Taste of Metro South to Feature Over 55 Restaurants; Live Music

Wednesday, March 20, 2013
5:30 pm - 8:00 pm
The Shaw’s Center, 1 Feinberg Way, Brockton

- Sample tastes from area restaurants.
- Celebrate living and working in the Metro South region.
- Discover cultural and community service organizations.
- Enjoy live entertainment including:
   THE BROCKTON HIGH JAZZ BAND
   BROCKTON SYMPHONY ORCHESTRA
   ROB PETERS ENTERTAINMENT
   And More To Be Announced...

Tickets now on sale
$35 At the Chamber Office,
60 School Street, Brockton or online at:
WWW.METROSOUTHCHAMBER.COM

More on page 6

Chamber Offers Health Insurance Options

The Chamber offers options for Chamber members seeking health insurance. For more information or to join the Chamber, contact Kathleen Lynch, 508.586.0500 x 229, klynch@metrosouthchamber.com.

The Massachusetts Association of Chamber of Commerce Executives is now offering the Chamber Health Coop, a group purchasing program that makes health insurance more affordable for businesses with 1 to 50 full-time employees. Chamber members can save hundreds of thousands of dollars a year on health insurance from Fallon Community Health Plan (3% savings), Harvard Pilgrim Health Care (3% savings) and Health New England (5%). In addition, the Chamber Health Coop provides wellness programs free to all covered employees and their families, to help them live healthier lives that in turn may help keep premium costs at bay. To learn more, visit ChamberHealthCoop.com, or call 617-890-9970. Reference the Metro South Chamber when contacting. Open enrollment starts April 1!

Health Service Administrators (HSA) offers Chamber members a variety of different health insurance options, including Aetna/US Healthcare, Harvard Pilgrim Health Care, Neighborhood Health Plan, Sigma Health Care, Tufts Health Plan, Blue Cross Blue Shield, United Healthcare, Assurant Health, Delta Dental. Established in 1969, HSA offers a comprehensive understanding and One-Stop-Shop of all your benefit needs, including healthcare, dental, life, disability group, long term care and integrated solutions. For more information, call 888-703-3335 or email info@chamberinsuranceservices.com.

Continued on page 9
GOVERNMENT Affairs
The monthly Government Affairs meetings are held at the Chamber and provide an opportunity for member businesses to discuss issues of importance to them with their elected officials.

Friday, February 8, 2013, 12:00 pm
Join us on Friday, February 8, at 12:00 pm - 1:15 pm at the Chamber, 60 School Street, Brockton, for our monthly Government Affairs Meeting. The guest speaker will be State Representative Geoff Diehl. If you would like to attend this meeting, please contact Yara at the Chamber, 508.586.0500 x 227, ycar-do@metrosouthchamber.com, or register online at metrosouthchamber.com/calendar-registration. The cost to attend is $8 for members and $15 for future-members and includes lunch.

GOVERNMENT AFFAIRS - SAVE THE DATE
12:00 pm - 1:15 pm, Chamber Office, 60 School Street, Brockton

Friday, March 8: State Representative Claire Cronin, 11th Plymouth District (Brockton and Easton), elected in November of 2012. Claire is a graduate of Stonehill College and Suffolk University Law School. Prior to being elected State Representative, Claire maintained a law practice in Brockton. Register online at metrosouthchamber.com or contact Yara Cardoso at 508.586.0500 x 227, ycardoso@metrosouthchamber.com.

Business After Hours Invites All Generations
Tuesday, February 26, 2013
5:30 pm - 7:30 pm
Tutto Bene, 1050 Pearl Street, Brockton

Join us on Tuesday, February 26, 5:30 pm - 7:30 pm at Tutto Bene, 1050 Pearl Street, Brockton for a Business After Hours Networking event. Business After Hours are informal gatherings at Chamber member establishments where like-minded business people can exchange ideas, develop new relationships, and enjoy delicious food and a cash bar.

The Chamber wishes to welcome the new generation’s workforce and future community leaders as we celebrate our Centennial Year! At this After Hours, we invite all area young professionals of all levels and background experiences to attend, inspire, network, and grow. You never know who you will meet at a Business After Hours and what business opportunities and professional partnerships will form! If you are a member that currently attends Business After Hours, please engage and encourage younger employees to attend with you.

Tutto Bene, formerly Pasta Bene, offers the best in authentic Italian food as well as contemporary Mediterranean fare. Tutto Bene also sells their fine pasta products under the Pasta Bene name in their retail shop. Tutto Bene is open Monday-Saturday starting at 4:30 pm. Tutto Bene also offers catering options and trivia energy Wednesday night. For more information, visit www.bene-means-good.com.

This event is $5 for members and $15 for future-members and includes complimentary hors d’oeuvres. Register by contacting Kimberly Prosper, 508.586.0500 x 231, kpros-per@metrosouthchamber.com, or online at www.metrosouthchamber.com/calendar-registration. As always, don’t forget your business cards!

