

Actionreport

September
2010

www.metroouthchamber.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.



Reginald A. Nunnally, page 5



Wanda Oyola, page 7



Joe Tansey, page 8

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Designed by
Alison van Dam

Charlie Baker to Headline Breakfast Series Kickoff

Wednesday, September 22

The 2010/2011 Season of Good Morning Metro South will kick off on Wednesday, September 22, 2010, 7:30 am - 9:00 am at the Westgate Hotel & Conference Center (Formerly the Holiday Inn), 195 Westgate Drive, Brockton. The featured speaker will be **Charlie Baker**, 2010 Candidate for Governor.



Charlie Baker

Charlie Baker has spent his career bringing success and strong management to both the private and public sectors in Massachusetts. Among the highlights of his career are helping to start the Pioneer Institute for Public Policy Research and working for the Weld/Cellucci Administration as Undersecretary for Health in the Executive Office of Health and Human Services where he played pivotal roles in Medicaid reform, facility consolidation, and the expansion of a number of key public health programs. In addition, Baker served as Secretary of Health and Human Services where he worked to enact welfare reform. Baker also served as Secretary of Administration and Finance where he re-structured the state's purchasing system, led a major effort to improve the state's capacity to collect third party rev-

Sponsored by:



enue, and oversaw the largest effort ever to modernize the state's code of regulation. In this position, he received the Distinguished Service Award from the National Governor's Association in 1998.

Following this, Baker became CEO of Harvard Vanguard Medical Associates (HVMA) and was soon recruited by Harvard Pilgrim Health Care to serve as its CEO. Baker led a major turnaround at HPHC, which included a \$220 million year-to-year improvement in financial performance from 1999 to 2000, and the amicable separation of HPHC and HVMA.



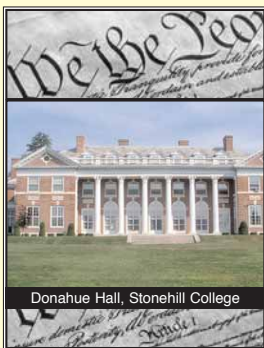
Kim Hollon,
President & CEO,
Signature Healthcare

Also speaking will be Mr. Kim Hollon, new President and Chief Executive Officer of Signature Healthcare. Previously, Mr. Hollon served as Chief Operating Officer of Excelsa Health System in Pennsylvania where he oversaw four hospital campuses and a workforce of 4,500. During his tenure he made significant improvements in patient satisfaction, established a physician liaison program to improve patient retention, and dramatically increased the number of Core Measure quality scores exceeding the state average.

Continued on page 5

Legislative Reception

Thursday, October 7, 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 Thursday, October 7 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 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.

Continued on page 7

Sponsored by:



97th Annual
meeting

Wednesday,
November 17

10:30 am - 3:00 pm

Massasoit Conference Center,
Brockton



FEATURING:



Mary Richardson,
former co-anchor of
WCVB-TV's
Chronicle, and new
Community Liaison
for Caritas Christi
Health Care

For information on speakers,
times, and securing an EXPO
table, see page 9.

UPDATE:

Chamber Advocates Change to New 1099 Requirement



Peter Neville, Concord Foods, Loretta DeGrazia East Coast Petroleum, and Christopher Cooney, Chamber President & CEO in D.C. with Senator Scott Brown

Metro South Chamber members travelled to Washington DC in May to meet with members of Congress to advocate for change to the proposed 1099 requirement that would dramatically increase the number of 1099s businesses would have to generate.

Chamber Chair -Elect, Peter Neville of Concord Foods and Christine Karavites, Chamber Chair of Government Affairs provided Senator Scott Brown with examples of how burdensome the new regulations would be to business.

The new regulations are based on twenty year old spending thresholds of \$600. per entity. Recently, Congress has drafted two new revisions and repeal language. It is very likely the legislation will be changed as the new language is scheduled to be voted within the next two weeks. Advocacy has made a major difference in this case. As a result, business will be spared the burden of this costly proposed change to the 1099 reporting system.

Businesses are encouraged to contact their member of Congress to encourage a speedy change to this proposal. Go to metrosouthchamber.com to contact Congress.

The Metro South Chamber is
YOUR Voice
for Political Advocacy.

To Join the Chamber, call John
Nesti at 508.586.0500 x 229.



GOVERNMENTAffairs

The monthly Government Affairs meetings are held at the Chamber and provide an opportunity for member businesses to discuss issues important to them with their elected officials.

The next Government Affairs meeting will be held on **Friday, September 10, 2010** at the Chamber Office. The featured speaker will be **State Representative Michael Brady**.

Michael Brady was born and raised in Brockton, Massachusetts. He has represented the 9th Plymouth District, and Ward 2 since 1996, first as a Member of the School Committee (1996-1997), then as City Councilor (1997-2009), and City Council President (2002). In 2008, Michael Brady was elected State Representative of the Ninth Plymouth District.

Michael has worked at various local businesses throughout the City, including Superior Baking Company, Mullare News Agency, and Massasoit Community College, facilitating the



Michael Brady

Citap Grant Program for Construction Industries Training and Placement. He also worked with Metropolitan Life Insurance, Boston Mutual Life and several other insurance companies in addition to working in the Massachusetts State Lottery, Customer Service Department.

Brady currently serves on the Joint Committee on Economic Development and Emerging Technologies, the Joint Committee on Public Health and the Joint Committee on Public Service.

To attend this meeting, please contact Lisa at 508.586.0500 x 225, email lkeene@metrosouthchamber.com, or register online at www.metroouthchamber.com/register.html. The cost to attend is \$5 for members and \$15 for non-members and includes lunch.

Chamber Planning Session Draws Member Ideas



Top Row: John Lloyd, On Point Coaching; Neal Braver, Liberty Tax Service; Cheryl Brady, RBC Wealth Management; Sasha Link, Bridgewater State University; Andy Schwartz, Law Office of Andrew H Schwartz; Louise Powell, DALLSS, Inc.; Brianna Corcoran, Metro South Chamber Intern; Christopher Cooney, Chamber President & CEO.
Bottom Row: Anne Beauregard, Brockton Library Foundation; Cheryl Showstack, The Enterprise; Christine Karavites, PROTEAS Consulting; Yashin Cerritos, Mutual Bank; Pedro De Jesus, Partnership Specialist with the US Census Bureau

The Chamber recently held several planning sessions to allow chamber members to contribute ideas for monthly meetings. Many great ideas were garnered from these meetings and some have already been worked on. We thank those members who participated and encourage all members to contribute an idea for a speaker and/or topic for this coming year. Contact Kim Prosper at 508-586-0500. x231.

Business After Hours at the Residence Inn



Rob Peters
Entertainment

Please join us on **Thursday, September 30, 5:30 pm - 7:30 pm** for a Business After Hours Event at the **Residence Inn by Marriott**, 124 Liberty Street, Brockton.

Residence Inn by Marriott, Boston/Brockton, offers Studio, 1-Bedroom and 2-bedroom suites, with fully equipped kitchens, complimentary hot breakfast buffet, luxury bedding, friendly staff, Wi-Fi and free high-speed internet in all guest rooms, nightly social hours and weekly barbecues. The social hour for hotel guests are Mon-Thurs featuring light dinner, beer, wine, and non-alcoholic beverages. You will find a warm welcome at

Residence Inn, Boston/Brockton.

