETTS 02301-1717
 CARE CODE OFFICE 508-495-6500
 CONTINUING A FAMILY TRADITION OF SERVICE TO THE COMMUNITY

CREATIVE SERVICES, INC.
 Kellie A. O'Shea, Client Services
 64 Pratt Street, Mansfield, MA 02048
 T. 508-339-5451 x202
 F. 508-339-2352
 koshea@creativeservices.com
 www.creativeservices.com

Jeannette Logan & Associates
 PROCESS SERVER
 115 Chatham Road
 Brockton, MA 02301
 Phone: (508) 587-0704
 Mobile: (617) 529-1009
 Jleslie9890@msn.com
 Prompt, Reliable & Professional Service

On Deck Sports
 A DIVISION OF PROMOUNDS INC.
 JOE MURPHY
 31 Dover St.
 Brockton, MA 02301
 Toll Free: 1.800.365.6171 ext. 201
 Cell: 508.269.5908
 Fax: 508.580.0211
 www.ondecksports.com
 email: joe@ondecksports.com



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 **September 15, 2006.**

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.**

Results are In!

Chamber Members Surveyed

The Metro South Chamber of Commerce (MSCC) recently participated in a survey of Chamber of Commerce members nationally. Over 14,500 businesses completed the survey with 12% of MSCC members participating. The survey was conducted by 9g Enterprises, Inc. (www.9gs.org) via email in July. The survey requested numerical evaluation of ten (10) critical areas of chamber activity and solicited comments concerning Chamber strengths and opportunities. Over 100 written responses were received from MSCC members. A summary of the results follow...

Top Issues Facing Chamber / Community?

Business Growth (new & existing); Health Care Costs; Diversity; Tax Relief; Energy Costs, Crime; Transportation; Workforce Development; Education; Political Advocacy; Aging of America; Improvement of Downtowns; Growth of Chamber Membership

Most Valuable Chamber Programs?

Small Business Assistance Center; Newsletter (Action Report); Breakfast Programs; Legislative Advocacy; Networking Events; Human Resources Programs; Website; Weekly Email-Update; Health/Electricity Programs; Workforce (English) Program

New Chamber Programs Needed?

Legislators Should Attend Regularly; Better "Business After Hours"; More Business Leaders Participating; Regional Forums Addressing Water, Sewer, Transportation and Economic Development; Web-Based Programs; More Regional Networking/Participation

Areas of Chamber Improvement?

More Diverse Board Participation; Recognition of Longstanding Chamber Supporters; Easier Committee Sign-up; Greater Board Member Participation; More Support of New Businesses; Technology, Marketing and Membership Services in all Chamber Divisions; More Chamber Members

The Chamber wishes to thank all those who participated in this survey. The MSCC was recognized by 9g Enterprises as having the highest scores nationally in two categories of the survey. Scores in the "Management" and "Top Level Approach" sections were higher than the over ninety participating chambers nationwide.

As always, we encourage you to view our website at www.metroouthchamber.com. Feel free to contact Chris@metrosouthchamber.com with any comments or suggestions you may have on improving the quality of the Metro South Chamber and community.

RENEWING *Members*

Thank You !

A1 Affordable Towing & Repair
Annunciation Greek Orthodox Church of Brockton, Inc.
Bank of America
Beals and Thomas, Inc.
Benoit & Associates, LLC
Best Western Carlton House
BFI Waste Services
Brockton Community Access
Cameron's On The Green
City of Brockton
Colonial Maintenance Contractors
Colony House Skilled Nursing and Rehabilitation Center
Council on Aging
Courtyard by Marriott
Boston Stoughton
Creative World Childrens Learning Center
CRTR Inc.
Eastern Bank
Embassy House
Energy Conservation, Inc.
GROW Associates, Inc.
Halifax Car Wash/Aqua Spray
Heights Crossing
Holiday Inn Boston-Brockton
Honey Dew Donuts
Ira Smith Truck Rental & Repair
Irving's Home Center
Law Office of George L. Whiting
Law Office of Janet B. Cole
Lorraine Crayon Company, Inc.
Lyne Laboratories, Inc.
Mackin Pallet & Trucking Co., Inc.