Regional Non-Profits Discuss Efficiency; Effectiveness
Wednesday, February 6, 2013
9:30 am - 12:30 pm
Metro South Chamber, 60 School Street, Brockton

For any company, having the tools to understand and manage your finances is the key to success. However, as a non-profit, you have the added benefit of tax exemption, deductions, applying for public and private grants, in addition to employing volunteers. Tracking it all can be time consuming and confusing. This workshop will help you establish guidelines and policies, allocate for profit/cost centers, maintain records, raise capital, and measure results. This workshop is presented by Coastal Community Capital and Stonehill College’s Center for Nonprofit Management. To register for this free workshop, visit www.metrosouthchamber.com/calendar-registration, or contact Yara Cardoso, 508.586.0500 x 227, ycardoso@metrosouthchamber.com.
Networking at Events
is one of the most effective ways
to grow your business!

FEBRUARY Calendar

6
Ambassador Meeting  8:00 am

6
Non-Profit Financial Optimization Workshop  9:30 am

8
Government Affairs  12:00 pm

14
Good Morning Metro South (Chamber Turns 100)  7:30 am
   The Shaw’s Center, 1 Feinberg Way, Brockton

14
STEP Trade & Export Grant Info Session  9:30 am
   The Shaw’s Center, 1 Feinberg Way, Brockton

18
President’s Day - Chamber Closed

26
Business After Hours at Tutto Bene  5:30 pm
   1050 Pearl Street, Brockton

Coming Up

March

5
Executive Board Meeting  3:00 pm

6
Ambassador Meeting  8:00 pm

8
Government Affairs  12:00 pm

20
Taste of Metro South  5:30 pm
   The Shaw’s Center, 1 Feinberg Way, Brockton

27
Board of Directors  12:00 pm

Save the Date

April

3
Ambassador Meeting  8:00 am

TBD
Legislative Luncheon  TBD
   Location TBD

15
Patriot’s Day - Chamber Closed

25
Business After Hours at Wood Palace Kitchens  5:30 pm
   7 Mill Street, Middleboro

29,30
Small Business Summit  TBD
   Washington, DC

Note: All meetings are held at the Metro South Chamber Office or Metro South business Assistance Center (BAC) unless otherwise indicated.
Celebrate the great things going on!

Rogers & Gray Grant Awards
The Rogers & Gray Charitable Foundation recently disbursed over $25,000 in grant awards to various programs. Rogers & Gray Charitable Foundation gives is focused on the knowledge, prevention and intervention as it relates to physical safety, security and well being. Grants were awarded to the American Red Cross, Cape Cod Chapter, Friendship Home of Norwell, Community Health Center of Cape Cod, Latham Centers, the Plymouth Area Coalition for the Homeless, Samaritans of Cape Cod & the Islands, The Family Centered Institute and the Junior Fire Marshal Safety Program.

Michele’s Massage Studio New Service
Michele’s Massage Studio, located at 455 West Center Street in West Bridgewater, is now offering Lymphosysy, all natural non-surgical body contouring treatment. For more information, call 781-504-3443

Southeastern Regional Vo-tech Co-op Partnerships
Southeastern Regional Vocational Technical High School has announced a new initiative to expand their cooperative education partnerships. Since its founding in 1968 Southeastern Regional has produced outstanding graduates from in the ‘trades’ programs. Now, they additionally offer new and innovative programs like Engineering, Environmental Technology, Design and Visual Communications, Computer Networking, Criminal Justice and more. Co-ops allow qualified grade 12 students the opportunity for paid, on the job, work experience while still attending Southeastern for their academic work. Businesses interested in learning more about Southeastern Co-op, the over 21 program majors, or who would like to hire a Southeastern Co-op student should contact Chuck Burgess at 508-230-1294, email cburgess@sersd.org or visit www.serds.org.

Mechanics Bank Partners with Subway
Mechanics Cooperative Bank is partnering with local SUBWAY® franchise owners to help promote “Eat Fresh. Bank Local.” Now, through March 31st Mechanics Cooperative Bank Debit Card holders will be eligible for a FREE gym bag and water bottle just for using their cards (7) separate times at local participating SUBWAY® locations. Each purchase will be tracked on special cards that can be found at any Mechanics Cooperative Bank location or at participating SUBWAY® locations. A list of participating SUBWAY® locations throughout Taunton, Raynham, Swansea, Somerset, Fall River, Dartmouth, Bridgewater, Tiverton, Freetown and Assonet can be found at www.MechanicsCoop.com. Limit one (1) gym bag and water bottle per debit card.

HarborOne Promotes Alfieri
HarborOne Credit Union has announced the promotion of Edward Alfieri to Vice President, Regional Manager. In his new role Alfieri will provide direction and support to various branch locations with regards to all lines of business. He will also be responsible for developing and implementing strategies to assist the continuing growth of HarborOne in the marketplace. Alfieri started his career with HarborOne over 15 years ago. He was recently selected as 40 under 40 award recipient 2012 Cape & Plymouth Business.

Brockton Purchases Streetlights from National Grid
Mayor Linda M. Balzotti today announced that the City of Brockton recently finalized the purchase of streetlights from National Grid, yielding the City a total of $649,656 in first-year savings alone. Part of the deal, Brockton purchased 7,734 streetlights from National Grid. In the past, residents wanting to report a broken street light would have to contact National Grid. Residents now can easily contact the Highway Department at (508) 580-7810 between the hours of 8:30 a.m. and 4:30 p.m. Monday through Friday to report streetlight outages. Non-functioning streetlights can also be reported via email at dpw@cobma.us.