For room reservations at the Residence Inn by Marriott, Boston/Brockton, call 508-583-3600 or visit www.residenceinnbrockton.com.

The event is being co-sponsored by Rob Peters Entertainment which will be providing the music. Visit www.robpetersentertainment.com.

The cost to attend is \$5 for members and \$10 for non-members. If you would like to register, please call **Kim** at 508-586.0500 x231 or email kprosper@metrosouthchamber.com. You may also register online at www.metroouthchamber.com/register.html.



Chamber Members Save Up to \$750 on Comcast

Metro South Chamber of Commerce members will be able to take advantage of an



exclusive program designed by the Chamber's leadership team in conjunction with Comcast Business Class. The initiative consists of up to **THREE MONTHS IN BILL CREDITS** (up to \$750 value) for any new customer referred by the MSCC that signs up for Comcast Business Class service.

The offer details are as follows:

- Members who sign up for Comcast Business Class service with a 12-month contract receive **ONE MONTH** bill credit (up to \$250 value)
- Members who sign up for Comcast

Business Class service (minimum Voice and Internet) with a 24-month contract receive **TWO MONTHS** bill credits (up to \$500 value)

- Members who sign up for Comcast Business Class service (minimum Voice and Internet) with a 36-month contract receive **THREE MONTHS** bill credits (up to \$750 value)

For more information about the program contact the Metro South Chamber dedicated Comcast Business Class Sales Manager, Mike Iannetta, at 617-279-5418 or at Michael_Iannetta@cable.comcast.com. To join the Chamber, call John Nesti at 508.586.0500 x 229.



Metro South Chamber of Commerce

2010/2011 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.

Thursday, September 30, 2010 (Residence Inn by Marriot, Brockton)

Thursday, November 3, 2010 Regional After Hours, (4:30-7:30pm, Mansfield Holiday Inn)

Thursday, December 9, 2010 (Good Samaritan Medical Center, Brockton)

Thursday, February 10, 2010 (St. Joseph's Manor, 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 22, 2010 (Sponsor- United Way) Speaker: Charlie Baker, Candidate for Governor

Thursday, October 21, 2010 (Sponsor- Old Colony Elder Services)

Thursday, December 16, 2010 (Sponsor- Lincoln Technical Institute)

Thursday, January 20, 2011 (Sponsor TBD)

Wednesday, February 16, 2011 (Sponsors- Good Samaritan Medical Center & Comcast Business Class)

SAVE
THE
DATE

BOARD OF DIRECTORS**OFFICERS**

Chair of the Board

Scott Sanborn

TD Bank

President and CEO

Christopher Cooney

Metro South Chamber of Commerce

Chair-Elect

Peter Neville

Concord Foods

Treasurer

Gary R. Oman

Gary R. Oman, P.C.

Vice Chair Community Affairs

Sue Joss

Brockton Neighborhood Health Center

Vice Chair Economic Development

Daniel Trout

Mutual Bank

Vice Chair Government Affairs

Christine Karavites

Proteas Customized Consulting

Vice Chair Membership Development

William Morse

Mutual Bank

Immediate Past Chair

Reinald G. Ledoux, Jr.

Brockton Area Transit Authority

CHAMBER STAFF**Christopher Cooney**

President and CEO x 223

Lisa Keene

Business Development x 225

Kathleen Lynch

Connecting Activities x 227

John Nesti

Member Services x 229

DIRECTORS**Jane Callahan** - HR Alternatives**Pasquale Ciaramella** -

Old Colony Planning Council

Richard Colon -Verizon Communications**Jack Conway** -Jack Conway & Company, Inc.**John Costa** - Backstage Hardware

& Theatre Supply

Loretta DeGrazia - East Coast Petroleum**Francis Dillon** -Stonehill College**Jeffrey Dukess** -Frenette & Dukess, PC**Sheila Gonzalez** -Bank of America**Steve Hall** - National Grid**Dana Mohler-Faria** -

Bridgewater State College

David Orloff - Sharkansky & Co., LLP, CPA's**Andrea Papadopoulos** - Arista Associates, Inc.**Bill Scanlon** -Community Newspapers

(The Enterprise)

Andrew Schwartz

Law Office of Andrew H. Schwartz, LLC

Larry Siskind -

Siskind and Siskind Attorneys at Law

John Vlaco - Brophy & Phillips Co., Inc.**Charles Wall** - Massasoit Community College**Patricia Williams** - HarborOne Credit Union

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

Newsletter Designed by

Alison van Dam

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

Photo and print production by Mark Mahoney, The Enterprise

Networking at Events

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

SEPTEMBER Calendar**10****Government Affairs**

12:00 pm

14**Installing a Referral Marketing System Workshop**

9:00 am

15**Marketing Strategies Using Social Networking**

8:30 am

Crescent Credit Union, 115 Commercial Street, Brockton

16-19**Greek Festival**

Annunciation Greek Orthodox Church, 457 Oak St., Brockton

17-19**Irish Festival**

Irish Cultural Centre of New England, 200 New Boston Drive, Canton

22**Good Morning Metro South**

7:30 am

Westgate Conference Center, 195 Westgate Drive, Brockton

24**Connecting Your Business to the Commonwealth**

9:00 am

30**Sandler Sales Member-Led Workshop**

8:30 am

30**Business After Hours at Resident Inn, Marriott**

5:30 pm

124 Liberty Street, Brockton

**Coming Up
October****1****Bella's II Ribbon Cutting**

2:00 pm

319 Plymouth Street, Halifax

6**Ambassador Meeting**

8:00 am

7**Legislative Reception**

5:30 pm

Stonehill College, Donahue Hall, North Easton

11-19**Chamber Trip to China**

Chamber Open Except Columbus Day, October 11

13**Executive Board**

3:00 pm

20**LinkedIn/Facebook Workshop**

8:30 am

Crescent Credit Union, 115 Commercial Street, Brockton

20**Healing Threads Business Case Study**

5:30 pm

Dunn Conference Room, Bridgewater State University

21**Good Morning Metro South**

7:30 am

Westgate Conference Center, 195 Westgate Drive, Brockton

27**Board Meeting**

12:00 pm

**Save the Date
November****2****Election Day****2****Business EXPO & Marketing Keynote**

8:30 am

RCC Ballroom, Bridgewater State University

3**Ambassador Meeting**

8:00 am

10**Tweets & Blogs**

8:30 am

Crescent Credit Union, 115 Commercial Street, Brockton

12**Government Affairs**

12:00 pm

17**97th 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.



ACCREDITED
CHAMBER OF COMMERCE

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

Metro South Chamber of Commerce

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tel: 508 586-0500/fax: 508 587-1340

info@metrosouthchamber.com

www.metroouthchamber.com

Photography by Rich Morgan

www.richmorganphotography.com

GOODNews

Celebrate the great things going on!

Dan Trout Joins Mutual Bank

Daniel K. Trout has been named Vice President and Business Loan Officer of Mutual Bank, Glen S. White, C.E.O., announced today. "Dan brings more than 25 years' experience to our team, and he has an intimate familiarity with the southeastern Massachusetts and Cape Cod markets," said Glen White, CEO. "Mutual Bank has money to lend, and many sound local businesses who have been turned away by larger banks need a helping hand right now. Dan is here to help us connect with those businesses," added White. Dan Trout can be reached at Mutual Bank at 781-524-5044.