Maver Memorials, Inc.
McSweeney & Ricci Insurance
Micro Wire Products, Inc.
Milton Morris Real Estate
Minuteman Press of Randolph
Mr. Appliance of Brockton LLC
Nu-Print, Inc.
Paul E. Clancy Real Estate
Pheonix Cleaning Services, Inc.
Plymouth County Development Council
Primary Mortgage Resource, Inc.
Precision Installations
Protection One
Proteas Consulting
Prudential Linn Real Estate
RE/MAX Landmark Realtors
Robert G. Roy
Sandra Smith-Robbins
Simpson Spring Company
Stephanie A. Billingham, Psychotherapist
Stonehouse Gardens
Sovereign Bank
Sprint PCS Hingham
Sullivan Tire Company, Inc.
Telcohelp Communications
The Feitelberg Company, LLC
The Grill Restaurant Lounge
Wal Mart #2122
Wayne R. Mathews, Attorney



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

Small Business Assistance (SBA)

Attend a FREE SBA workshop designed to highlight the various SBA programs and services that are available to prospective or current entrepreneurs who need assistance in starting or expanding their business. General information will be provided on the following:

- * **Small Business Counseling (SCORE)**
- * **Small Business Development Centers**
- * **Business Information Center**
- * **SBA 7(a) Loan Guaranty Program**
- * **8(a) Business Development**
- * **HUB/Zones**
- * **Small Disadvantaged Business Assistance**
- * **Government Contracting Opportunities**

The workshop will be held at **CareerWorks**, 34 School Street, Brockton from **2 - 3:30 pm** on Wednesday, **September 20, 2006**. Contact CareerWorks at **508.513.3400** for further workshop information.



Celtics Join Chamber Team



Jim Davis and Ted Dalton of the Boston Celtics visit the Chamber to become members.

The Boston Celtics recently joined the Metro South Chamber of Commerce.

The Chamber and the Celtics are teaming up to offer some exciting programs this basketball season. For more information contact the Chamber at 508.586.0500 ext 221.

Training & Workshop Series...

Local Government & Nonprofit Technology Training Series. Presented by: Institute for Regional Development
 Bridgewater State College
 • Tips & Tricks with Word, September 12, 2006, 9:00 am – 12:30 pm
 • 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.

Mount Moriah Opens House



Mount Moriah Transitional House, located at 62 Market Street, Brockton, recently opened its doors at a grand opening/ribbon cutting. Pictured is Rose O'Brien & Raymond Yancey of Mount Moriah and Heather Thomas of the Plymouth County D.A.'s Office.

Women-Owned Firms Increase 20 Percent

Article provided by: John McDowell

Women-owned firms increased nearly 20 percent over the latest period studied, according to a report released today by the Office of Advocacy of the U.S. Small Business Administration. During the five years between 1997 and 2002, women-owned firms grew by 19.8 percent while all U.S. firms grew by seven percent.

A wealth of data on women in the work force and women-owned business is presented in Women in Business: A Demographic Review of Women's Business Ownership, written by Office of Advocacy senior economist Dr. Ying Lowrey.

The report uses newly released U.S. Census and other data to

describe women's contributions to The Office of Advocacy, the "small business watchdog" of the government, examines the role and status of small business in the economy and independently represents the views of small business to federal agencies, Congress, and the President. It is the source for small business statistics presented in user-friendly formats and it funds research into small business issues.

For more information and a complete copy of the report, visit www.sba.gov/advo or to schedule an appointment with SCORE call 508.587.2673.

Farewell to Ed Nicolas of the DBA

DBA Executive Director, Ed Nicolas was recently honored for his dedication to downtown Brockton. He and his wife, Millie were presented with a painting by local artist William Beyer.



John Burke congratulates DBA President Ed Nicolas on his retirement



Peter Daphnis has kind words in praise of Ed Nicolas of the DBA

Community Focus



Winning with a Great Team

Success comes easily when you have the resources of a great team working on your behalf. The Metro South Chamber of Commerce helps local businesses succeed by staying focused and involved in the top community priorities. Focus. One more way everyone wins with the Metro South Chamber.