Patrick Connolly Joins BlumShapiro
Patrick Connolly has joined BlumShapiro as the newest partner to the firm. He will work out of the Boston and Rockland offices. Pat has over 22 years of experience at Ernst & Young, most recently as Executive Director in Business Tax Services in the role of Tax Account Leader and previously as New England Director of Tax Compliance Services. His industry specific experience includes retail and consumer products, manufacturing, venture capital and real estate. Pat also worked in the tax department of Needel, Welch & Stone, and as an Internal Revenue Service agent, specializing in employee benefit plans and exempt organizations. As a partner in BlumShapiro’s tax department, Pat will provide planning, transaction analysis and tax compliance services for privately held businesses and their owners. Contact Patrick at 781.610.1207, pconnolly@blumshapiro.com

Sefogbe Joins G.T. Reilly
Jonathan K. Sefogbe, MBA, EA has joined G.T. Reilly as a senior tax accountant. Sefogbe holds the enrolled agent designation with the IRS, and previously worked for CPA firms in the greater Boston area. He has an MBA degree from Curry College, and a Bachelor of Science in Management from the University of Massachusetts. G.T. Reilly & Company is a full-service accounting and consulting firm whose clients include corporations, individuals, closely-held family businesses, multi-national companies, nonprofit organizations and financial institutions. The firm offers accounting, auditing and tax services, as well as management consulting and estate planning.

Brockton Symphony Orchestra Concert
Sunday, February 17: 3:00 PM. At West Middle School, West Street Brockton, the Brockton Symphony Orchestra presents a concert which will prove a good introduction to classical music for young people. Children 12 and under are admitted free of charge. This family-oriented concert entitled ‘Invitation to the Dance’ features selections from the Nutcracker Suite, Dvorak Slavonic Dances, Brahms Hungarian Dances, Sarasate Spanish dances featuring some fancy fiddling and much more. Remainder of the season also includes Chamber Music Concert on March 10, at the Christ Congregational Church in Brockton and the orchestral finale "Love's Eternal Flame" on April 28, 2013 at the West Middle School. Visit www.brockton-symphony.org or 508-588-3841 Visit the Brockton Symphony on Facebook.

Brockton Fair Housing Event
The City of Brockton, Mayor Linda M. Balzotti, Brockton Redevelopment Authority, Brockton Housing Authority, Father Bills and MainSpring, Neighborhood Housing Services and Self Help present the Brockton City of Champions Fair Housing Event on Saturday, March 23, 12pm-6pm at Westgate Mall. A day of answers to questions regarding a variety of home issues, help for homeowners or potential homeowners, foreclosure prevention assistance, rental assistance, lead paint issues and more. The event will feature forty vendors consisting of banks, credit unions, realtors, financial organizations, non-profit agencies and more. To exhibit at this event, Please contact Robert Jenkins at the Brockton Redevelopment Authority, Brockton Housing Authority, Father Bills and MainSpring, Neighborhood Housing Services and Self Help at 508-588-3841. Visit www.brockton-symphony.org or 508-588-3841 Visit the Brockton Symphony on Facebook.

Randolph Savings Bank Celebrates Successful Year
Randolph Bancorp, Inc., the holding company for Randolph Savings Bank, reported preliminary net income for the year ended Dec. 31, 2012 of $1.6 million, an increase of 140 percent, or $923,000 from the prior year. Total assets increased $43.3 million, to $897 million on Dec. 31, 2012. Richard Pierce, Chairman of the Board, attributed the strong earnings increase to the extraordinary performance of the residential lending division. He reported residential loan origination numbers more than doubled over last year to $206.8 million. Pierce also cited Randolph Savings Bank’s reputation for responsible lending and strong ties to the communities it serves as major contributing factors to the Bank’s success. Randolph Savings Bank is a state chartered savings bank founded in 1851. It has seven branches and two lending centers in Massachusetts and Rhode Island.

Crescent Credit Union & Brockton Postal Merge
Crescent Credit Union and Brockton Postal Employees Credit Union have agreed to merge. Both are member-owned credit unions in Brockton and expect to complete the union by the end of March, subject to regulatory and member approvals. Both credit unions are state-chartered and will operate under the Crescent Credit Union name, charter and bylaws once the merger is finalized. Officials of both credit unions cited improved economies of scale and more efficient operations as reasons for the merger. Crescent is a state chartered credit union, established in 1919. As of December 31, 2012, Crescent had assets of $40,759,132, and deposits totaling $258,521,150. Crescent operates 8 full service branches in Brockton, Taunton and Norwell. Brockton Postal is a state chartered credit union, established in 1923 and located in Brockton, primarily
Loans Available for Brockton Businesses

The SEED Corporation has loan funds available for small businesses in the City of Brockton, and is seeking loan applications. “We would like to reach out to businesses in Brockton which need loans up to $200,000 for working capital, equipment or real estate,” stated Maria Gooch-Smith.

Due to the economic recession and its impact on small businesses, last year SEED was able to secure another million dollars in grant funds for loans. Altogether, SEED has over $5 million in capital for loans up to $200,000, which can be used for working capital, inventory, machinery and equipment, furniture and fixtures and refinancing business credit card debt with high interest rates. SEED also has access to another $5 million from the U.S. Small Business Administration (SBA) for micro loans up to $50,000.

