

Actionreport

September
2011

www.metrosouthchamber.com

Leading Businesses
Leading Communities



CHAMBER MISSION

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



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Designed by
Alison van Dam

GMMS On the Road: The Economic Impact of Education

Wednesday, September 21

Sponsored by:



The 2011/2012 Season of Good Morning Metro South will kick off on Wednesday, September 21, 2011, 7:30 am - 9:00 am at the Dunn Conference Suite at Bridgewater State University. The featured speakers are Richard M. Freeland, Commissioner of Higher Education in Massachusetts, and Dr. Martha J. Kanter, Under Secretary of Education, U.S. Department of Education.

In an uncertain economy, one fact is clear: Massachusetts residents who graduate from college fare better, overall, than those who never earned post-secondary degrees. Within the next ten years, six of every ten jobs will require at least an associate's degree. The Commonwealth will need a more highly skilled workforce – and business and industry will need local colleges and universities to scale up quickly with programs to meet their fast-changing, highly specialized workforce needs.



Commissioner
Richard M. Freeland

These trends, coupled with the rising costs of a private college education, are driving a new focus on public higher education in Massachusetts. Higher Education Commissioner Richard M. Freeland will detail the "master plan" for the state's public colleges and universities, called the Vision Project. This effort, involving all 29 public campuses, aims to position Massachusetts as a leader in public higher education, producing "the best educated citizenry and workforce in the nation." The Commissioner will focus on graduation and workforce goals, and answer questions about the pursuit of such an ambitious agenda in the midst of a fiscal crisis.



Dr. Martha J. Kanter,
U.S. Department of Education

The 2nd Speaker is Dr. Martha J. Kanter, Under Secretary of Education, U.S. Department of Education. To spur education, economic growth and social prosperity, Dr. Kanter is charged with planning and policy responsibilities to implement President Obama's goal for the U.S. to have "the best educated, most competitive workforce in the world by 2020" as measured by the proportion of college graduates over the next decade. Under Secretary Kanter and her team are keenly focused on improving college access, affordability, quality, and completion to implement President Obama's American Graduation Initiative.

Good Morning Metro South is being sponsored by Bridgewater State University. Tickets are \$25 for members and \$35 for future-members and includes breakfast and networking opportunities. Don't forget your business cards! To register or for more information, visit events.metrosouthchamber.com, or contact Kimberly Prosper at kprosper@metrosouthchamber.com, 508.586.0500 x 231. Parking is available in the Moakley Lot.

Governor Appoints Cooney to State Board



Chris Cooney

Chamber President and CEO, Christopher Cooney has been re-appointed to the Massachusetts Workforce Investment Board. Governor Deval Patrick appointed Cooney for a second time. Cooney was originally appointed by Governor Mitt Romney in 2004. The Massachusetts Workforce Investment Board (MWIB) advises the Governor on building a strong workforce development system aligned with state education policies and economic *Continued on Page 11*

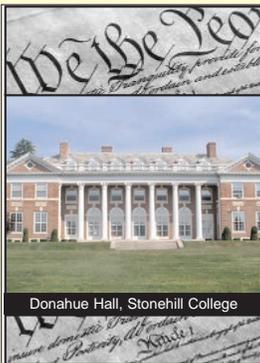
Bridgewater Business Association Joins Affiliation with Metro South Chamber



The Bridgewater Business Association recently signed an affiliation agreement with the Metro South Chamber of Commerce joining business organizations in Norwell, Stoughton and East Bridgewater. The organizations will share information regarding issues and initiatives of regional concern such as wastewater, water supply, transportation, regional competitiveness and economic / workforce development. In addition, each organization will provide reciprocal member rates *Continued on Page 9*

Meet Your Legislators

Wednesday, October 5, Stonehill College



Donahue Hall, Stonehill College

The Metro South Chamber of Commerce cordially invites members of the business community, candidates for public office, and state, federal and local elected officials to gather on Wednesday, October 5 for the 21st Annual Legislative and Candidates Reception. The reception will be held at Donahue Hall, on the campus of Stonehill College in Easton from 5:30-7:30 p.m. The reception is sponsored by Stonehill College and Columbia Gas of Massachusetts.

The reception is a casual event at which business leaders, elected officials, and candidates for public office can renew face-to-face contacts and discuss issues of importance to them and the business community while enjoying complimentary refreshments and hors *Continued on page 5*

Sponsored by:



98th Annual meeting

Wednesday,
November 16

10:30 am - 3:00 pm
The Conference Center at
Massasoit, Brockton



FEATURING:

For information on tickets, schedule, and securing an EXPO table, see page 9.

Chamber Produces New Member Decals



Metro South Chamber Member Window Decal.
Call John at 508.586.0500 x 229 to join the Chamber.



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 take place on Friday, September 9, 12:00 pm - 1:15 pm at the Metro South Chamber, 60 School Street, Brockton. The featured speaker is Robert F. Brady, Avon Selectman.



Robert Brady

Robert F. Brady Jr. ran a successful sticker campaign for Avon selectmen. Brady, whose brother Michael is a state representative from Brockton, is an alternate member of the Zoning Board of Appeals

and was active in fighting a proposal to build a solid waste transfer station near the Avon line. Mr. Brady is a member of the Metro South Chamber of Commerce with National Electrical Testing and Services in Brockton.

If you would like to attend please R.S.V.P. online by visiting events.metroouthchamber.com.

You may also call Lisa at the Chamber at 508.586.0500 ext. 225, email lkeene@metroouthchamber.com. The cost to attend is \$5 for members and \$15 for future-members. Sponsored by UMass Boston.

Networking, Bowling & Fun at the Charlie Horse

Wednesday, October 12, 5:30 pm - 7:30 pm



Please join us Wednesday, October 12 from 5:30pm - 7:30pm for a Chamber Business After Hours at The Charlie Horse, 674 Old West Center Street, W. Bridgewater at the junction of routes 24 & 106, exit 16B off of rt. 24.

The Charlie Horse is your home for great food, music, live entertainment, sports, over 70 arcade games, bowling, and more. The Charlie Horse has recently added a new function room, complete with a flagstone fireplace, a nine foot HD Projection screen and seven 50" HD



monitors, perfect for your business meeting or social gathering.

Bring your business cards and join us for an evening of networking, hors d'oeuvres, and a cash bar. In addition, a couple of bowling lanes in the new bowling alley will be opened for Chamber members. This event is \$5 for members and \$15 for future-members. Register online at events.metroouthchamber.com, or contact Kim Prosper, kprosper@metroouthchamber.com, 508.586.0500 x 231.

Business After Hours at Crescent Credit Union

Wednesday, September 14, 5:30 pm - 7:30 pm

Please join us Wednesday, September 14 from 5:30pm - 7:30pm for a Chamber Business After Hours networking event at Crescent Credit Union's new branch location, 1300 Belmont Street, Brockton (on the Brockton/Easton line).

Founded in Brockton in 1919, Crescent Credit Union is a not-for-profit financial institution providing better banking solutions via 8 full-service branches in Brockton, Taunton, and Norwell, and online at www.crescentcredit.org. Anyone who lives or works in Plymouth, Bristol, Norfolk, or Barnstable counties can join the credit union with a \$5 deposit to a checking or savings account.

Rated 5 stars by BauerFinancial, the nation's leading bank rating service, Crescent offers a complete range of per-



Emily Harriman & Richard Hooke, Crescent Credit Union

sonal and commercial banking services, including free business checking, commercial lines and loans, home financing, vehicle loans, and the new eRewards Checking account.

Winner of the 2010 Dora Maxwell Award for Social Responsibility in

Massachusetts, Crescent takes great care to reinvest in its communities in the form of prudent lending and socially responsible programs.

Bring your business cards and join us for an evening of networking, munchies, drinks, and drawings at Crescent Credit Union. This event is free to attend. Register online at events.metroouthchamber.com, or contact Kim Prosper, kprosper@metroouthchamber.com, 508.586.0500 x 231.

Open House Networking at Mutual Bank

Tuesday, October 25, 5:30 pm - 7:30 pm

Join us for an Open House Networking event on Tuesday, October 25, 5:30 pm - 7:30 pm at Mutual Bank, 656 Crescent Street, Brockton.

Over the years, Mutual Bank has been committed to serving the communities' needs first. The communities that Mutual Bank serves have responded with a resounding vote of confidence by doing business with the Bank.