Moroso Named Director of Massasoit's New Location

Massasoit Community College announces Mr. John Moroso as Director of the Middleborough Instructional Site. Mr. Moroso has over 25 years of adjunct teaching experience at colleges throughout the nation. He has been a member of Massasoit's adjunct business faculty since 2008. Mr. Moroso also has extensive experience in student advisement and online learning. He has a Bachelor's Degree from Florida International University, a Masters from the University of New Haven and is a doctoral student at Walden University. Massasoit's new location at 49 Union Street in Middleborough opens for classes on September 8.

South Shore Savings Bank Announces...

South Shore Savings Bank announces that Kelvis Camilo, of Stoughton, has joined the Bank as manager of its Stoughton branch, and that Joel South, of Canton, has been promoted to IT Officer/Senior Network Administrator in the Bank's headquarters in South Weymouth. Mr. Camilo previously served as a Business Banking Officer for Citizens Financial Group. Mr. South joined South Shore Savings Bank in 2005, following eight years of previous IT experience.

Curry College SHRM Courses

Curry College in partnership with the Society for Human Resource Management (SHRM) is offering the SHRM Learning System course to help individuals prepare for the PHR and SPHR examinations. Enroll in these courses at either our Milton and Plymouth campus location. Classes begin this Fall. For more information and for class schedules call 617-979-3547 or visit www.curry.edu/phr-sphr.

Mr. Smith Comes to Conway Country!

Gerald B. Smith, known as "Mr. Smith" to the generations of students he taught in the Brockton Public Schools, recently started a new career as a sales agent in Jack Conway Realtor's Brockton office. Smith is also the chairman of the Brockton Redevelopment Authority and is actively involved in the efforts to revitalize his city's downtown area. For all of your real estate needs, contact Gerald Smith at 508-587-4477 or email gsmith@jackconway.com.

Verizon Supports Signature School of Nursing

Fisher College and Signature Healthcare Brockton Hospital School of Nursing

recently celebrated their two decades of affiliation with a \$10,000 grant from the Verizon Foundation. Verizon Foundation-funded programs include a four-week Summer Skills Workshop for incoming nursing students; robust student support services through peer mentors and academic resources; and faculty training to optimize the revolutionary simulation mannequins by teaching to the learning styles of all students.

Crescent Credit Union Receives Award

The Massachusetts Credit Union League named Crescent Credit Union 1st Place in the asset category of \$200-\$500 million in the state level competition of the Dora Maxwell Social Responsibility Recognition Award. Crescent Credit Union was recognized for its efforts in helping to solve core community problems, primarily through the opening of its Community Learning Center, and the Round the Bases summer program for at-risk youth, in partnership with the Brockton Rox. The League has forwarded Crescent's entry on to the national competition.

Rhona Dias Promoted at B.C. Tent

B.C. Tent & Awning, the region's leading provider of tents, awnings and accessories, has promoted Rhona Dias of West Bridgewater to General Manager. In her expanded role, Dias, who was formerly Director of Administration, is responsible for overseeing operations, facilities, logistics, media marketing and IT in addition to providing support for the company's sales team. Dias joined B.C. Tent in 1997 as an Administrative Assistant. Prior to B.C. Tent, she was employed with Fashion Bug for nine years, beginning as an Associate and then being promoted to Store Manager.

United Way and FamilyWize Offer Discounts

The United Way and FamilyWize are proud to announce that their partnership has saved the people living and working in the greater Plymouth County area more than \$406,323 on everyday prescription costs. The free FamilyWize drug discount card is distributed by United Way of Greater Plymouth County. The FamilyWize card lowers the cost of medicine by an average of 30% or more for people without insurance or who take medications not covered by their plan. It's just like a coupon you can keep using every time you need to fill a prescription. FamilyWize cards can be found locally at pharmacies and food pantries or call your local United Way office at 1-800-450-4483 or visit www.uwgc.org to print a card.

Stepping up Walkathon

Sunday, September 26: Join New England Sinai for the "Stepping Up" Walkathon and help to support seniors. The 5k Walkathon begins and ends at the Striar YMCA at 445 Central Street in Stoughton. The walk begins at 9:30am, registration at 8:30am. Proceeds raised will fund scholarships to Sinai's Adult Day Health Program, which has been providing safe and attentive care since 1983. Walk individually, in teams,

become a sponsor or recommend sponsors who may be interested in participating. Business/Corporate Sponsorship levels are: Gold - \$5000, Silver - \$2500, Bronze - \$1000, Brass - \$500 and Copper - \$250. For more information, contact Bettyann at 781-297-1328 or email bmckenzie@nesina.org.

Brockton-Plymouth Receive HUD Housing Grants

Brockton-Plymouth receive \$636,000 in HUD housing grants for homeless. HUD recently awarded \$250,160 to the Brockton-Plymouth area for 2 new housing projects for homeless people through the Continuum of Care Homeless Assistance Program. Old Colony Y will provide housing and supportive services for 5 families, and Father Bill's and MainSpring for 3 chronically homeless individuals. This award follows HUD renewal funding of \$385,953 for permanent supportive housing provided by Brockton Housing Authority, Father Bill's and MainSpring and South Shore Housing Development Corporation. United Way of Greater Plymouth County assists community providers to apply for these funds annually, and is about to assist them with the 2010 application for renewal and new funds.

O'Connor Named CEO of the Community Bank

John J. O'Connor III has been named President and CEO. Jane E. Callahan, Chairman of the Board states, "John O'Connor is a wonderful match for our institution. His distinguished track record over the length of his career speaks for itself." John O'Connor's extensive banking career spans 35 years in Massachusetts community banks. Most notably, during his time at Rockland Trust, he served as executive vice president of the Corporate Banking. John also served as a senior vice president at Bank of Boston, and as Regional President for the South Shore and Southeastern Massachusetts at Citizens Bank. Most recently Mr. O'Connor has served as Chairman of the Board of Directors at South Coastal Bank in Rockland. He served as President and CEO of South Coastal from 1999 through 2008, where under his leadership, the Bank tripled its asset size.

SEED Corp Certified as a CDFI

The South Eastern Economic Development (SEED) Corporation has just received certification from the U.S. Department of the Treasury as a Community Development Financial Institution (CDFI). "Access to CDFI funds will increase SEED's current capital of \$5 million for small business loans up to \$200,000, enabling SEED to meet the increased demand for gap loans which can assist small businesses in these difficult economic times," said Maria Gooch-Smith, Executive Director of SEED. SEED's loans can be used to purchase real estate, make leasehold improvements, acquire machinery, equipment, furniture and fixtures, and for working. The term on the loans is up to 10 years with longer repayment terms, and the current rate is 5 percent fixed. The application and list of items needed is available on SEED's website www.seedcorp.com.

Brockton Visiting Nurse Announces Board

Wayne F. Dunn and Mary Anne Miller RN MPH were recently named to the Brockton

Visiting Nurse Association's Board of Directors. Mr. Dunn is a Senior VP and Chief Technology Officer for HarborOne Credit Union. Mary Anne Miller coordinates the state-wide infant screening program for the Rhode Island Department of Public Health and is adjunct faculty at Stonehill College, North Easton. Brockton Visiting Nurse Association is a not-for profit home health care organization that has been providing home health care services in the community since 1904.