In the past, SEED has partnered with the Brockton 21st Century Corporation, the Metro South Chamber of Commerce, and the Old Colony Planning Council to establish a Revolving Loan Fund for Brockton businesses.

Micro loans up to $50,000 are available for existing and start-up small businesses including home based businesses. Loan funds can be used for: working capital, inventory, machinery and equipment, furniture and fixtures and refinancing business credit card debt with high interest rates. The term on the loans is up to six years and the current rate is 6 percent fixed. SEED can also lend up to $200,000 for working capital, equipment, furniture and fixtures, and real estate. The term on the loans is up to 10 years with longer repayment periods, if necessary. Interest rates range from 5 percent to 6 percent fixed depending on whether there is bank participation.

Under the SBA 504 Program, SEED can provide up to 40 percent of the financing needed in participation with a bank for the purchase of buildings and equipment. SEED’s portion can range from $120,000 to $5 million for most small businesses, and $5.5 million for manufacturing businesses, at a fixed interest rate below market for 20 years, currently 4.2 percent.

SEED is a non-profit economic development corporation certified by SBA in 1982 to assist small businesses in the region. Under various loan programs, SEED makes loans from $1,000 to $5.5 million to assist small businesses to grow and create jobs. SEED also provides technical assistance to small businesses and works with other economic development organizations and financing institutions in the region to ensure that individuals who are committed to owning and operating a small business are able to obtain the assistance they need to be successful. For more information about SEED’s Loan Programs, the free entrepreneurial workshops and other SEED loan programs, please call 508-822-1020 or visit SEED at www.seedcorp.com.

AMBASSADOR of the Quarter

Linda Werman
Old Colony Hospice
One Credit Union Way, Randolph
781-341-4145
oldcolonyhospice.org

What is your business? I work for Old Colony Hospice & Palliative Care. We are a non-profit organization providing hospice and palliative care to individuals on their end of life journey.

We are located in Randolph MA and we serve more than 40 cities and towns throughout southeastern MA. I am the Director of Philanthropy and am responsible for fundraising to support our programs and services and have been with the organization since 2006.

How long have you been in this business? Old Colony Hospice was founded in 1979 - we are 34 years old.

Please list your past experience and educational background. I have worked in Philanthropy for the past 25 years. I had my own consulting practice for 7 years prior to joining Old Colony Hospice where I worked with many of Boston’s major teaching hospitals and other local non-profits. I worked for the Pan-Mass Challenge as well as the Dana-Farber Cancer Institute. I attended the University of Massachusetts, Amherst and majored in English and Journalism.

How does your Chamber membership work for you? The Chamber is a terrific organization as it offers so many wonderful programs and events in the areas of education, professional development, government relations and community information. We are proud to be members. The membership offers us an opportunity to interact with other businesses in our community to share information about what we do and how we can help their employees in a time when they may need our kind of help for a loved one.

What additional organizations do you belong to? Old Colony Hospice is a member of the Randolph Chamber of Commerce and we work with many other agencies relevant to our industry in the communities we serve.

The Ambassador of the Quarter program highlights and rewards Ambassadors who go above and beyond in their duties as a member of the Ambassador Team. Each Quarter, an outstanding Ambassador will be featured in the Action Report newsletter.
Bring your appetites on March 20, 2013, 5:30 pm - 8:00 pm to the Shaw’s Center in Brockton for the 20th Annual Taste of Metro South event. This highly anticipated event features an all you can eat sampling of over 55 diverse restaurants, cultural and community organizations, live entertainment, raffle prizes and more!

The Taste of Metro South is a highly visible, much publicized and well-received evening of enjoyment for everyone. This event has traditionally drawn between 600-700 people. Come celebrate the Metro South Region.

Entertainment acts to include the Brockton High School Jazz Band, Brockton Symphony Orchestra, Rob Peters Entertainment and more TBD.

Tickets are available by contacting Kimberly Prosper at 508.586.0500 x 231, kprosper@metrosouthchamber.com, or by visiting the Metro South Chamber office, 60 School Street, Brockton, on Monday-Friday, 9am-5pm. You may also purchase tickets online at metrosouthchamber.com. Visit metrosouthchamber.com or facebook.com/atasteofmetrosouth for an updated list of participating restaurants and entertainment, and for more information.

CALLING ALL RESTAURANTS:
Area restaurants are encouraged to participate by signing up for a free booth space or sponsoring the event. All those who do participate will gain exposure through direct interaction with new potential customers, word of mouth, through advertisements in the Enterprise, Action Report and Program Guide, and potential coverage on the Brockton Community Access Channel.

Don’t miss this invaluable opportunity. For more information, please contact Kim Prosper at 508.586.0500 x 231 or email kprosper@metrosouthchamber.com.
Join the Metro South Chamber of Commerce for the adventure of a lifetime...

HONG KONG & THAILAND
Nov. 1-9, 2013
9 Days • Only $2,899 All-Inclusive*

Bangkok
Visit the Golden Palace containing work of art in Thai and European styles. View The Emerald Buddha. Explore the Art of the Kingdom Exhibition at Ananta Samakhom Throne Hall. Take a Klong Tour passing Wat Arun, a trip on the canals of Thonburi on a long-tailed boat. Visit the National Snake Farm & Leather Shop and Four Face Buddha. Enjoy a BBQ seafood buffet and Ramayana buffet putte dinner show.