This event is complimentary to attend, however, pre-registration is



required. Reserve your space online at events.metroouthchamber.com, or contact Kimberly Prosper, kprosper@metroouthchamber.com, 508.586.0500 x 231. Don't forget your business cards.



Metro South Chamber of Commerce 2011/2012 Events

Business After Hours

Business After Hours are informal networking events held at member companies. Attendance ranges from 50-150 people. All After Hours take place from 5:30 pm - 7:30 pm unless otherwise noted.

Wednesday, September 14, 2011 (Crescent Credit Union, 1300 Belmont St., Brockton)

Wednesday, October 12, 2011 (The Charlie Horse, 674. W. Center St., West Bridgewater)

Tuesday, October 25, 2011 (Mutual Bank, 656 Crescent St., Brockton)

Good Morning Metro South Breakfast Program

Bringing important speakers to you in a television show style format. With a crowd of 150-250 people, these meetings are also great places to network. Held 7:30 am - 9:00 am

Wednesday, September 21, 2011 - (Dunn Conference Suite, Bridgewater State University)

Thursday, October 20, 2011 - (Fuller Craft Museum, Brockton)

Thursday, December 15, 2011 - (The Charlie Horse, West Bridgewater)

Thursday, January 19, 2012 - (Location TBD)

Wednesday, February 15, 2012 - (Location TBD)

SAVE
THE
DATE

BOARD OF DIRECTORS

OFFICERS

Chair of the Board
Peter Neville
Concord Foods

President and CEO
Christopher Cooney
Metro South Chamber of Commerce

Chair-Elect
William Morse
Mutual Bank

Treasurer
David Orloff
Sharkansky & Co., LLP, CPA's

Vice Chair Community Affairs
Andrea Papadopoulos
Arista Associates, Inc.

Vice Chair Economic Development
Pat Ciaramella
Old Colony Planning Council

Vice Chair Government Affairs
Susan Joss
Brockton Neighborhood Health Center

Vice Chair Membership Development
Patricia Williams
HarborOne Credit Union

Immediate Past Chair

Scott Sanborn
TD Bank

CHAMBER STAFF

Christopher Cooney
 President and CEO x 223

Lisa Keene
 Business Development x 225

Kathleen Lynch
 Connecting Activities - Internships x 227

John Nesti
 Member Services x 229

DIRECTORS

Jane Callahan - *HR Alternatives*

Richard Colon - *Verizon Communications*

John Costa - *Backstage Hardware & Theatre Supply*

Loretta DeGrazia - *East Coast Petroleum*

Peter Dello Russo - *Bridgewater Savings Bank*

Anne DeMinico - *Consultant*

Francis Dillon - *Stonehill College*

Jeffrey Dukess - *Frenette & Dukess, PC*

Sheila Gonzalez - *Bank of America*

John McGovern - *Rodman & Rodman, PC, CPA's*

Jim Murphy - *Wheatstone Engineering & Consulting, Inc.*

Gerald Nadeau - *Rockland Trust Company*

Bill Scanlon - *Community Newspapers (The Enterprise)*

Andrew Schwartz
Law Office of Andrew H. Schwartz, LLC

Larry Siskind -
Siskind and Siskind Attorneys at Law

Art Sullivan - *Consultant*

508-586-0500 Front Desk x 221

Kimberly Prosper
 Program Director x 231

Kerry Sullivan
 Finance x 230

Alison van Dam
 Director of Communications x 222

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

SEPTEMBER Calendar

- 7** Ambassador Meeting 8:00 am
- 9** Government Affairs 12:00 pm
- 13** Porter & Chester Institute Ribbon Cutting 11:00am
5 Campanelli Circle, Canton
- 14** Crescent Credit Union Business After Hours 5:30 pm
1300 Belmont Street, Brockton
- 15** Franchising Smart 8:30 am
- 15-18** Greek Festival
Annunciation Greek Orthodox Church, 457 Oak St., Brockton
- 20** Marketing on the Internet Workshop 9:00 am
- 21** Good Morning Metro South 7:30 am
Dunn Conference Suite, Bridgewater State University
- 22** Intro to Exporting Workshop 8:30 am
- 23** Going Green at Sign Design, Ribbon Cutting 8:30 am
170 Liberty Street, Brockton
- 30** Hardy's Fine Food & Catering Ribbon Cutting 3:00 pm
740 North Main Street, West Bridgewater

Coming Up
October

- 5** Ambassador Meeting 8:00 am
- 5** Legislative Reception 5:30 pm
Stonehill College, Donahue Hall, North Easton
- 10** Columbus Day - Chamber Closed
- 12** The Charlie Horse Business After Hours 5:30 pm
674 Old West Street (Rt. 106), West Bridgewater
- 13** Introduction to QuickBooks 8:30 am
- 20** Good Morning Metro South 7:30 am
Fuller Craft Museum, 455 Oak Street, Brockton
- 25** Principles of Lean Manufacturing 7:30 am
- 25** Mutual Bank Open House 5:30 pm
656 Crescent Street, Brockton
- 26** Board Meeting 12:00 pm
- 27** Introduction to QuickBooks 8:30 am

Save the Date
November

- 1-9** Chamber Trip to China/ Hong Kong & Thailand
Chamber Open
- 2** Ambassador Meeting 8:00 am
- 4** Government Affairs 12:00 pm
- 8** Election Day
- 16** 98th Annual Meeting & EXPO
Massasoit Conference Center, Route 27, Brockton
- Expo Begins** 10:30 am
- Annual Meeting Luncheon** 12:00 pm
- Expo Ends** 3:00 pm

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



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Photography by Rich Morgan
www.richmorganphotography.com

ACTION Report Volume 11 - Issue 9
 (USPS-410630) is published monthly except for combined July/August for \$5.00 per year by the Metro South Chamber of Commerce, Sixty School Street, Brockton, MA 02301-4087.
 Periodical Postage Paid at Brockton, MA.
 POSTMASTER: Send address changes to Action Report, Sixty School Street, Brockton, MA 02301-4087

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.

Photo and print production by Mark Mahoney, The Enterprise

GOODNews

Celebrate the great things going on!

Signature Healthcare Offers SportSmart Program

A new partnership between Signature Healthcare and five area high schools will assist athletic trainers, coaches and school nurses to provide seamless Orthopedic Care, Medical Care, Physical Therapy and Brain Injury Treatment and Prevention to all students. Schools will receive access to free Impact Testing, clinically managed pre-season conditioning, and 24/7 access to emergency medical care, radiology services, physical therapy / rehab services, orthopedic surgeons, and a SportSmart Medical Director. Also offered will be free educational forums for CEU credits for Athletic Directors and Athletic Trainers. For more information, please visit www.MySignatureCare.org/Concussion.

HarborOne Credit Union Promotions

James W. Blake, President and CEO of HarborOne Credit Union, has announced the promotion of Kelly Masefield to Mortgage Servicing Officer. Ms. Masefield joined HarborOne in 2008 as a Quality Control Servicer, and later became Investor Analyst and Mortgage Assistance Group Analyst. She has over 10 years of experience in the banking industry. In the community, organizes the Holiday event for Home for Little Wanderers, and is a member of the Relay for Life Team, Strong Kids Campaign for the Y.M.C.A. and HarborOne Caring Crew.

Rogers & Gray Insurance Agency Promotion

Charles N. Robinson, President and CEO of Rogers & Gray Insurance Agency recently announced that Allison Frommeyer has joined the company as Account Executive, Employee Benefits. Ms. Frommeyer joins Rogers & Gray with 10 years experience in Human Resources, including corporate HR for the Frito-Lay Corporation. She has also held positions with regional companies including InnSeason Resorts. Founded in 1906, Rogers & Gray is one of the top 10 independently-owned insurance agencies in Massachusetts.

The Executive Suite New Hire

Kendra B. Wallin has been appointed as the Staffing Coordinator at The Executive Suite, Hyannis, MA. Kendra began her career in human resources in 2006 recruiting for a Boston-based boutique staffing firm. Upon relocating back to the Cape Cod, Kendra expanded her skill set while pursuing a marketing position, but ultimately decided to follow her passion back to human resources. Kendra holds a Bachelor of Science degree in Psychology from Northeastern University. She can be reached at 508-778-7700, kwallin@theexecutivesuite.com.