Animal Protection Center Annual Yard Sale

September 25 & 26: The Animal Protection Center of Southeastern Massachusetts announces its annual Fall yard sale, 9am-4pm at the APCSM Adoption Center (1300 West Elm St Ext, Brockton). APCSM yard sales are well known for their huge and varied selection of items and their bake sales are famous for delicious home-baked treats. All proceeds raised from the sale go directly to providing homeless animals with humane and compassionate care in their time of need. Donated items for the yard sale are welcome and may be dropped-off at the adoption center now thru 9/18. For more information about the yard sale or the APCSM, please call: 508-586-2053 or log-on to: www.apcsm.org

Molyneux Appointed Exec Director of The Charity Guild

Michael Molyneux has been appointed Executive Director of The Charity Guild. Founded in 1971, the Guild operates a food pantry that each month feeds about 1,000 people from Brockton and neighboring areas. His top priorities are to offset the recent loss of a substantial monthly food donation and to increase the number of volunteers. More than 15,000 bags and boxes of food were distributed free of charge last year, and the Guild's thrift shop gives clothing and household items to clients who are referred by another agency. Michael worked for 23 years as an editor at The New York Times before becoming a fund-raiser. He has worked in that capacity at the Children's Museum in Easton and Boston Medical Center, among other places. Anyone who would like to help The Charity Guild, or learn more, can reach him at (781) 784-1928 or Michael@thecharityguild.org.

ProMounds Designated Hitter

ProMounds, Inc. announced that they have added The Designated Hitter to the company's retail division, On Deck Sports. The Designated Hitter is the first pitching training tool that can help any pitcher improve their ability to throw strikes and more consistently locate pitches throughout the entire strike zone. It is an unbreakable silhouette figure that stands at the plate while pitchers throw to a catcher. Rather than simply throwing to a catcher, The Designated Hitter introduces a lifelike experience, with more obvious consequences for every pitch thrown. The Designated Hitter will be available for purchase online at, www.PitchingPractice.com, as well as on www.OnDeckSports.com.

Teen Challenge Fundraising Banquet

Saturday, October 2: Restoring Lives and Homes, Teen Challenge Fundraising Banquet. 5pm- reception & silent auction. 6pm- dinner. Teen Challenge is located at 1315 Main Street, Brockton. Tickets are \$30 per person or \$250 for a table of 10. Call 508-586-1494. Program Advertisements and Sponsorships also available. Teen Challenge New England is a 15-21 month long term in-patient

facility that helps teens and adults with life controlling issues. We are a 501-c3 non-profit organization so your gifts are fully tax deductible. Each year we rely on businesses like yours to help make our evening more memorable for the years to come.

Metro South Chamber Members-
Send all Good News stories to:
avandam@metrosouthchamber.com

GOOD MORNING METRO SOUTH Continued from page 1

Prior to Excela, Hollon was with the Methodist Health System and at Baylor University Medical Center, both in Texas.

Good Morning Metro South is being sponsored by United Way of Greater Plymouth County. The mission of United Way is to increase the organized capacity of people in the Plymouth County area to care for themselves and

for one another.

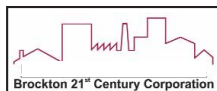
Tickets are \$20 for members and \$35 for non-members and includes breakfast and networking opportunities. As always, don't forget your business cards! To register, contact Kim Prosper at 508.586.0500 x 231, email kprosper@metroouthchamber.com, or visit www.metroouthchamber.com/register.html.

Summer of Work, Learning and Murals

Blanca Alverado and Magno Cardoso paint a mural on the Legion Parkway Dry Cleaners building as part of the Summer of Work and Learning, a 5 week program placing students age 16 and older in Brockton. A diverse range of job opportunities were available, from making t-shirts to working on a farm to helping at the Red Cross.

NorthEast Electrical Adds 200 Jobs In Brockton

Written by Mary Waldron, 21st Century Corporation



In the ongoing role of finding the right business to fit into the right location in Brockton, Brockton 21st Century Corporation is proud to announce that NorthEast Electrical has become a key piece to the puzzle. On Thursday August 19th, a ribbon cutting celebration was held at their new location, 560 Oak Street, as approximately 200 jobs were relocated from Canton to Brockton. Northeast chose Brockton because of the water, sewer, tax rates and the economic viability of Brockton. With many of their employees as Brocktonians, the relocation is a bonus. NorthEast will be adding 4-5 new jobs.

The success of this relocation is largely due to the efforts of Ward 7 City Councilor and Council President, Chris Macmillan and Mayor Linda M. Balzotti. At the ribbon cutting ceremony, Councilor Macmillan presented a map of the area stating, "NorthEast is an important piece to the economic development puzzle. I am looking forward to having them be a good neighbor to the residents and other businesses in Ward 7". Mayor Balzotti presented welcoming remarks as well as appreciation to the team approach to bring NorthEast to Brockton. "Communication between the Brockton 21st, Ward Councilor Macmillan, my office and the various departments was critical to keep



NorthEast Electrical Employees, Community Leaders, and Dignitaries gather at the NorthEast Electrical Ribbon Cutting Ceremony at 560 Oak Street, Brockton

this project on task. Being designated as a pro-business community has ever lasting effects and I am proud of my team."

Don Block, President and CEO extended his appreciation to the "Brockton Response Team". "Whenever I had a question, someone from Brockton 21st or the City was able to answer the questions or readily directed me to the person who could. Time is money and in the case of our relocation, Brockton was superior and we are thrilled to be here."

The testimony of Mayor Balzotti, Councilor Macmillan and Don Block are reasons why Brockton is a great place to bring a business.

NorthEast Electrical is a finalist for the MassEcon Triam Massachusetts Economic Impact Awards. For more information on NorthEast Electrical, visit www.neecco.com.

For more information about this event as well as other resources, please visit our website www.brockton21.com

Chamber Hosts Student Interns This Summer

Justin Edwards, an intern through Mayor Balzotti's Youth Employment Campaign, is a 2009 graduate of Brockton High School, continuing his education at UMass Dartmouth. With early aspirations of becoming a police officer, Justin is now majoring in Criminal Justice. Interning at the Metro South Chamber of Commerce during the summer has helped Justin further his communication skills.

Tony Edwards, an intern through Mayor Balzotti's Youth Employment Campaign, graduated from Brockton High School in 2008 and is now enrolled as a junior at Regis College. Tony fell in love with sports at an early age, wanting to become a sports commentator. He is now a Public Relations major focusing on the business side of sports. Interning at the Metro South Chamber has helped Tony further his computer and communication skills.



Brianna Corcoran is a senior at Brockton High School. She interned at the Metro South Chamber for 5 weeks this summer through the Summer of Work and Learning Internship Program. Brianna, an avid basketball and tennis player, hopes to pursue a business degree. Through her internship, Brianna gained valuable interpersonal and communication skills.

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@metrosouthchamber.com, or visit www.metroouthchamber.com/ca.html.

MA Supplier Diversity Office Opening in Brockton

John Fitzpatrick of SDO, Reginald A. Nunnally, Executive Director of SDO and Christopher Cooney, Chamber President & CEO



Commonwealth of Massachusetts spends more than \$4 billion each year doing business with firms. More than \$240 million of this amount is targeted to SDO (SOMWBA) certified minority and women businesses. Becoming SDO (SOMWBA) certified can help firms seeking con-

tracts with the government.