Pattaya
Relax during the morning on the beautiful beach at Coral Island. Visit Nong Nooch, a world renowned place for its impressive Elephant and Thai Cultural Shows along with what is considered the biggest and most beautiful botanical garden in Southeast Asia. Take an elephant ride, then visit the Pattaya Four Regions Floating market. Visit World Gems Pattaya and local produce market.

Ayuthaya
Ayuthaya is a ruined city built in 1350 A.D. that had been the capital of Siem. Visit the temples of Wat Yai Chai Mongkol, Wihan Phra Mongkhon Bophit, and Wat Phra Si Sanphet.

Hong Kong
Fly to the city known as the east pearl--Hong Kong. Cross the Tsing Ma Bridge, the longest suspension bridge. Visit the Avenue of Arts, which pays tribute to outstanding professionals of Hong Kong’s film industry. Look down from The Peak and get the incredible view of the city and Victoria Harbor. Take a one way ride with Peak Tram. The Ngong Ping 360, consists of a cable car journey and a themed village. Visit the Repulse Bay with its clean and well tended beach. Finally, visit Stanley, a former fishing village.

* Price includes roundtrip airfare, transportation to and from JFK, 3 meals a day, 4 and 5 star accommodations, deluxe bus tours, fluent English-speaking tour guides and entrance to attractions. $200 deposit due April 15. For more information, contact Alison van Dam at 508.586.0500 x 222 or email avandam@metrosouthchamber.com.

Small Business Workshop Scheduled This Month

SEED Corp recently held free basic workshops aimed at assisting potential and existing entrepreneurs. More to be held this month at Barrett’s Ale House in Bridgewater, 5:30 pm - 8:30 pm. Refreshments offered free of charge. Call 508-822-1020 or visit www.seedcorp.com to register.

February 13: Learn the Fundamentals in Planning, Preparing and Financing Your Business
February 20: Understanding the Purpose of Financial Statements and How They Can Help Determine the Health of Your Business

Chamber Seeks Centennial Sponsors

The Chamber is seeking sponsorships for promotional product giveaways and various programs throughout the year of 2013 as it celebrates its Centennial Year. Take part in the celebration while supporting your Chamber and gaining exposure!

When you sponsor a promotional product, your business card, ad, or promotional flyer of choice will be distributed with the item at a featured event. In addition, your company logo and name will appear as a sponsor in the Action Report newsletter, as well as mention during the program.

Current promotional product sponsorships include Centennial Pins, Legislative Pins, Chamber Pens, and Taste of Metro South aprons. All sponsorships are $1,000 each. Event sponsorships are also available. For more information, please contact Kimberly Prosper, 508.586.0500 x 231, kprosper@metrosouthchamber.com.

Presented by the Metro South Chamber and Citslinc, a company that works with over 800 chambers in 49 states to send annually over 20,000 people to China and other Asian destinations.
Trade & Export Grants Available

Info Session: Thursday, February 14
9:30 am - 10:30 am
The Shaw’s Center, 1 Feinberg Way, Brockton

The Massachusetts Office of International Trade and Investment (“MOITI”), in collaboration with the Massachusetts Small Business Development Center Network ("MSBDC") and the Massachusetts Export Center, has unraveled the Massachusetts State Trade and Export Promotion Grant Program ("STEP Program"). MOITI, through a grant from the United States Small Business Administration ("SBA"), will provide grants to eligible Massachusetts small businesses for the purpose of increasing export sales of their goods and services.

Grants under the STEP Program will be capped at $10,000 per business to reimburse for costs associated with projects, activities or services undertaken during the period September 30, 2012 to September 30, 2013. Each grant recipient will be required to provide a match to cover at least 25% of the total approved cost for any project, activity or service (the "Match").

The STEP Program is intended to help offset international business development and related marketing costs for small businesses. Grant proceeds may help offset international business development and marketing costs, small businesses. Grant proceeds may help offset international business development and marketing costs, small businesses. Grant proceeds may help offset international business development and marketing costs, small businesses. Grant proceeds may help offset international business development and marketing costs, small businesses. Grant proceeds may help offset international business development and marketing costs, small businesses.

In awarding grants, MOITI and MEC will likelihood that the project/initiative will lead to new or increased export sales of goods and services, likelihood that the project/initiative will lead to job creation in Massachusetts, and, the applicant’s demonstrated commitment to increasing export sales of its goods or services. MOITI will accept submissions for consideration during the following two application periods: November 30, 2012 – February 28, 2013; and March 1, 2013 – May 31, 2013. Applicants not accepted in the first application period may reapply in the second period. For eligibility and application requirements, visit www.mass.gov/edc/economic/eo2/moit/exporting/step-program.

The Metro South Chamber will hold a regional briefing for those businesses wishing to learn more on February 14, 9:30 am at the Shaw’s Center, 1 Feinberg Way, Brockton. For more information or to RSVP, contact Kimberly Prosper, 508.586.0500 x 231, kprosper@metrosouthchamber.com.