Old Colony Elder Services Awarded Grant

Greater Brockton Community Health Network Area (CHNA) has recently awarded a \$3,000 grant to Old Colony Elder Services. The grant will be used to help fund the My Life, My Health Chronic Disease Self Management Programs which are designed to give seniors and others with chronic conditions (such as arthritis, heart disease, cancer, diabetes, asthma, etc.) and/or their caregivers the knowledge and skills needed to take a more active role in

Members - Send Good News to avandam@metrosouthchamber.com

their health care. Three programs in English and three programs in Spanish will be offered to seniors throughout the region. Each program runs for 6 consecutive weeks. The first Spanish speaking session will be held at the Neighborhood Health Center in Brockton on September 14th. The first English speaking session will be held at the Abington Council on Aging in Abington on Tuesday, September 20th.

Bacon of SEED Corp Promoted; Knight Hired

SEED Corporation is pleased to announce the promotion of Tamarah Bacon to Business Development and Assistance Manager and the hiring of Angela Knight as the Marketing and Business Assistance Officer. Tamarah is now responsible for business development for our Micro Loan Program and small loans up to \$200,000. In addition, she is also responsible for managing SEED's business assistance program and delivering technical assistance to SEED's prospective and existing loan clients. Angela is responsible for SEED's marketing efforts such as publications, web site management, coordination of monthly business training sessions, trade shows, events, and maintenance and collection of SEED's data base.

Wheatstone Engineering Assists on Statue Committee

Wheatstone Engineering's principal and co-founder, Jim Murphy, L.S.P., was recently asked to assist the Rocky Marciano Statue Committee assess the soil conditions at the potential statue location. In June, the committee welcomed World Boxing Council (WBC) President Jose Sulaiman to Brockton for a two day celebration. Jim, who was raised in Brockton and is a Director with the Metro South Chamber of Commerce, is pleased to be a small part of this project, which means so much to the City of Champions and the region as a whole. The 20 foot high statue is scheduled to be unveiled on September 1, 2012 as part of a boxing weekend extravaganza.

Brockton VNA Caring For Kids Golf Tournament

Monday, September 12th: Brockton Visiting Nurse Association's 22nd Annual Caring for Kids Golf Tournament will take place on Monday, September 12, 2011 at Thorny Lea Golf Club in Brockton. Register today at www.brocktonvna.org to enjoy a fun filled day of golf with breakfast, lunch, cocktail reception, dinner, special gifts and chances to win great prizes. Proceeds from the Tournament benefit home health care services for children who suffer from catastrophic life threatening illnesses. For more information, contact Linda Richards, 508-894-5286, lrichards@brocktonvna.org.

Signature Healthcare Launches High-Tech System

Signature Healthcare Brockton Hospital recently launched a secure, high-tech system in conjunction with AMR paramedic services allowing patient EKGs to arrive at the hospital before the patient, preparing cardiologists and ED physicians to view the information and make treatment decisions before the patient arrives. This, in conjunction with the advanced Cardiac Catheterization Lab, allows Signature cardiologists to make quick, educated decisions to save patient lives. It is the first technology of this kind in use in the Southeast MA region.

Falasca Named Corporate Sales Director, Shaw's Center

The Shaw's Center welcomes its new Corporate Sales Director, Debbie Falasca. Debbie was previously a Senior Meeting Planner for Dunkin' Donuts' corporate headquarters, and was responsible for executing meeting and conferences around the United States. She was also a Corporate Sales Manager at Starwood Hotel and Resorts, and was a corporate travel agent after attending the Travel School of American in Boston. An accomplished Certified Meeting Professional, she has a degree in Hospitality/Computer Science from Quincy College. She is also an active community member in Brockton, volunteering for the MSPCA, Horizons for Homeless, and School on Wheels. If you'd like to book a corporate function, contact Debbie at (508) 559-7097, or e-mail debbie@theshawscenter.com.

WATD 95.9 FM Open House/Chamber Appreciation

September 21: WATD 95.9 FM annual Open House and Chamber Appreciation Business After Hours, 5-7:30 pm, 130 Enterprise Drive, Marshfield. Tour the WATD facilities, and enjoy refreshments, fun, networking and meet other South Shore business owners just like you! Please RSVP to the Metro South Chamber by September 14 by calling John at 508.586.0500 x229 or emailing jnjesti@metrosouthchamber.com.

BKA Architects Hires

Jill S. Peebles, AIA, Nathan Langlais, Christopher Pizzichemi, John W. Cali, and Joanna T. Myers have joined BKA Architects. Jill Peebles will serve as a Project Architect. Nathan Langlais, Christopher Pizzichemi, and John W. Cali will fill job captain roles while Joanna T. Myers will provide general project support. Founded in 1974, BKA Architects is an architecture and interior design firm located in Brockton, Massachusetts. The firm provides services to clients in Retail, Workplace, Education, and Residential sectors. For more information about BKA Architects, visit www.bkaarchitects.com.

Monteiro Named New Brockton Branch Manager

Mutual Bank has promoted Aida Monteiro to the position of Branch Manager of the Brockton West Banking Center, Glen S. White, CEO, announced today. Monteiro joined the bank in 2008 as an Assistant Manager. Her career spans fifteen years in banking, as a personal banking and business specialist focusing on the needs and services of local businesses, providing expertise in areas including payroll, business credit cards and merchant services. She is a registered loan originator and notary public. She is fluent in several languages, including Portuguese, Cape Verdean and Spanish, and is an active member of the Cape Verdean Association. Monteiro can be reached at (508) 586-1733. The Brockton West Banking Center is located at 777 Belmont Street.

Massasoit Community College Appointments

Massasoit Community College is pleased to announce that Governor Deval Patrick has appointed Judith Waterston, President and Chief Executive Officer of New England Sinai Hospital, to the Board of Trustees. She will serve in the position which was held for two terms by Charles Tartaglia, whose term

has expired after more than ten years of dedicated service. Dr. Mary Brophy was sworn in for her second term. She will serve as the chair of the board for this year. Dr. Brophy is a Brockton resident who works for the Veteran's Administration Healthcare System and also serves on the Board of Trustees at Cardinal Spellman High School. Kerri Guillette is the newly appointed student trustee, employed at Good Samaritan Medical Center in the dietary office.

Mechanics Cooperative Bank Pledges...

Mechanics Cooperative Bank's Board of Directors and Executive Leadership Team are excited to announce their pledge to support our local communities. Mechanics Cooperative Bank will donate at least ten percent (10%) of their annual net income to local non-profit organizations. These funds will have a positive impact on the local communities branch locations as well as their surrounding cities and towns.

Consult General to Israel Speaks at Bridgewater State

On September 22nd the Consul General of Israel to New England will be giving a presentation on Current Issues in Israel and the Middle East. This event will take place at Bridgewater State University in the Dunn Conference Suite at 12:30 PM. Parking is available in the Moakley Parking Lot. Presented by The Division of External Affairs and The Center for Middle East Studies. Visit www.bridgew.edu/externalaffairs for more information.

MDA Fall Foliage Classic

Tuesday, September 13: 2nd Annual MDA Fall Foliage Classic at Indian Pond Country Club, Kingston, MA. 7:30am registration, 9am shotgun start (scramble). Reception following conclusion of tournament play. For more information, call Ted Phillips at 781-376-2713 or email ted.phillips@usi.biz.

St. Joseph End of Summer Bash

Saturday, September 17: St. Joseph Manor is hosting an END OF SUMMER BASH from 6:30pm-10:30pm at the Commercial Club located at 1 Neilson Avenue in East Bridgewater. Tickets are \$20.00 in advance or \$25.00 at the door. Tickets for kids 12 and under are \$10.00! Tickets are available at St. Joseph Manor, 215 Thatcher St., Brockton, or by calling the receptionist at 508-583-5834. Information can also be obtained by email at mdunton@sjm-brockton.org

Brockton Greek Food Festival

The Annunciation Greek Orthodox Church, located at 457 Oak St., Brockton, will host the Annual Greek Food Festival, September 15-18, 2011. Join us for delicious cuisine, live Greek music, traditional Greek dancing and shopping in the Agora. Enjoy family fun in the Kid's corner, and don't forget to purchase raffle tickets to win amazing prizes. Thursday, 11am-10pm, Friday and Saturday, 11am-11pm, and Sunday, Noon-6pm.