In addition, SDO (SOMWBA) also assists government agencies in meeting their affirmative purchasing and contracting goals. It does this by providing business development assistance to certified companies through information on procurement opportunities and business resources.

Finally, SDO (SOMWBA) publishes a directory of certified minority and women business enterprises and certified minority and women-controlled, non-profit organizations. The directory is searchable online, and may also be downloaded.

The Massachusetts Supplier Diversity Office (SDO) will open a satellite office at the Metro South Chamber of Commerce at 60 School Street in Brockton. A ribbon cutting is planned for October. The SDO (formerly SOMWBA) is a state agency that assists minority and woman owned businesses. In addition, SDO has the responsibility to certify businesses that meet certain criteria.

SDO (SOMWBA) certification is a marketing tool used to enhance a firm's ability to do business in public markets. Although certification does not guarantee that a business will be successful every time it bids, it may add a competitive edge to a bid. The

Marketing Strategies Using Social Media

Wednesday, September 15, 2010, 8:30 am - 11:00 am
Crescent Credit Union, 115 Commercial Street, Brockton

Attend this workshop for a basic overview of social media tools including search engine optimization (SEO), social networking (Facebook, LinkedIn, Twitter, YouTube and Myspace), Blogs and E-newsletters.

The presenter is Tricia White, Senior Business Advisor with the MA Small Business Development Centre Network (MSBDC) - SE Region. The MSBDC provides free and confidential business advisory services to existing or prospective small business people. They also offer training seminars on a variety of topics, including starting a business, financial planning, government procurement, marketing and strategic planning.

To register or for more information, call Tammi or Alison at the MSBDC office at 508.673.9783 or register online at www.msbdc.org/semass. Additional workshops in the series: **Using LinkedIn & Facebook on October 20, and Tweets and Blogs on November 10.**



Connecting Your Business to the Commonwealth

Friday, September 24, 2010, 9:00 am - 2:00 pm
Metro South Chamber of Commerce, 60 School Street, Brockton

The Metro South Chamber of Commerce, Operational Services Division, Supplier Diversity Office and Program announced today that a FREE workshop "Connecting your Business to the Commonwealth" will be held at the Metro South Chamber of Commerce, 60 School Street, Brockton, Massachusetts on Friday, September 24.

The Connecting Your Business to the Commonwealth Workshop provides businesses that are interested in doing business with the Commonwealth training on; where to find bidding opportunities, bidding process for Statewide and Departmental Contracts, where to find American Recovery and Reinvestment Act (federal stimulus) procurement & grant opportunities, the NEW Small Business Purchasing Program, overview

of Comm-PASS (the Commonwealth's e-Procurement system), marketing to public entities, how to become SDO Certified, how the SDP supports SDO Certified businesses and more!

The Connecting Your Business to the Commonwealth Workshop is an interactive session scheduled to start at 9:00 am with registration at 8:30 am. We expect this workshop to be packed with businesses energized for success. Additional details are available on the Operational Services web site training web pages at www.mass.gov/osd.

To register, contact Lisa Keene at 508.586.0500 x 225 or email lkeene@metroouthchamber.com



Metro South Region, Best Bar Style Pizza

The following Cafes were names among the best places to eat bar style pizza according to the Boston Herald. Bar pizzas are a culinary tradition virtually unknown in the rest of the world.

AMVETS Post 51 (Hoey's) 9 Amvets Lane, Randolph 781-963-7171	Lynwood Cafe 320 Center Street, Randolph 781-963-9894
Buddy's Union Villa 190 Washington Street, Easton 508-238-2625	Shoe City Tavern 24 Intervale Street, Brockton 508-588-8377
Cape Cod Cafe 979 Main Street, Brockton 508-583-9420	Town Spa 1119 Washington Street, Stoughton 781-344-2030
Christo's 782 Crescent Street, Brockton 508-588-4200	Venus Cafe 47 South Avenue, Whitman 781-447-0494
George's Cafe 228 Belmont Street, Brockton 508-588-4231	<i>Article thanks to the Boston Herald and Brockton City Councilor Dennis Eaniri.</i>

Referral Marketing System Workshop

Tuesday, September 14, 2010, 9:00 am - 10:30 am
Metro South Chamber of Commerce, 60 School Street, Brockton

For most business owners, referrals happen accidentally as a result of doing good work or being in the right place at the right time. But imagine what your business would be like if those valuable referrals could happen intentionally, systematically, as a result of installing a step-by-step process and by putting yourself in the right place, with the right source, always at the right time?

Marketing is the most important system in any business and generating quality referrals is simply one component of the lead generation process and as such, needs its own documented system as well.

Attend this FREE workshop and you will learn how to create your own referral generation system including how to:

1. Become more referable - learn the 5 ways to get people to refer your business more often.

2. Target your sources - learn to develop a laser-beam focus when identifying good referral prospects

3. Educate your sources - discover powerful methods to educate your referral sources so that they refer you more with exactly the right words

4. Motivate your sources - understand what will motivate your referral sources so they refer more business to you.

5. Follow-up with all - find out the best ways to keep your referral sources "in the know" about the progress you are making.

To register, email **Joe Constantino**, joe@businessmarketingsuccess.com

A seasoned marketing strategist & Speaker; Joe is also the owner of Business Marketing Success and a Certified Duct Tape Marketing Coach. For more information, visit www.successcoachingu.com



Center for Entrepreneurship Studies Series



Wednesday, October 20, 5:30 pm - 8:00 pm
Dunn Conference Room, Crimson Hall, BSU
Business Case Study



Susan Wornick

Join us as a panel of industry experts review the business plan for Healing Threads, a Spirited Sisters, Inc. brand that provides dignified and stylish recovery wear for those enduring medical treatments. Speaking will be Peg Feodoroff, CEO of Healing Threads. Panelists include Marylou Sandry, Marylou's Coffee; Cate Adams, Citizens Bank; and Jeffrey Gross, Tufts Medical Center. The event Moderator will be Susan Wornick, Anchor WCVB-TV, Channel 5. This is a great learning experience for students and business professionals alike. This event is free, but pre-registration is required. Visit www.bridgew.edu/ces/ces-contact.cfm, or email ces@bridgew.edu.

Tuesday, November 2, 8:30 am - 12:00 pm
RCC Ballroom, Bridgewater State University

The BEE (Business Expo for Entrepreneurs) & Marketing Expert

Learn how to create a buzz and get found on the internet with keynote speaker Brian Halligan, CEO & Founder of HubSpot, a marketing software company currently helping 3,000 companies get found on the internet. He is author of the best selling book "Inbound Marketing: Get Found Using Google, Social Media and Blogs." Also at the event, several Chamber and Business Resource Associations will be exhibiting. For more information, call 508-531-2026 or email ces@bridgew.edu.

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Ian McWilliams, New England Trial Services; Noel Barbosa, The Community Bank; Jeff Fowler, DJ Jeff Fowler Productions



City Councilor Tom Monahan; Mark Linde, Brockton Community Access



Bob Regan, Servpro of Weymouth; Wanda Oyola, Corporation for Public Management



Malinda Candoro, Baypointe Rehabilitation & Skilled Care Center, presents a door prize to City Councilor Jass Stewart

North End Motors Displays Economic Impact Award



Patrick Rogers and Mohammed Ahmed of North End Motors, stand with Christopher Cooney, Chamber President & CEO. North End Motors received an Economic Impact Award in 2009. North End Motors is located at 390 Turnpike St, Canton. Visit www.northendmotors.com.