Workers May Qualify; Earned Income Tax Credit

Low to moderate-income families in the Greater Brockton area are again eligible for this free service. Most people can get their state refund in 3 to 5 days and their federal refund in about 7 days saving hundreds of dollars in tax preparer and loan fees. Workers can claim both the federal and state EITC, even if they do not owe income tax, simply by filing federal and state income tax returns. You will receive a state credit equal to 15% of the federal amount. Millions of eligible workers risk missing out on these important federal tax benefits which are also matched to a lesser degree by the state.

Trained volunteer tax preparers are available at HarborOne’s Multi Cultural Banking Center, 68 Legion Parkway, Mondays from 4 to 7 PM now through April 8 with the exception of February 18. Assistance is also available at Self Help’s Healthy Housing and Community Resource Center, 142 Crescent Street, by appointment by calling 508-588-4049 x 111.

Call For Small Biz Award Nominations

The Metro South Chamber and Bank of America recognizes the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region. We welcome you to nominate businesses for the 2013 Small Business of the Year and Entrepreneur of the Year awards.

Nominating someone is easy...

You may nominate your own business or any other business you deem worthy. Call the Chamber at 508.586.0500 x 231 for nomination forms. You may include any additional documentation that will help illustrate why the business is deserving of the award. Nominations do not need to be members of the Chamber.

Prior Small Business of the Year Recipients

2012 Woman’s Tropical Grocery
2011 McGurgan’s Pub
2010 Price’s Market
2009 MCG Partners
2008 Heights Crossing
2007 Westgate Lanes
2006 Cindy’s Kitchen
2004 Duplilon, Inc.
2003 Modern Auto Body
2002 United Furniture, Inc.
2001 Robert Shankovsky & Company, CPA

Prior Entrepreneur of the Year Recipients

2012 Billy Michael, Spary’s Import Repair
2011 Al Ayo, Elie Baking Corp.
2010 Patricia Winberg, Topnotch Design Studio
2009 Michelle Collu, XPressman Trucking & Courier
2008 Robert Monahan of UBAPbaby
2007 Howard Wright of Wright Technology
2006 Rob Peters of Rob Peters Entertainment
2005 Jeffrey Chrzanski of Spark Street Auto Co.
2004 Charles Bernard of The DJ Experience
2003 James Messinger of The Crazy Chefs Caterers
2002 Jerome Offset of Top Quality Staffing
2001 Randy Yanoff of Eye of the Tiger Karate

Additional Business Nomination Opportunities


ATHENA Award Recognizes Women

Call for Nominations

This summer, the Metro South Chamber of Commerce and Crescent Credit Union will present the 14th Annual ATHENA Award to an exceptional individual who has achieved excellence in his/her business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

The ATHENA Awards Program was created in 1982 and has expanded to over 500 cities in the United States, Russia, Canada, China, The United Arab Emirates and the United Kingdom. The Metro South Chamber of Commerce believes in the values underlying the ATHENA Foundation’s philosophy of incorporating the talents and expertise of women into the leadership of our businesses, communities and government.

To nominate an individual for an ATHENA award, or for more information, please call Kim Prosper at 508.586.0500 x 231 or email kprosper@metrosouthchamber.com.

Prior ATHENA Recipients

2012 Ruth Bramson, Girl Scouts of Eastern Massachusetts
2011 Elaine Reier, Brockton Area Multi-Services
2010 Anne DeMinico, St. Joseph Manor
2009 Sue Joss, Brockton Neighborhood Health Center
2008 Vanessa Tierny, Brockton Area Multi-Services
2007 Susan Schadowitz, Brockton High Principal
2006 Loretta Degrazia, East Coast Petroleum
2005 Marianne Wroble Cox, WXBR 1460am Radio
2004 Sheila Stewart, Brockton Public Schools
2003 Linda Faria Braun, The Adult Learning Center
2002 Christine Karavitakis, Proteus Consulting
2001 Barbara Duffy, My Turn, Inc.
2000 Noelle Foye, Brockton Elementary School Nurse
1999 Janice Cunningham, East Bridgewater Police

Workers May Qualify; Earned Income Tax Credit

Low to moderate-income families in the Greater Brockton area are again eligible for this free service. Most people can get their state refund in 3 to 5 days and their federal refund in about 7 days saving hundreds of dollars in tax preparer and loan fees. Workers can claim both the federal and state EITC, even if they do not owe income tax, simply by filing federal and state income tax returns. You will receive a state credit equal to 15% of the federal amount. Millions of eligible workers risk missing out on these important federal tax benefits which are also matched to a lesser degree by the state.

Trained volunteer tax preparers are available at HarborOne’s Multi Cultural Banking Center, 68 Legion Parkway, Mondays from 4 to 7 PM now through April 8 with the exception of February 18. Assistance is also available at Self Help’s Healthy Housing and Community Resource Center, 142 Crescent Street, by appointment by calling 508-588-4049 x 111.

Who Is Eligible?