Be a part of a winning team...Join the Chamber & become an Ambassador!
 Next meeting: **September 6, 2006** from **8:00-9:00 a.m.**



Be a part of the Metro South Chamber of Commerce

Leading Businesses. Leading Communities.

Call: 508.586.0500 or access www.metroouthchamber.com

You Never Know Who You'll Meet at a Metro South Chamber Meeting



Charlie Baker

Stephen Deschenes

Marylou Buyse

John Hurst

Jennifer Davis Carey

Harvard Pilgrim Health Care

Fidelity Investments

MA Associations of Health Plans

Retailers Associationn of MA

Executive Office of Elder Affairs

Look around and you'll see that the most successful businesses in the community and the region are all members of the Metro South Chamber of Commerce. The secret to their success? They understand the value of Chamber membership and its importance to the success of their business and the community. Membership is a low cost solution to making new contacts and strengthening existing business relationships. Chamber membership provides businesses of all sizes with the opportunity to build their business network. Through membership, businesses can increase their visibility and demonstrate their professionalism and expertise to a wide audience.

If you want to compete and prosper in this growing economy, then consider joining the Chamber of Commerce and start building your business network. The Chamber is continually providing opportunity for members by organizing over 200 meetings, events and programs each year. If you would like to join one of the most dynamic business organizations in Massachusetts give us a call at 508.586.0500 ext. 229.

Good Morning Metro South



Ann Marie Williams and Dana Langston of Habitat for Humanity

Chamber Day at the Rox



Rox Mascot KO and Bill Washwell of The Health & Fitness Studio

A Taste of Metro South



Shawn Yard and Jeffrey Summers of Progressions Lounge with a student from Southeastern Regional Vocational School

Government Affairs Meeting



Christy Mihos and Andrea Papadopoulos of Arista Associates, Inc.

Business After Hours



Troy Garron of Halifax and David Lee of Ricoh

Ribbon Cuttings



Mayor Harrington and Chris Charlot of Tamboo

English For All Workers Summit



Dr. Dana Mohler-Faria of Bridgewater State College and Dr. Charles Wall of Massasoit Community College

Civil War ReDedication



Fred Lincoln and Dayle Julius

An Opportunity Not To Be Missed!

Become a Season Ticket holder!

Registering for events has never been easier.



Become a Season Ticket holder for both of Metro South's most informative and innovative breakfast programs... **Good Morning Metro South (GMMS) and the Human Resource Management Council**

(HRMC). With a Season Ticket you will automatically be registered for all Good Morning Metro South or HRMC programs and you will receive significant savings!

Good Morning Metro South (GMMS)

Includes 8 breakfast programs and "A Taste of Metro South"

Number of Tickets	Regular Payments	Season Tickets	Savings
4 Seats	\$612	\$540	\$72
Individual	\$153	\$135	\$18

Human Resource Management Council (HRMC)

Includes 4 breakfast programs and one half-day seminar

Number of Tickets	Regular Payments	Season Tickets	Savings
Individual	\$149	\$129	\$20

Company Name: _____

Name: _____ Preferred Name (for nametag) _____

Name: _____ Preferred Name (for nametag) _____

Name: _____ Preferred Name (for nametag) _____

Phone: _____ Fax: _____ E-mail: _____

Number of GMMS Seats (unlimited) _____ x \$135.00= _____ (total amount)

Number of HRMC Seats (unlimited) _____ x \$129.00= _____ (total amount)

BUSINESS EVENTS *Planner*

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

September 14

Health Care Seminar

8:00 am - 9:00 am
The Holiday Inn - Brockton
195 Westgate Drive, Brockton

This meeting will educate small-business owners regarding the timing, obligations, and compliance steps necessary for the employer and individual mandate health care law.

Please RSVP by September 13, 2006 by calling 508.586.0500 ext. 231.

September 15

Government Affairs Meeting

7:45 am - 9:30 am
The Metro South Chamber of Commerce
Sixty School Street, Brockton

This meeting provides an opportunity for Chamber members to discuss issues and topics important to them and their elected officials.

Please RSVP by September 14, 2006 by calling 508.586.0500 ext 221.

September 21

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 September 20, 2006 by calling 508.586.0500 ext 221.

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!