Tamboos 3rd Annual Pink Carpet Affair

Tamboos Ticked Pink to present 3rd Annual Pink Carpet Affair on Saturday, October 1, 7pm-11pm. Live band, raffles, prizes and more. All donations will go to the American Cancer Society/Making Strides Against Breast Cancer. Find us on Facebook or call 508-584-8585.

MEET YOUR LEGISLATORS, Continued from page 1

d'oeuvres.

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

As a member of the Metro South Chamber, your organization has a vested interest in helping foster stronger relationships with local officials. The Legislative Reception is an

excellent and cost-effective way for you, your key staff, and colleagues to initiate or renew face-to-face contacts at the state, federal and local level. We encourage your firm to participate and support the unified voice of the Metro South Chamber of Commerce. Together, we can ensure that government understands and supports the needs and concerns of the business community in our region. Register by calling Lisa at 508.586.0500 ext. 225 or email lkeene@metrosouthchamber.com. This event is \$5 for members and \$15 for non-members. **Pre-registration is necessary.**

Chamber Mourns Board Member Dr. Ed Minnock

By: Troy Clarkson, Bridgewater Town Manager.

Some people transcend local borders. Some lives leave a legacy that goes beyond geography and becomes part of the fabric of our lives no matter where the story of that life occurred. Ed Minnock was such a man.

He lived just such a life, a life that became part of the fabric of other lives - including mine - here locally and across the globe. Simply put, Ed's life and his work provided me with a lesson and us with a legacy, a legacy of friendship.

I had lunch with Ed last week. We enjoyed a great meal and even better conversation. We chatted about our families and our lives; we talked of his upcoming trip to Europe and his previous journeys around the globe, and my journeys within the borders of Bridgewater. Our conversations were always engaging and enjoyable. Minutes after our visit was over, though, so was his meaningful life of purpose. Ed passed the afternoon of our lunch meeting. As we shook hands and exchanged warm and genuine smiles, I could not, I did not imagine that I would never see my friend again.

His official title was Vice President of External Affairs for Bridgewater State University. He was the University's primary liaison with local, state, and national governments from Bridgewater to Bangkok. In his case his title, "External Affairs," meant just around the corner and just around the continent. His job, though, was Ambassador of Friendship, and he did it with ease and aplomb.

To know Ed for a minute was to know a new friend. I only had the gift of that friendship for a little more than a year, but felt the stinging loss of a pal and confidant. For a man with a Ph.D and the title of Vice President of one of Massachusetts' finest public institutions of higher learn-



Edward Minnock

ing, Ed was neither boastful nor proud. That humility is indeed part of his legacy. It was only after his passing that I learned through another colleague-turned-friend, Sue McCombe, that Ed had an amazing and notable history serving our nation. He was the only soldier ever to earn the high honor of the Legion of Merit while holding the rank of private. In March of 1968, he was working in Army Intelligence and accurately predicted the size, time, and route of an enemy attack, and then coordinated and directed the counteroffensive on enemy headquarters. His insight, intel, and achievement led to his induction into the Military Intelligence Hall of Fame in 1990.

This is a remarkable achievement and story of heroism in and of itself, but the story, and the real lesson of Ed, the Ambassador of Friendship, though, is how he lived his life after those wartime events. He worked in law enforcement. He pursued higher education and received his doctoral degree. He had a beautiful family. During all that, he remained involved with, and committed to, his community - and his tireless work of building a network of genuine friends.

Upon his arrival at BSU, the University had cooperative relationships with a handful of universities in other countries. When he left us last week, and through Ed's commitment to building those relationships, those friendships, worldwide, Bridgewater State provides reciprocal educational opportunities for students in more than forty countries. An Ambassador of Friendship, indeed.

That's Ed's legacy. He was my friend the moment we met. You just can't learn the sort of sincerity and warmth he possessed. It's simply a gift, and in his case, a gift he shared with thousands of lives in thousands of places thousands of times. Every person who had the gift of meeting Ed Minnock was better for the experience.

Small Business Assistance Providers at Chamber



More than a dozen providers of small business assistance within the region recently met at the invitation of the Metro South Chamber of Commerce. The resource and assistance partners discussed upcoming program enhancements and product offering for the fall. Assistance is provided in all areas of business operations and finance. Many industries benefit from specific programs and/or financing

designed to enhance business in a specific sector or geographic location.

To learn more contact Lisa, lkeene@metrosouthchamber.com at the Chamber's Business Assistance Center. See below for a list of resource partners available by appointment at the Business Assistance Center, 60 School Street, Brockton.

Massachusetts Supplier Diversity Office (SDO)

John Fitzpatrick, Contact: 508-287-9606, John.B.Fitzpatrick@state.ma.us
Chamber Office Hours: 9:00 am to 5:00 pm M,T,W and F (most weeks).



SDO is an agency which helps promote the development of Minority Business Enterprises (MBE) and Women Business Enterprises (WBE) business enterprises and non-profit organizations by becoming SDO certified. Certification can be used as a marketing tool to enhance a firm's ability to do business in public markets and with the state government. The Commonwealth of Massachusetts spends more than \$4 billion a year doing business with firms. More than \$240 million is targeted to SDO certified minority and women businesses. Visit www.somwba.state.ma.us.

Small Business Administration (SBA)

Donna O'Connor, Contact: 617-565-5607, donna.oconnor@sba.gov.
Chamber Office Hours: 9:00 am to 5:00 pm, Wednesdays.

SBA builds and maintains collaborative partnerships with small business stakeholders such as economic development practitioners in Government Organizations, chambers and associations, educational institutions and civic/community organizations. The SBA Advantage Workshop, held the 3rd Thursday of the month at CareerWorks in Brockton, provides information on the various SBA programs and services available to prospective or current entrepreneurs who need assistance in starting or expanding their business. See page 10. Visit www.sba.gov.



MassDevelopment

Larry Cameron/Jim Walsh, Contact: 508-678-0533, lcameron@massdevelopment.com
Chamber Office Hours: By appointment or as needed.

MassDevelopment is a unique organization providing low cost financing for businesses and not-for-profit organizations in Massachusetts for every phase of a development project. We specialize in Massachusetts growth. For more information contact Larry Cameron at 508-678-0533. Visit www.massdevelopment.com.



The Massachusetts Small Business Development Center

Manassah Bradley, Contact: manassah@msbdc.umass.edu
Chamber Office Hours: Wednesdays, 9:00 am - 4:00 pm, by appointment.
Call Allison or Tammi at 508-673-9783 to schedule an appointment.



The Massachusetts Small Business Development Center offers existing and future entrepreneurs free one-on-one expert business advice and training. MSBDC advising generally consists of assistance with business plans, obtaining loan and equity financing, franchising, manufacturing, international trade, high-tech endeavors, contracting, marketing and other growth strategies. Visit www.msbdc.org/semass.

SCORE

Frank Sebastian, Contact: 508-587-2673
Chamber Office Hours: By appointment.



Southeastern Mass. Score provides free and confidential business counseling tailored to meet the needs of your small business and your personal objectives. Contact SCORE to set-up an appointment to meet with a business counselor to develop your business plan, discuss a new idea or tackle a business problem. SCORE also offer workshops for both start-up entrepreneurs and existing small business owners. A resource partner with the U.S. Small Business Administration, SCORE has helped more than 8.5 million entrepreneurs since 1964. Visit www.scoresma.org.

Sign Design Goes Green - Grand Opening

Friday, September 23, 2011

8:30 am - 11:00 am

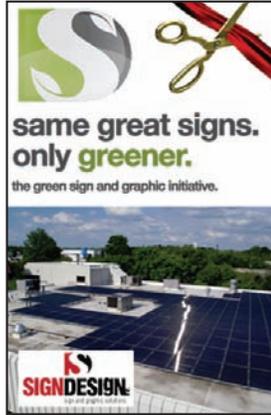
Ribbon Cutting ceremony at 9:00 am
Sign Design, 170 Liberty Street, Brockton

Join Sign Design and the Metro South Chamber of Commerce as we celebrate the grand opening of new Green Technologies on Friday, September 23, 9:00 am at the Brockton location, 170 Liberty Street. There will be refreshments, networking opportunities, tours of the facility and giveaways. RSVP by September 16 to Christine DiMestico, 508-580-0094 x 215.