Earned Income Credit Income Limits

<table>
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<th>Tax year 2012</th>
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<th>Married</th>
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Taxpayers should bring: All household W-2 and/or 1099 forms, Social Security Cards for yourself, your spouse and all dependent children from your household. Also bring a valid driver’s license or photo ID and proof of health insurance.
Metro South Partnership Recognizes Student Friendly Employers

Metro South Connecting Activities Partnership Employer Honor Roll

Participating Area High Schools: Brockton Public Schools, North River Collaborative, Southeastern Regional Vocational Technical High School, Stoughton High School, Whitman-Hanson Regional High School.

For information or to become a participating employer in the Connecting Activities Initiative contact: Yara Cardoso, Connecting Activities Coordinator, Metro South Chamber of Commerce, (508) 586-0500 ext.227, ycardoso@metrosouthchamber.com, or visit www.metrosouthchamber.com/programs

May is Membership Month; Join Now for Incentives!

The Chamber will be running a Membership Drive on May 1 and May 2, 2013 at Stonehill College in Easton. In Recognition of the Chamber’s Centennial, celebrating 100 years of service, the Chamber’s goal is to welcome many new members this year. Becoming a Chamber member provides your business the opportunity to accelerate its growth. When you join the Chamber, you become a leader within the business community and a member of the region’s most dynamic advocacy organization. Membership means potential new business prospects, savings, access to valuable resources and information, access to health insurance, a variety of marketing opportunities, and much more!

If you are a current Chamber member who would like to assist in the drive and express what Chamber membership has meant to you, or to donate a prize, contact Kathleen Lynch, 508.586.0500 x 229, klynch@metrosouthchamber.com.

Join the Chamber Today!

In anticipation of membership month in May, the Chamber is now offering special incentives for joining: Receive a profile on the back page of the Action Report, 2 free listings in the 2014 Book for Business, a 2013 Book for Business, listing on the Chamber website, free set of mailing labels, admittance to your first two Business After Hours, free workshops, advertising opportunities and more. For more information on joining the Chamber, contact Kathleen Lynch, 508.586.0500 x 229, klynch@metrosouthchamber.com. Visit metrosouthchamber.com to learn more about the Chamber.

Business Love & Inspiration, Continued from Page 1

the management certificate program at Stonehill College. Norm has hosted a national public television special, recently published a book, and was named Speaker of the Year by the Yankee Chapter of Meeting Planners International.

The cost to attend is $25 for members and $35 for future-members and includes breakfast and giveaways. If you would like to register, please call Kim Prosper at 508.586.0500 x 231, email kprosper@metrosouthchamber.com or register online at metrosouthchamber.com/calendar-registration.


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Shelley Tierney
OWNER
**Chamber Affiliation News & Events**

To become an affiliate organization of the Chamber, contact Christopher Cooney at 508.586.0500 x 223 or email chris@metrosouthchamber.com.

The Bridgewater Business Association (BBA) will hold its monthly meeting on February 23, 6:30 pm at Sullivan Tire in Bridgewater. Sullivan Tire will also host the second annual Meet & Greet event on Wednesday, April 10. For more information or to sponsor, visit www.bridgewaterbiz.biz.

The Stoughton Chamber of Commerce’s “Caught Doing Something Good” recognized Joe Leaver, Old Colony YMCA, Peggy Carbone, Food Pantry Volunteer, Isabella Iaccabucci, 7 year old who raised funds for a large American Flag, Krystel Love, BAWIB, Alexa Becquart, Stoughton Parks, town halls and other points of interest. In addition, the 2013 Centennial Book for Business will contain a history of the Chamber and industry within the region over the past 100 years, featuring historic postcards and images.

Copies of the Book for Business will be distributed throughout the region to banks, real estate offices, town hall offices, all Chamber members, area colleges, and sent to all relocating businesses and families interested in the Metro South area. For more information, contact Alison van Dam, 508.586.0500 x 222.

**Centennial Book For Business Arriving Soon**

The Chamber of Commerce will soon be distributing the Centennial 2013 Metro South Book for Business. The book features area dining, lodging, public golf courses, recreation, legislative leaders, community demographics, regional and economic data and a complete membership listing. The book also includes a full color map of the Metro South region, highlighting hotels, golf courses, industrial parks, town halls and other points of interest. In addition, the 2013 Centennial Book for Business will contain a history of the Chamber and industry within the region over the past 100 years, featuring historic postcards and images.

Copies of the Book for Business will be distributed throughout the region to banks, real estate offices, town hall offices, all Chamber members, area colleges, and sent to all relocating businesses and families interested in the Metro South area. For more information, contact Alison van Dam, 508.586.0500 x 222.

**Eastern Bank President Speaks to DBA at Chamber**

Eastern Bank President Bob Rivers (pictured right) recently spoke at the Downtown Brockton Association meeting at the Chamber office about the recent merger with The Community Bank and their community involvement. For more information about Eastern Bank, visit www.easternbank.com. Also pictured: John Merian, Tuxedo by Merian, and Anne Beausregard, Brockton Library Foundation.

**Small Business Incubator Space**

Now Available at the Chamber • Call 508-586-0500 x 223
The Ambassador Team • Win-Win Opportunity!

The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, member-to-member support, increasing awareness and promoting active participation in Chamber programs and services. The next Ambassador meetings will be held on February 6 and March 6, 2013 from 8:00 - 9:00 am at the Metro South Chamber of Commerce, 60 School Street, Brockton. For more information, call Kathleen Lynch at 508.586.0500 x 229.