Economic Impact Awards are presented at the Annual Meeting to companies that make an investment of more than \$1 million dollars, have created many new jobs, and have generated economic growth throughout the Metro South Region. To nominate someone for a 2011 Economic Impact Award, contact Kim Prosper, 508.586.0500 x 231.

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 2013 are **Sheila Gonzalez**, Bank of America; **Steve Gordon**, Good Samaritan Medical Center; **Steve Hall**, National Grid; **John McGovern**, Rodman and Rodman, CPA's; **Gerry Nadeau**, Rockland Trust; **Bill Scanlon**, Community Newspapers; **Art Sullivan**, Consultant; **Judith Waterston**, N.E. Sinai Hospital.

Nominated to serve a two-year term in the Class of 2012 are **Rich Colon**, Verizon; **Peter Dello Russo**, Bridgewater Savings Bank; **Susan Joss**, Brockton Neighborhood Health Center; **Andrea Papadopoulos**, Arista Associates.

Nominated to serve a one-year term in the Class of 2011 are **Pat Ciaramella**, Old Colony Planning Council; **Erick Jean**, Attorney; **David Orloff**, Sharkansky & Co.; **Ed Minnock**, Bridgewater State University; **Jim Murphy**, Wheatstone Engineering.

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,

2010. 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 17, 2010. All Board of Directors' meetings are open to any Chamber member who wishes to attend.

LEGISLATIVE RECEPTION Continued from page 1

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.**

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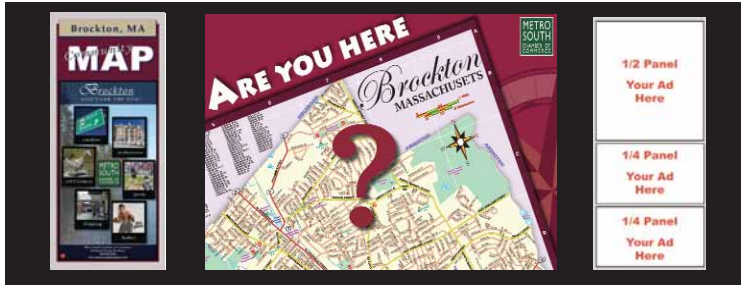
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New Brockton Maps to Feature Restaurant Guide

Advertise to 5,000 Residents, Tourists and Businesses



The Metro South Chamber of Commerce receives daily requests from new arrivals, tourists, and businesses for maps of the area. The first round of maps, produced earlier this year, sold out in 2 months. Due to high demand, the Chamber will be producing a new Brockton Street Map this Fall! This is your opportunity to advertise and promote your business to over 5,000 people. The Brockton map contains a street guide, libraries, post offices, police departments, schools, hospitals and more. This year, the back side of the map will contain a full listing of restaurants in Brockton, as well as information on some of the cultural gems of the city. Don't miss out on being part of this valuable resource.

Rates start at just \$435, with discounts for Chamber members. For more information, call Alison van Dam at 508.586.0500 x 222, email avandam@metroouthchamber.com, or visit www.metroouthchamber.com.

Last Chance to Advertise - Book For Business



Looking for the marketing "bang for your buck" in a down economy? Looking to stand out against the competition? Then consider placing an advertisement in the Metro South Chamber 2011 Book for Business Member Directory and Resource Guide!

The Book for Business is a 99-page, full-color, glossy publication containing a full member listing, map of the region, legislative information, town demographics, entertainment and recreation and more. It is distributed to over 5,200 people including member businesses, visitors, residents, town halls and libraries, as well as to all Brockton businesses. The premier publication of the region is utilized by professionals, business leaders, decision makers and

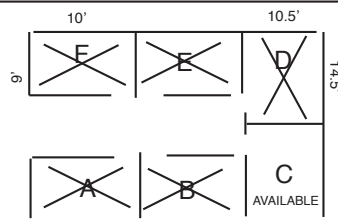
potential customers throughout the year. In addition, the Book for Business is available online. In the past 3 months, the online version has been viewed 3,500 times.

Your ad will be listed in close proximity to your free business directory listing and is sure to give you a leg up in the competition by receiving added exposure. In addition, your alphabetical and categorical listing will be displayed bold and in green font. Don't have the time to create an ad, or the money to pay a designer? Our in house graphic designer will create a professional quality full color ad for you, free of charge.

Call Alison van Dam at 508.586.0500 x 222 or email avandam@metroouthchamber.com for more information and for ad rates. You may also download the contract at www.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.

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.

Available Ads:

Side Column Ad: 150x99 pixels. Prominent side column location. \$25/week.

Featured Ad: 415x415 pixels. Under featured articles. \$50/week.

Updated Annual Sponsor: SOLD OUT



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.

Available Ads:

Small Banner Ad: 174x65 pixels, Top of Right Column; home page or inside page of choice. \$75/month.

Skyscraper Ad: 174x197 pixels. Top of Right Column; home page or inside page of choice. \$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@metroouthchamber.com, or visit www.metroouthchamber.com.

SEED Loans Totaling \$1.3 Million to Brockton Area

The South Eastern Economic Development (SEED) Corporation has



closed on four small business loans in the Brockton area totaling \$1.3 million.

"In these difficult economic times, we are very pleased to be able to provide financing to Bath Fitter in West Bridgewater, L&W Auto Body, Inc in Randolph, Stop N Gas in Brockton, and Shuffain Insurance Agency in Sharon," stated Maria Gooch-Smith, SEED's Executive Director.

SEED Corporation can make small business loans up to \$4 million under the SBA 504 Program, and also has \$5 million available for loans up to \$200,000. SEED has partnered with the Brockton 21st Century Corporation, the Metro South Chamber and the Old Colony Planning Council to establish a loan fund for Brockton businesses.

Recently, Bath Fitter received a loan of \$400,000 under the SBA 504 Program for the purchase of their new 15,000 square foot building. The expansion will create 7 new jobs.

L & W Auto Body, Inc. received a loan of \$520,000 under the SBA 504 Program for the purchase of real estate to construct their new 17,000 square foot building. The

expansion will create 9 new jobs.

Stop N Gas received a loan of \$339,000 under the SBA 504 Program for the purchase of a \$1,924 sq ft property they were leasing.

Shuffain Insurance Agency received a loan of \$35,000 under the Micro Loan Program for furniture, equipment and to refinance credit card debt.

Under the SBA 504 Program, SEED can provide up to 40% of the financing needed behind a bank for the purchase of buildings and equipment. SEED's portion can range from \$80,000 to \$2 million for most small businesses, and \$4 million for manufacturing businesses, at a fixed interest rate below market for 20 years, currently 5.5%.

SEED can also lend up to \$200,000 for working capital and other uses. The term on the loans is up to 10 years with longer repayment periods, if necessary. Interest rates range from 5% to 6% fixed depending on whether there is bank participation.

For more information about the SBA 504 Program and other SEED loan programs, please call 508-822-1020, or visit www.seedcorp.com.