Sign Design has made a commitment to greener technology and products for our customers and an energy-efficient, safer work environment for our employees. We utilize a variety of green practices in an effort to contribute to a sustainable future. Among the initiatives:

Greener Signs: Sign Design was one of the first companies in the United States to offer greener signage with latex ink technology with water based, eco-friendly inks, allowing increased image quality, faster print speed and excellent print durability. **Solar Power:** Our facility is equipped with 12,500 sq ft roof mounted solar panels, reducing electrical demand by more than 50% translating into cost-savings for customers. **Greener Workplace:** Recycling Program and 100% Energy star rated bulbs.

For more information, call 508-580-0094 or visit www.signdesigninc.com



Porter and Chester Institute Ribbon Cutting

PORTER AND CHESTER INSTITUTE
Since 1946...preparing students for needed occupations.

Thomas Ryan, Campus Director

Tuesday, September 13
11:00 am - 1:00 pm
Ribbon Cutting ceremony at 11:30 am
5 Campanelli Circle, Canton

Join Porter & Chester Institute (PCI) and the Metro South Chamber of Commerce as we celebrate the grand opening of PCI's Canton campus on Tuesday, September 13, 11:30 am ribbon cutting at 5 Campanelli Circle. There will be refreshments and networking opportunities. RSVP by Friday, September 9 to 781-830-0350 or email tryan@porterchester.com.

Porter Chester has been providing Career Training in New England since 1946 with 9 campuses located throughout Connecticut and Massachusetts. PCI holds national accreditation through an agency recognized by the US Department of Education. In 2009, PCI was awarded the School of Excellence Award from ACCSC. The Canton campus features a 40,450 square foot building with all new updated equipment in both the classrooms and lab.

Hardy's Fine Food & Catering Ribbon Cutting

Friday, September 30, 2011

3:00 pm - 5:00 pm

Ribbon Cutting ceremony at 3:30 pm
740 N. Main Street, W. Bridgewater

Join Hardy's Fine Food & Catering and the Metro South Chamber of Commerce as we celebrate the grand opening of Hardy's Fine Food & Catering on Friday, September 30, 3:00 pm at 740 N. Main Street (rt 28), West Bridgewater. There will be refreshments, networking opportunities, and more. For more information or to register, please call 508-588-8838 or email hardycatering@gmail.com

Whether you need catering for a party, a dinner or a business luncheon, Hardy Catering has a package that will fit your needs. From full service with



wait staff to drop-off convenience, equipment, and tent rentals, Hardy's can provide it all. Hardy Catering is your one-stop party and event store.

Our on-site Martinique Room is available for business meetings and parties of up to 70 guests.

Hardy's Fine Food & Catering also features a restaurant and bar. For more information, call 508-588-8838.

Eastern Bank Opens New Branch in Brockton



Eastern Bank recently celebrated their Grand Opening of a Brockton branch at 1313 Belmont Street (next to Panera Bread) with a ribbon cutting ceremony, networking and refreshments. Pictured: Daniel Donovan, VP/Branch Manager, Eastern Bank; Joseph Riley, EVP of Retail Banking and Director of Business Banking, Eastern Bank; Amanda Foley, Branch Assistant Manager; Lloyd Hamm, Chief Administrative Officer, Eastern Bank; Scott Stephenson, SVP Regional Manager, Eastern Bank; Ken Thompson, Mayor's Office; John Nesti, Member Services, Metro South Chamber of Commerce. For more information, call 508-586-5330 or visit easternbank.com

Ribbon Cuttings are a fantastic way to promote your Grand Opening, Expansion, Relocation, or the celebrate an Anniversary!

Let the Chamber host your Ribbon Cutting. You provide food and beverage, and the Chamber will provide ribbon, large scissors, photo opportunities and publicity. For more information, contact John at 508.586.0500 x 229, jnesti@metrosouthchamber.com.

New Brockton Maps Feature Restaurant Guide



The Chamber, in coordination with the City of Brockton and 21st Century Corporation, has produced new street maps of Brockton! The back side of the map features a full listing of Brockton restaurants, including contact information, type of food, and location on the map. The map features street listings, libraries, schools, hospitals, and more. Advertisers include Brockton Public Schools, Lamberts, Brockton 21st Century Corporation, Old Colony Elder Services, Brockton Council on Aging, Good Samaritan Medical Center, Law Office of Andrew H. Schwartz and Sign Design. 7,500 maps were mailed out earlier this month to all Brockton businesses and surrounding towns. To receive your free street map, visit Alison at the Chamber, located at 60 School Street, Brockton, across from City Hall. For more information on the map or advertising opportunities in the next round of maps, contact Alison at 508.586.0500 x 222, or email avandam@metrosouthchamber.com.

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Van Dam Receives IOM Graduate Recognition



James Chavez, Chair, Institute National Board of Trustees; Alison van Dam, Metro South Chamber; Catherine Dority, Vice Chair, Northeast Board of Regents

Alison van Dam, IOM, Director of Communications & Marketing at the Metro South Chamber of Commerce, recently graduated from Institute for Organization Management, a four-year professional development program run by the U.S. Chamber of Commerce at the University of Villanova in Pennsylvania.

"Institute graduates are recognized across the country as leaders in their industries and organizations," said Raymond P. Towle, IOM, CAE, the U.S. Chamber's vice president of Institute for Organization Management. "These individuals have the knowledge, skills, and dedication necessary to achieve professional and organizational success in the dynamic association and chamber industries."

JOIN THE CHAMBER TODAY! Call 508.586.0500 x 229 to learn more

Since 1921, chambers of commerce and associations have used the U.S. Chamber's Institute program as a training platform for the professional development of their top talent. Institute's curriculum consists of four, weeklong sessions at five different university locations throughout the country. Each week, participants receive training in leadership, advocacy, finance, membership, emerging technologies, and many other organization management competencies.

In addition to the IOM Graduate Recognition, participants can earn credit hours toward the Certified Chamber Executive (CCE) or Certified Association Executive (CAE) professional industry certifications.

Kim Prosper, John Nesti and Kathleen Lynch of the Metro South Chamber are also currently pursuing their IOM, set to graduate in years 2012-2014, respectively.

The U.S. Chamber of Commerce is the world's largest business federation representing the interests of more than 3 million businesses of all sizes, sectors, and regions, as well as state and local chambers and industry associations. For more information on the Institute Program, visit uschamber.com/institute.

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 2014 are **Kim Hollan, Signature Health Care; Patricia Williams, HarborOne Credit Union; Dr. Dana Mohler Faria, Bridgewater State University; William Morse, Mutual Bank; Dr. Charlie Wall, Massasoit Community College.**

Nominated to serve a two-year term in the Class of 2013 are **Jim Murphy, Wheatstone Engineering; Peter Vlaco, Brophy & Phillips.**

Nominated to serve a one-year term

in the Class of 2012 are **Marc Lucas, Attorney; Jay Pike, Sharkansky, CPA; Veronica Martins, Cape Verdean Consulate General's Office.**

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 15, 2011. 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 16, 2011**. All Board of Directors' meetings are open to any Chamber member who wishes to attend.



UMass Boston Student Completes Internship



Marc Antoine

Marc Antoine recently completed his summer internship with the Metro South Chamber of Commerce. Marc is a Business Management major at UMass Boston. Upon completing his degree, Marc would like to obtain a Masters in Business with a focus on Marketing, and one day run his own non-profit business. Through his internship with the Metro South Chamber, Marc was able to learn about non-profits and the region while honing in on his customer service skills.

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Marketing on the Internet Workshop

Tuesday, September 20, 2011
9:00 am - 11:00 am

Metro South Chamber, 60 School Street, Brockton



Every business needs an internet presence to reach prospects and service their customers. Learn how to get the most out of your internet marketing. The workshop covers internet marketing strategy, web site design, using social media and e-mail newsletters, and generating traffic to your web site.

This workshop will help you make your internet marketing more effective so you get more business. The workshop will help answer questions like:

- Is my web site design effective?
- Do I have the right strategy for internet marketing?
- Is Social Media right for my business? How can I use it?

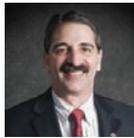


RSVP for this workshop by visiting events.metroouthchamber.com, or contact Lisa Keene, 508.586.0500 x 225, lkeene@metroouthchamber.com. Southeastern MA SCORE is an SBA award winning volunteer organization of business professionals dedicated to helping small business succeed.