Comcast Business Class Savings for Members

Chamber members save on a wide range of business class products and services you need to better serve your customers and help your business grow!

- Internet with lightning fast speeds to help improve productivity
- Phone with advanced call management and mobility features
- TV with a variety of informative and entertaining options

Say goodbye to outdated DSL and say hello to Comcast Business Class!

Internet & Voice just $99.85 per month. Includes 2 phone lines. Limited Time Offer. Internet faster than T1 or DSL, unlimited nationwide calling, 30-day back month guarantee.

For more information, contact your dedicated Comcast representative, Mark Cocuzzo, 978-831-2552 or email mark_cocuzzo@cable.comcast.com.

U.S. Small Business Programs Offered

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:

- SCORE: Counselors to America’s Small Business
- MSBDC- Mass Small Businesses Development Centers
- BICs- Business Resource Centers
- SBA Guaranty Loan Programs: 7(a), Micro Loans, Patriot & SBA Express Loans & 504-Project Loan Development
- Government Contracting Opportunities: 8(a) business Development, HUBZones (Historically Underutilized Business Zones), Small Disadvantaged Business, and Surety Bonding (when applicable - 2 yrs in-business experience required)
- Disaster Assistance

The workshop will be held at CareerWorks, 34 School Street, Brockton from 2 - 4 pm on the third Wednesday of each month. The next workshops will be held on February 20, 2013 and March 20, 2103. Contact CareerWorks at 508.513.3400 for further workshop information.
We are an organization of parents and civic leaders who want to raise awareness and community support of Brockton youth programs that keep our youth engaged in respectful activities which will encourage character development, sportsmanship, and community service. Join us at The Shaw’s Center on Sunday, April 7, for our 5th annual Breakfast with Champions to honor student and adult leaders who have made a difference in the lives of our youth! Contact us for ticket information.

**Business or Pleasure...**

**THE METRO SOUTH REGION: THE HEART OF EASTERN MASSACHUSETTS**

The Metro South region offers the best of all worlds; cultural and corporate advantages, top notch education, exceptional health care facilities, rich culture, fun recreational activities, natural beauty, and the serenity of historic New England. Find exceptional value in the heart of Eastern Massachusetts, centrally located between Boston, Providence, Plymouth and Cape Cod. Ride the rail to Boston in only 1.5 minutes! Call 508.586.0500 for your free map and brochure.

**Metro South Regional Economic Development Organization**

For more info contact the Metro South Chamber of Commerce, 508.586.0500 • www.metrosouthchamber.com

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**Do You Have an HR Question?**

Try the Human Resource Hotline

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 info@metrosouthchamber.com. Your questions and answers may be featured in an upcoming edition of the Action Report.

**Impact.**

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

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

Call 508.586.0500 x 229 or visit metrosouthchamber.com to learn more.

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**Business EVENTS Planner**

**February 6**

**Non-Profit Financial Workshop**

9:30 am - 12:30 pm
Metro South Chamber of Commerce
60 School Street, Brockton

For non-profits interested in establishing guidelines and policies, outlining for profit/business centers, maintaining records, raising capital and measuring results

Cost: Free to Attend
Please RSVP at 508.586.0500 ext. 227

**February 8**

**Government Affairs**

12:00 pm - 1:15 pm
Metro South Chamber of Commerce
60 School Street, Brockton

Discuss issues of importance with elected officials relevant to the current business climate. Speaker: State Representative Geoff Diehl.

Cost: $8 members, $15 future-members
Please RSVP at 508.586.0500 ext. 231

**February 14**

**Good Morning Metro South**

7:30 am - 9:00 am
The Shaw’s Center
1 Feinberg Way, Brockton

Join us as the Chamber celebrates the 100th anniversary of its founding with motivational speaker Norm Bossio, speed networking, special giveaways and breakfast.

Cost: $25 members, $35 future-members
Please RSVP at 508.586.0500 ext. 231

**February 14**

**Trade & Expo Grant Info Session**

9:30 am - 10:30 am
The Shaw’s Center
1 Feinberg Way, Brockton

STEP funds available up to $10,000 (25% match) to reimburse businesses interested in increasing export sales of their goods and services. Attend this session to learn more.

Cost: Free to Attend
Please RSVP at 508.586.0500 ext. 231

**February 26**

**Business After Hours**

5:30 pm - 7:30 pm
Tutto Bene
1050 Pearl Street, Brockton

Grow your business contacts and referral list by attending this event. All business employees and young professionals in the region are invited to attend.

Cost: $5 members, $15 future-members
Please RSVP at 508.586.0500 ext. 231

**March 20**

**Taste of Metro South**

5:30 pm - 8:00 pm
The Shaw’s Center
1 Feinberg Way, Brockton

Sample tastes from over 50 area restaurants, enjoy live entertainment and celebrate living and working in the Metro South region (page 1).

Cost: $35. Tickets must be purchased in advance.
Please RSVP at 508.586.0500 ext. 231

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**IT’S EASY TO REGISTER!**

508-586-0500 x 231
508-587-1340
E-mail: info@metrosouthchamber.com
Online: www.metrosouthchamber.com

Send reservation and payment to:
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Sixty School Street
Brockton, MA 02301-4087

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