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97th Annual Meeting and Business-to-Business Expo

Wednesday, November 17, 2010 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



Mary Richardson

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 Featured Speaker will be Mary Richardson, former co-anchor of WCVB-TV's Chronicle, and new Community Liaison for Caritas Christi Health Care. 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 metrosouthchamber.com/register.html

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 \$309 for members. Register and pay before October 5 and receive the discounted price of \$259. In previous years, the Chamber's response to this opportunity has been very strong. Since space is limited, registrations are on a first come, first served basis. To reserve your table, call Kim Prosper, at 508.586.0500 ext. 231.

Sponsorship Opportunities Available

All sponsorships include a table in the exhibit hall and two tickets to the Annual Meeting Luncheon. 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, Comcast Business Class, and Boston Business Journal.

Advantage Home Health Care Relocation



Advantage Home Health Care recently celebrated their relocation to 117 Washington Street, Suite 7B Stoughton in the Planet Fitness Plaza with a ribbon cutting ceremony. For more information, visit www.ahhcs.com or call Mary Ryan or Jayne Kelleher at 781-436-5071. AHHC provides a full range of home care services for adult and geriatric clients in the comfort of their own homes.

Rockland Trust Fosters Business Growth



Rockland Trust recently presented a check in support of the Metro South Business Assistance Center. The investment is designed to foster business assistance and growth within the SBA designated "New Markets" areas. Joe Tansey, First Vice President and Mike Savage, Vice President of Rockland Trust delivered the check to Chamber President and CEO, Christopher Cooney. "Rockland Trust is a key partner in providing financing and assistance to businesses throughout the region. We are pleased to partner with Rockland Trust to foster business growth throughout the Metro South region," said Christopher Cooney, Chamber President and CEO.



Need Help Starting Your Business? Searching for Money to Start Your Business?

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

Premier Sponsor:



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- Informational & Instructional Videos
- Workshops & Seminars (fees may apply)

FREE services offered

Located at 60 School Street, Brockton, in the Chamber Building. Call 508.586.0500



Chamber Sponsors SCORE Workshops at Massasoit

Massasoit Community College and SCORE are partnering to deliver small business training to Southeastern MA as part of Massasoit's Community Education Program. The courses scheduled for this Fall are a SCORE designed workshop series to help entrepreneurs get started on building a successful new business.

SCORE quickSTART series workshops is taught by SCORE business counselors and features five three-hour workshops. Through in-class exercises, tools, and interaction with SCORE counselors and peers, students will be able to apply what they learn immediately.

"By providing professional training to entrepreneurs starting new businesses, we will improve their chances for success, thereby boosting the local economy, and adding jobs for Southeastern MA residents", said Frank Sebastian, SCORE chapter chairperson.

"We at Massasoit Community College are pleased to be working with SCORE to encourage new entrepreneurs and to upgrade the knowledge and skills of existing small business

owners in the region. With both formal classroom training and SCORE's individual mentoring services, participants who complete the series will be in a much more competitive position than those who try to open new businesses on their own", adds Elaine Stewart, Dean of Workforce Development and Community Education.

The series will run on Wednesday evenings from late September to early November. Although the whole series will run on the Brockton campus, the first workshop will also be available on the Canton campus. Registration for Fall courses is now open. To obtain information about these workshops, visit www.massasoit.mass.edu and use the Quick Course Search (Fall 2010, Brockton Campus, Non-credit, Business) or call Community Education Director Rose Paquette at 508-588-9100 X1307 (rpaquette@massasoit.mass.edu).

This workshop series is sponsored by Metro South Chamber of Commerce. SCORE can be contacted at 508-587-2673 or www.scoresema.org.



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What is your market area?

All areas south of Boston - Plymouth, Bristol, Norfolk, and Barnstable Counties.

What awards/honors/special recognition has your company received?

President- Plymouth County Bar Association, 2004-2005; Director- Brockton 21st Century Corporation, 2004-2005; Board Director of the Metro South Chamber of Commerce

What is your main business objective?

It is our objective to provide the best legal services possible to each of our clients and to do so at a reasonable rate. We keep in constant contact with our clients and make ourselves available through office visits, telephone and e-mail. We believe that good communication is the key to a successful law practice and keeping our clients satisfied.

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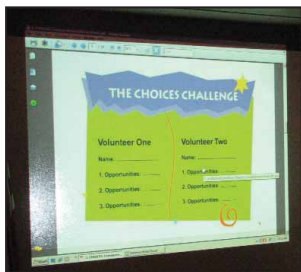
Products or Services:

Law firm, general practice, focus on real estate and probate.

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

We are proud to provide exceptional service to our clients. Our firm specializes in real estate law, but is also able to

Chamber "CHOICES" Program to Benefit Kids



Business and community volunteers deliver CHOICES workshops throughout the school year. CHOICES asks students what they are doing about their future now and what they plan to do about it in high school. CHOICES volunteers are: Anne Marie Belrose, Brockton Redevelopment Authority; Joe Constantino, Business Marketing Success, Inc.; Elizabeth Coletta, Bank of America; Krystal Love, BAWIB; Jennifer White, Boys & Girls Club; Susan McKenna, BAWIB; Nicki Draves, Catholic Charities; Andrew Milian, Liberty Mutual; Joe Kameese, American Bookkeeping Solutions; David Phillips, Catholic Charities; Jane Callahan, HR Alternatives; Kim Willingham, Comcast Business Class. For more information on CHOICES, contact Kathleen Lynch at 508.586.0500 x 227 or email klynch@metrosouthchamber.com. Above: Training for the CHOICES program at the Metro South Chamber office. CHOICES is sponsored by Bank of America.

Sandler Sales Workshop: Overcoming Sales Stigma

Thursday, September 30, 2010, 8:30 am - 10:30 am
Metro South Chamber of Commerce, 60 School Street, Brockton



"Overcoming the Sales Stigma: Are comfort zones holding you back from increased success?" This session is designed for business owners, sales managers or independent professionals who are:

- Pressured to generate new business but who are uneasy with prospecting activities and don't like being considered a sales person.
- Anxious to find a better way to generate revenues without being perceived as aggressive or pushy.
- Happy to answer questions about their business but uncomfortable asking for commitments from prospects.
- Curious what business would look like if they planted their feet, and asked some tough questions
- Irritated by prospects who say "I need to think it over" or "This looks good, I'll get back to you next week"
- Wondering why a positive prospect can be the most dangerous prospect.
- Interested to know how they can

speed up a typical sales cycles and what that could mean to their bottom line.

- Troubled by not having a defined and repeatable selling process.
- Upset that sales people seem to be acting more like unpaid consultants.
- Sick and tired of excuses when goals aren't hit, when pipelines gather dust or when prices have to be cut in order to win deals.
- Anxious to see what the future could hold if there was accountability across their sales organization.

To register for this member-led workshop, contact Lisa Keene at 508.586.0500 x 225 or email lkeene@metrosouthchamber.com. The cost is free to attend, but participants are encouraged to bring non-perishable items that will be donated to Father Bill's & MainSpring.

Bill Scher of Sandler Training offers seminars designed to help you grow your business. Bill's training clients include Fortune 1000 companies, as well as Massachusetts based businesses in all industries.

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 the third Wednesday of each month. The next workshops will be held on September 15 and October 20, 2010. Contact CareerWorks at 508.513.3400 for further workshop information.