Franchising Smart

Thursday, September 15
8:30 am - 10:30 am

Metro South Chamber, 60 School Street, Brockton



Warren Rutherford

It is no secret that career transition choices for career professionals are often divided by a fork in the road – seek the traditional job or start your

own business. Most advisors tend to give Yogi Berra's advice – "When you see a fork in the road – take it!" But there is another process you can use to make the right choice for your

career transition – if you want to get into business for yourself.

Spend time with Warren Rutherford, Owner of The Executive Suite in Hyannis and see if purchasing a franchise is a realistic opportunity for your future needs.

RSVP for this workshop by visiting events.metroouthchamber.com, or contact Lisa Keene, 508.586.0500 x 225, lkeene@metroouthchamber.com.



Principles of Lean Manufacturing

Tuesday, October 25, 2011
7:30 am - 4:00 pm

Metro South Chamber, 60 School Street, Brockton

Using a performance based simulated manufacturing environment, our experts will help transform you team into a Lean manufacturing enterprise, eliminating waste, increasing productivity and profitability and allowing you to gain a competitive edge in the marketplace. Workshop participants have reported a 90% reduction in lead time, 85% improvement in quality, 50% increase in productivity and a 50% reduction in floor space.

Traditional manufacturing philosophies stress high utilization of machinery and manpower with less attention spent focusing on cycle time reduction or manufacturing waste. Lean manufacturing focuses on created greater



production efficiencies by implementing value-added activities to minimize waste. By utilizing a performance based learning environment, workshop participants experience a complete Lean transformation and learn how to implement Lean principles through their own manufacturing enterprise in the 8 hour workshop and simulation.

Lean implementation focuses on eliminating overproduction, wait time, transportation, inefficient processes, inventory, motion, defects, and production bottlenecks.

Register at events.metroouthchamber.com, or contact Lisa Keene, 508.586.0500 x 225, lkeene@metroouthchamber.com. Cost TBD.

Intro to Exporting Workshop

Thursday, September 22, 2011
8:30 am - 10:30 am

Metro South Chamber, 60 School Street, Brockton

- *Would you like to expand your business internationally?*
- *Have you had some international inquiries, but weren't sure how to handle them?*
- *Or, do you have some international sales, but wish that you could find a way to increase them?*

Then this is the program for you! This workshop covers all of the most important topics, skills, and resources needed to become a successful exporter. We will discuss all of the major components of the export process: international sales and marketing; export logistics and finance (including the all-important topic of making sure you get paid).

We'll identify all of the many state and federal resources available to you – many of which are free of charge or very low cost. Please join us for an



informative, interactive workshop on how to build international sales.

This program will pack your morning with all the information you need to know in order to get started with your export operations, or build and expand upon your existing international sales.

Speaker: Nancy Lowd, Senior Trade Advisor, Massachusetts Export Center

To register, visit events.metroouthchamber.com, or contact Lisa Keene, lkeene@metroouthchamber.com, 508.586.0500 x 225.

The mission of the Massachusetts Export Center is to help companies throughout the Commonwealth achieve success in global markets, thereby contributing to economic growth in the state. Our goal is to meet the complex needs of exporters by developing and providing targeted, high-impact services delivered through a statewide network of international trade professionals

QuickBooks Workshops

Beginners: Thursday, October 13, 2011, 8:30 am - 12:30 am

Advanced: Thursday, October 27, 2011, 8:30 am - 12:30 pm

Metro South Chamber, 60 School Street, Brockton



Small business owners will learn how to leverage their productivity and profitability at a series of QuickBooks workshops sponsored by G.T. Reilly & Company.

October 13: "QuickBooks for Small Business" will help business owners learn the basic features of QuickBooks, including setting up accounts, invoicing, posting payments and time tracking.

October 27: "QuickBooks for Small Business: Beyond the Basics" will help business owners who are already using QuickBooks for invoicing learn to utilize the software's more advanced features, including customization of reports and forms, job costing, online banking, year-end tips and tricks, and troubleshooting.



RSVP for either workshop by visiting events.metroouthchamber.com, or contact Lisa Keene, 508.586.0500 x 225, lkeene@metroouthchamber.com.

Business Start Up Workshops

Attend SCORE's Business Start Up Workshop Series part of Massasoit Community College's Community Education Program. Successful and experienced executives will help you reach a "go or no-go" decision for starting a business. In this five session series, you will learn how to:

- Define and evaluate your ideas
- Develop a marketing strategy
- Make your financial projections
- Identify the best ways to fund your business

The series consists of five, three-hour workshops with action steps. When you complete the workshop, you'll be ready to create a compelling business plan that gives life to your business idea.

September 28: Start-Up Basics
October 5: Business Concept
October 12: Marketing Plan
October 19: Financial Projections
October 26: Funding Sources

For course descriptions and to register, visit www.massasoit.mass.edu. Use the Quick Course Search and select Fall 2011, Brockton Campus, non-credit, business, or call Rose Paquette at 508-588-9100 x 1307, rpaquette@massasoit.mass.edu. Start up basics is \$15. The other four workshops can be purchased as a series for \$100.



Save
the
Date!

98th Annual Meeting and Business-to-Business Expo

Wednesday, November 16, 2011 from 10:30 a.m.-3:00 p.m.
Massasoit Conference Center, Brockton

The Annual Meeting and Business-to-Business Expo is soon approaching. Mark your calendars for this special event!

Annual Meeting Luncheon

12:00 pm - 1:45 pm

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. The Annual Meeting will feature a keynote speaker, networking, awards and raffles. The cost to attend is \$45 for members and \$55 non-members. Call **Kim Prosper** at 508.586.0500 x 231 or email kprosper@metrosouthchamber.com for tickets and info. You may also purchase tickets at events.metroouthchamber.com

Business-to-Business Expo

10:30 am - 3:00 pm

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.

Reserve Your Booth Space Now!

The Business-to-Business Expo is a great opportunity to reach five 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 table is \$329 for members. Register and pay before **October 5** and receive the discounted price of \$279. 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 table, call **Kim Prosper**, at 508.586.0500 ext. 231.

Sponsorship Opportunities Available

All sponsorship categories can be tailored to fit your company's needs. Call **Kim Prosper** at 508.586.0500 x 231 for prices and information. Current Sponsors include Good Samaritan Medical Center, Crescent Credit Union, Hub Technical Services, Old Colony Elder Services, Blue Cross Blue Shield of MA, HSA, and Comcast Business Class.

NextStreet to Help Recoup Workforce Training Funds



Employers are paying more than 21 million dollars into the Massachusetts Workforce Training Fund this year. NextStreet can help your business recover these funds by assisting you with a plan to provide training and professional development to your employees. Pictured here are Mary Waldron, Brockton 21st Century Corporation, Ron Walker III and Tameka Moss of Next Street; John Lloyd, Lloyd Consulting Group, LLC, and Chamber President and CEO Christopher Cooney. To learn more contact, Tamika at 617.318.6508.

Chamber Welcomes Conagh Technologies

John Nesti, Membership Director for the Metro South Chamber of Commerce welcomes Chris Aghajyan (left) and Jim Conlon (right) of Conagh Technologies to the Chamber. Conagh Technologies is an Authorized Representative of Sharp Electronics. They also sell and service equipment from a number of other leading manufacturers. Their innovative "Choose-Your-Cause" program donates a portion of every sale to charity.



Advertise Electronically, Reach Thousands



Chamber E-UPDATE

The Chamber eUpdate is a weekly email newsletter service created to keep members and the community informed about chamber events, member and community events, news, and services available to the business community. With 2500+ subscribers, it is a great way to reach key business leaders and decision-makers about your firm's products and services.

Side Column Ad: 150x99 pixels.
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www.metroouthchamber.com

The Metro South Chamber website currently averages over 100,000 hits monthly. Banner ads have become the most popular form of internet advertising. When a viewer clicks on your banner, they will be taken to your own web site, increasing your reach and the size of the message you can deliver.

Small Banner Ad: 174x65 pixels,
\$75/month.

Skyscraper Ad: 174x197 pixels.
\$150/month.

Slideshows Ad: 540x150 pixels. Part of rotating slideshow on home page.
\$325/month. Limit 1.

For more information or for a copy of either contract, please call Alison van Dam at 508.586.0500 x 222, email avandam@metrosouthchamber.com, or visit www.metroouthchamber.com.

Bridgewater Business Association Joins Affiliation

Continued from page 1

and preferences for each other's members. Communications will incorporate items of interest from each organization and relevant information will be shared on an on-going basis. The agreement is the result of a regional business association and chamber's meeting held last summer. Additional business organizations in Brockton,

Avon, Easton, Canton and Randolph have all been approached to adopt similar agreements at this time. "Regional thinking and action is essential in addressing the needs of our area now and into the future. Sustainability of services is dependent upon creating solutions tied to efficiency and economies of scale." said, Chamber President and CEO Christopher Cooney.

Chamber Affiliation News & Events

To become an affiliate organization of the Chamber, contact **John Nesti** at 508.586.0500 x 229 or email jnesti@metrosouthchamber.com.



The **Bridgewater Business Association** is sponsoring the 23rd **Annual Autumn Fest** on Saturday, **September 24, 2011**, 10am -4pm, rain or shine. This family day includes a delicious food court, live DJ and music, crafts, face painting, live demonstrations, train rides, petting zoo, and more. Sponsorship opportunities available. Call 508-378-2854 for more information.

The **Stoughton Chamber of Commerce** will host a **dinner meeting** at IKEA, 1 Ikea Way, Stoughton, on **Monday, October 3, 6:00 pm - 7:30 pm**. The topic of the meeting will be "Communications." Different communications manufacturers will be represented in an expo format, and will be introduced following dinner. The cost is \$15 for affiliate members. For more information, visit www.stoughtonma.com.



The **Norwell Chamber of Commerce** will host its **Annual Meeting and Business Awards** at The Fours in Norwell on **Wednesday, September 28** from 12:00 pm - 1:30 pm. The cost is \$20 per person. Visit norwellchamberofcommerce.com for more information.

The **East Bridgewater Business Association Business Expo and Family Fun Day** will be held on **Saturday, September 17** from 10am-2pm at the East Bridgewater Town Common. We will have great music, train rides, jump house, and more. Calling all exhibitors. For more information, call Dianne at 508-350-0056 or Rose-Marie at 508-378-7450.



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www.masschoir.com
Religion

Technical Support Int'l

Mr. Jeremy Louise
10 Mechanic Street
Foxboro, MA 02035
(508) 543-6979
IT Support Services

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and to learn about how
the Chamber can help
grow your business, contact
John Nesti, 508.586.0500 x 229,
jnesti@metrosouthchamber.com

RENEWING Members *Thank You !*

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Brockton Area Arc, Inc.
Brockton Area Multi-Services, Inc.
Brockton Clean Energy
Brockton Community Access (BCA)
Brockton Symphony Orchestra
CATAx, Inc./Christos Liapopoulos
CC-Teknologies Inc.
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CITSLINC
Continuity Programs, Inc.
Effective Logistics
Fallon Community Health Plan
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Servpro of Brockton,
Weymouth & Quincy
Spadea Enterprises
St. Joseph Manor Health Care, Inc.
Trufant Real Estate, Inc.
Webster Bank, N.A.

Summer of Work and Learning



On Monday, July 25th, students from Brockton High School's Summer of Work and Learning Program participated in a down-town clean up intended to show thanks to community businesses and provided students with rewarding job experiences over the summer.

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:

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 - 4 pm on **September 21 and October 19, 2011**. Contact CareerWorks at 508.513.3400 for further workshop information.

Brockton Projects Awarded Historic Tax Credits

Two Brockton redevelopment projects have received a total of \$1 million in historic rehabilitation tax credits from Secretary of State William F. Galvin's office.

Capstone Communities LLC and Brophy & Phillips Company each received \$500,000 in tax credits from the Massachusetts Historical Commission to help finance the proposed redevelopment projects in the downtown area. The awards are the first for the city.

The Capstone Communities' project plans to turn 124 Montello St., the former Stall and Dean sporting goods company, into a 25-unit apartment building that will include market-rate rentals and affordable spaces for working families and artists.

Brophy & Phillips proposal for 88 Lincoln St. will turn the former mill into commercial

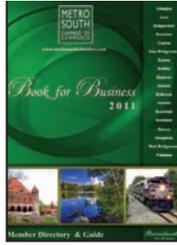
office space.

"Receipt of the awards is the result of collaboration between the developers, the city, Brockton's planning and economic development agencies, as well as our state delegation. Getting two of these awards illustrates a sincere interest and investment in Brockton's redevelopment and growth," said Mayor Linda Balzotti.

"The granting of these two historic tax credits will have an enormous impact on the future of downtown Brockton allowing for the creation of jobs, housing and business, as well as stimulating further economic development. We sincerely thank Secretary Galvin and the Massachusetts Historical Commission," said State Representative Michael Brady.

Update Your Directory Listing Online!

The annual verification form can be completed online in the Members Only Section of the Chamber Website. The updated information will be used in the Annual Book for Business Member Directory. The information on the form will also be used for telephone referrals made by the Chamber.



View last year's Book for Business at www.metroouthchamber.com/b4b.html. Last year, 5,000 directories were printed and mailed to members, business leaders, town halls, libraries, all Brockton Businesses, Business Associations, and more.

The Metro South Book for Business is a colorful, 99 page member directory and guide. It contains town information, business and residential demographics, legislative information and 2 free listings for each member.

The Members Only Login Page can be found under the Member Benefits tab on the Chamber website. Please contact Alison van Dam at 508.586.0500 x 222, avandam@metroouthchamber.com if you have not received your login information.

Advertise in the 2012 Book for Business

Don't miss the opportunity to place an ad in the 2012 Book For Business, sent to over 5,000 businesses. Your ad will be listed in close proximity to your free business directory listing. In addition, your alphabetical and categorial listing will be displayed bold and in green font. This opportunity is sure to give you a leg up in the competition by receiving added exposure.

Don't have the time to create an ad, or the money to pay a designer? If you reserve your ad space now, our in house graphic designer will create a professional quality full color ad for you, free of charge. The ad is yours to use for additional promotions or for other publications.

Call Alison at 508.586.0500 x 222 or email avandam@metroouthchamber.com for more information and for ad rates.

The Fall is a Great Time to Host an Intern

School is just around the corner and soon there will be an abundance of high school student interns available to assist employers at their workplaces. In the Connecting Activities Internship Program, students from local high schools are matched to worksites based on their career interests and are involved in a meaningful worksite learning experience that builds academic, technical, and workplace skills.

Become a leader in the community by hosting an intern and help shape the future of the Metro South region's skilled workforce!

If you are interested in hosting an intern at your worksite, please contact Kathleen Lynch, Connecting Activities Coordinator, by calling (508) 586-0500 x 227, e-mail klynch@metroouthchamber.com, or visit www.metroouthchamber.com/ca.html.

Thank You to CHOICES Presenters . . .



Special thanks to members of the business community who volunteered their time to become certified CHOICES presenters in August! CHOICES is an interactive decision-making workshop that empowers teens to achieve academic success in pursuit of their career and life aspirations. For more information on the CHOICES program, contact Kathleen Lynch, 508.586.0500 x 227, klynch@metroouthchamber.com

- Kim Willingham, Comcast
- Barbara Walters, Career Works
- Meredith Keane, Keane Advocacy Consulting
- Lynnel Cox, Your Local Office
- Renee Miller, Bank of America
- Pat Santin, Health Imperatives

- David Phillips, Catholic Charities
- Kate Archard, Archard Consulting
- Vanessa Dautruche, Old Colony YMCA Group Home
- Alisha Tagger, Boys and Girls Club
- Denise Dominique, Boys & Girls Club
- Maria Mendes, Health Imperatives

Governor Appoints Cooney to State Board

Continued from page 1

development goals. The Chamber will host the MWIB Board at Concord Foods in Brockton on September 14th. Concord Foods President Peter Neville, also Chairman of the Chamber's Board will welcome them to the facility. Concord Foods employs more than 200 people and produces over 200 food products on a 20 acre site in Brockton.

Become a Season Ticket Holder!

Registering for events has never been easier.

Become a Season Ticket holder for Metro South's most informative and innovative programs and events.



Metro South Chamber Season Ticket
Deadline Extended to September 21

Includes:

- All Good Morning Metro South Programs (5 Programs, \$125 value)
- All Business After Hours (12, \$60 value)
- Annual Legislative Luncheon (\$39 value)
- ATHENA Award Breakfast (\$25 value)
- Small Business Awards Luncheon (\$35 value)
- 1 Taste of Metro South Tickets (\$30 value)

All This for \$199.- (Save \$115.- per person)

Company Name: _____
 Name: _____
 Name: _____
 Name: _____
 Phone: _____ Fax: _____
 E-mail: _____

SEASON TICKET AND ADDITIONAL SAVINGS OPTIONS

- Season Ticket: # _____ Discounted Tickets x \$199 = \$ _____
- Add'l Taste Tickets (max 2): # _____ Discounted Tickets x \$15 = \$ _____
- 2011 Annual Meeting Expo Table: _____ x \$259 (Discounted) = \$ _____
- Book for Business Advertising: _____ 1/6 page, \$405 _____ 1/3 page, \$520
 _____ 1/2 page, \$762 _____ full page, \$1520 Total= \$ _____

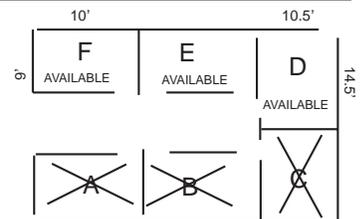
TOTAL COST \$ _____

_____ Invoice Me _____ Credit Card _____ Check Enclosed

Fax this page to 508.587.1340,
 mail to 60 School Street, Brockton 02301,
 call Kim Prosper at 508.586.0500 x 231,
 or email kprosper@metroouthchamber.com



Chamber Offers Space to Start-Ups



The Metro South Chamber of Commerce is offering small business office/suites to home based businesses looking to make the transition into the office market. Offices are located at the Chamber's office building at 60 School Street in Brockton. Individual offices or multiple suites are available for \$450.00 per month. All offices are furnished and all feature exposed brick walls and high speed internet access. Contact Chris for more information at 508.586.0500 x 223.

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Conagh Technologies is an Authorized Agent for Sharp Electronics. Sharp manufactures a complete line of office machines including Multifunction Copiers, Laser Printers, Fax Machines, Wide-format Plotters, LCD Projectors and Large-Screen Monitors. We repair most major brands of copiers and printers. We also offer discounted ink & toner. A portion of each sale goes to charity. Chamber members get 10% off their order.

Shake Those Pounds



SHAKE THOSE POUNDS
781-344-6400

4 Porter Street, Stoughton • 781-344-6400
Contact Ann Hill

Shake Those Pounds Nutrition Center, just outside of Stoughton Center adjacent to the MBTA commuter rail station, specializes in healthy meal replacements and is a nutritious alternative to fast food. Each shake contains no more than 200 calories, and have 17 grams of protein and 19 vitamins & minerals. Choose from a variety of chocolate shakes, fruit shakes, and local favorites. Hours M-F 7am-2pm

Hungry Coyote



1753 Main Street, Brockton • 508-580-9888
Hours M-Sat 11am-9pm, Sun 11am-7pm.

For over 3 years, owner & head chef Francisco Mendez has been serving up delicious and authentic Mexican dishes on Brockton's south side. Formerly known as El Mariachi, the Hungry Coyote draws customers from all over. Menu includes tacquitos, quesadillas, burritos, chimichangas, enchiladas, and fajita/carne asada dinners. Try our Special: Choruso & Shrimp Burrito! Enjoy beer or wine with your meal.

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Pop's Fine Wines & Liquor



670 Depot Street, North Easton • 508-230-8800
www.popsfinewines.com

Pop's Fine Wines & Liquors specializes in finding and recommending great values in all level wines, craft beers and every kind of spirit imaginable. We are unbelievably service oriented and passion driven. We love getting to know our customers tastes and educating them as well. If you are looking for a fun family run atmosphere we are your wine shop.

Denis P. Bergin, Attorney at Law



71 Legion Parkway, Suite 11, Brockton • 508-588-6276
Dedicated to winning cases for clients and for the community, Attorney Denis P. Bergin has practiced in civil litigation, personal injury, and immigration-defense since 1996. He has moved his practice to 71 Legion Parkway, Brockton. He specializes in cost-efficient collection legal strategies for small business clients, recovery for injured people, their families and lawyers, and counseling employers and recent immigrants on the constant changes in the immigration field.

Technical Support International



10 Mechanic Street, Foxboro • 508-543-6979
Contact: Jeremy Louise

- Paying too much for IT support?
- Losing valuable time?
- Dealing with recurring IT problems?
If your answer is YES to any of these questions, let Technical Support International demonstrate a better way. TSI is a computer support organization providing technical services to Metro South area small and medium sized businesses for over 23 years.

USI New England



12 Gill Street, Suite 5500, Woburn
781-376-2173 • www.usi.biz

From wellness and comprehensive market analysis, to HR compliance and employee communication tools, USI's Benefits Team knows that employees are your most valued assets. Our insurance professionals are hands-on and committed to helping you manage costs and structure successful programs. They work closely with their Commercial Insurance colleagues to provide insurance and risk management services for your needs.

New York Life Insurance Company



NEW YORK LIFE
Phillip Perry, Licensed Agent

800 South Street, Suite 600, Waltham • 781-398-8531
www.guaranteematter.com

As a licensed agent of New York Life Insurance, I offer a variety of products and services to help meet your insurance and financial needs. Contact me for a free analysis and to help recommend appropriate solutions to meet your financial goals. New York Life. The Company You Keep®. Offering securities products and services through NYLIFE Securities, LLC Member FINRA/SIPC a Licensed Insurance Agency.

Mutt-O-Mat, Inc.



Mutt-O-Mat Inc.
Pet Grooming &
Self Serve Dog Wash

531 Pleasant Street, Suite 1, Brockton
508-510-4733 • www.muttomat.com

Brockton's first Dog Wash, Pet Grooming Salon, and Specialty Dog Food all under one roof! Offering: Walk-in Self Serve Dog Wash, Full Service Grooming by appointment and Dog Training Classes. Nail Clipping is always FREE! Mutt-O-Mat is located on Route 27, Pleasant Street, next to Honey Dew Donuts. Open daily, Monday-Friday, 10am-6pm and Saturday, 9am-5pm.

Pleasant Express



500 Pleasant Street, Brockton • 339-987-1754

Pleasant Express strives to offer the lowest priced gasoline in Brockton and their convenience store is stocked with just about everything you need. Even grab a Green Mountain brand coffee in the morning or a Richie's Italian Ice and a Dietz & Watson hot dog for lunch. Pictured: Brockton Mayor Linda Balzotti and Chamber President & CEO Chris Cooney help the owners and family of Pleasant Express cut the ribbon at the new Pleasant Street location in August.

Hardy's Fine Food & Catering



Dine at our new restaurant.
(Takeout and catering, too - your choice!)

740 Main Street, W Bridgewater
508-588-8838 • www.hardycatering.com

Whether you need catering for a party, a dinner or a business luncheon, Hardy Catering has a package for you. From full service with wait staff to drop-off convenience, equipment, and tent rentals, Hardy's provides it all. The on-site Martingue Room is available for business meetings and parties of up to 70 guests. Hardy's Fine Food & Catering also features a restaurant and bar.

BUSINESS EVENTS Planner

September 14

Business After Hours

5:30 pm - 7:30 pm

Crescent Credit Union

1300 Belmont Street (On the Brockton/Easton Line)

Enjoy networking and refreshments in a casual setting. Don't forget your business cards! (See page 2)

Cost: Complimentary
Please RSVP at 508.586.0500 ext. 231

September 21

Good Morning Metro South

7:30 am - 9:00 am

Dunn Conference Suite

Bridgewater State University

This breakfast program provides an opportunity to hear from informative and entertaining speakers. It is also a great networking opportunity. (See page 1)

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

October 5

Legislative Reception

5:30 pm - 7:30 pm

Donahue Hall

Stonehill College, North Easton

This is your opportunity to initiate or renew face-to-face contacts at the state, federal and local level of elected officials in a casual setting. (See page 1)

Cost: \$5 members, \$15 future members
Please RSVP at 508.586.0500 ext. 225

IT'S EASY TO REGISTER!

508-586-0500 x 231

508-587-1340

E-mail: info@metrosouthchamber.com

Online: www.metroouthchamber.com

Send reservation and payment to:

Metro South Chamber of Commerce
Sixty School Street
Brockton, MA 02301-4087