Metro South Chamber Convenes Business Groups



Chambers of Commerce and Business Associations from throughout the region met at Christo's in Brockton recently to discuss sharing information, ideas and advocacy of pro-business policies concerning issues of regional

importance. Representatives from Avon, Brockton, East Bridgewater, Stoughton and Norwell attended. A memorandum of understanding is currently being reviewed by several of the organizations and is designed to establish a stronger affiliation among the business groups. Issues such as transportation, water, sewer, municipal services and commercial tax rates are among the many topics that could benefit from greater collaboration and partnership. Contact, chris@metrosouthchamber.com for more information.

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 (6 Programs, \$120 value)
- All Business After Hours (at least 7, \$35 value)
- Annual Legislative Luncheon (\$30 value)
- ATHENA Award Breakfast (\$25 value)
- Small Business Awards Luncheon (\$35 value)
- 2 Taste of Metro South Tickets (\$50 value)

Number of Tickets	Regular Payments	Season Tickets	Savings
4 Seats	\$1180	\$700	\$380
Individual	\$290	\$175	\$95

All This for \$175.- (Save \$120.- per person)

Company Name: _____

Name: _____

Name: _____

Name: _____

Phone: _____ Fax: _____

E-mail: _____

Number of GMMS Season Seats _____ x \$175.00= _____ (total amount)

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@metrosouthchamber.com

Celebrate Bella's Italian Market Expansion



Friday, October 1, 2010
2pm - 5pm
Bella's Italian Market
319 Plymouth Street, Halifax



Celebrate the expansion of Bella's II in Halifax with food, give-aways and networking. For more information, call 781-293-8788

Senator Meets with Chamber Board



State Senator Richard Tisei recently met with Metro South Chamber Board members at the Chamber offices on School Street in Brockton. The Senator discussed current topics ranging from Registry of Motor Vehicle Issues to Regional Collaboration on water and sewer services. The senator also discussed current budget issues and future challenges the state will be facing in the months ahead. Senator Tisei is a candidate for Lt. Governor.

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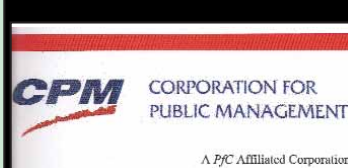
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www.carolrudicktheprintpro.com

The Print Pro is your one stop source for all your print and promotional items from Pens, Magnets, T Shirts, Mugs and Hats to Letterhead, Envelopes, Business Cards, Tax Forms and Wedding Invitations, Brochures, Catalogs and Rack Cards. Carol takes the time to sit with you to determine your needs and budget and will work with you to fulfill your needs within that budget. Remember, if you need to Print it or Promote it, call Carol Rudick.

Corporation for Public Management

148 Alger Street, Brockton • 508-895-7106
www.partnersforcommunity.org

CPM is a private, non-profit agency that has provided no fee employment services to businesses since 1984. CPM is contracted by the Commonwealth of MA to assist businesses in the training, hiring and retention of employees. CPM's Employment Specialists are trained to respond to your business' needs through customized trainings, qualified and prescreened candidates, and ongoing support to ensure job retention.

W.B. Mason's Whatta Bargain!

1010 West Chestnut Street, Brockton
888-926-2766 x 1409

Stop by W.B. Mason's Whatta Bargain in Brockton to select from an inventory of discounted office furniture and supplies. Save up to 90% on overstocked items, returns, 2nds, factory errors and more. For more information or to ask about September's big blow out event, call Kevin O'Mara today at 1-888-WB-Mason ext. 1409. Who but W.B. Mason...another way to buy right.

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American Real Estate

860 Belmont Street, Brockton
508-232-7746 • www.americanre.us

With a new office located on Belmont Street, Brockton, American Real Estate specializes in commercial, residential, and rental properties. Joseph R. Soares is a Certified Distressed Property Expert (CDPE). He and his staff of brokers will make the process easy for sellers and will work diligently to make it painless to buy or rent. American Real Estate is a division of Germaine Realty Group Inc. Above: Mayor Linda Balzotti, Joseph Soares and Jessica Abrams.

American Martial Arts Association

849 Belmont Street, Brockton • 508-580-0620
www.brocktonkempo.com

American Martial Arts has been providing quality instruction for 23 years. We offer classes in Karate, Jiu Jitsu, Kickboxing, and Brazilian Jiu Jitsu. Professor Raymond Parrett, who works as a Brockton police officer, teaches his students the very same techniques that he uses to protect the city. Karate builds character, improves focus and fosters confidence. Stop in or call for a free week of lessons. Kids' class: T, TH, F, 5:15-6 and 6:00-6:45. Adults class: T, TH, 7:00-8:30.

Prudential Financial, Inc.

Filomena Veiga
Your Metro South Associate

160 Gould Street, Suite 101, Needham
781-449-9100 • www.prudential.com

Prudential Financial, Inc. (NYSE: PRU), a financial services leader with approximately \$693 billion of assets under management, has operations in the US, Asia, Europe, and Latin America. Filomena Veiga is committed to helping individual and institutional customers grow and protect their wealth through a variety of products and services, including life insurance, annuities, retirement-related services, mutual funds, investment management, and real estate services.

Scentsy

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www.jenmmckeeon.scentsy.us

Each year thousands of homes are damaged by flame candles. Scentsy, Inc. offers a wickless alternative. The Scentsy System is a decorative ceramic warmer that uses a low-watt light bulb to enjoy scented candles. It is safe, easy to use, fits into any décor and permeates any room with wonderful fragrances. Scentsy has recently been named the fastest growing Consumer Products and Services Company in the Country by Inc. magazine.

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508-583-6800

At MacDonald Plumbing & Heating we are committed to offering Emergency Service with Same Day Replacement. We provide a full service on Plumbing, Gas, and Hvac. MacDonald Plumbing & Heating takes pride in quality work in Residential, Commercial, Remodels & New Construction. For more information, call Nathan MacDonald at 508-583-6800 or email macplumbing@comcast.net.

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...When You Join the Chamber.
Call John at 508.586.0500 x 229.

Metro South Chamber, 60 School Street, Brockton
508-586-0500 • www.metroouthchamber.com

Join the Chamber and network your business to success! The Chamber hosts informative meetings, networking events, and puts you in touch with your legislators. We also offer marketing and advertising opportunities, referrals, publicity and exposure. In addition, we offer Health Insurance packages and access to Comcast Savings, Discounts, and Energy Purchasing Programs. Call John to learn more today!

BUSINESS EVENTS Planner**September 22****Good Morning Metro South**

7:30 am - 9:00 am

Westgate Hotel & Conference Center
195 Westgate Drive, Brockton

This breakfast program provides an opportunity to hear from informative and entertaining speakers. It is also a great networking opportunity. (Featured Speaker: Charlie Baker.)

Cost: \$20 members, \$35 future members
Please RSVP at 508.586.0500 ext. 231

September 30**Business After Hours**

5:30 pm - 7:30 pm

Residence Inn by Marriott
124 Liberty Street, Brockton

Enjoy networking and refreshments in a casual setting. Don't forget your business cards! Music will be provided by Rob Peters Entertainment.

Cost: \$5 members, \$10 future members
Please RSVP at 508.586.0500 ext. 231

October 7**Legislative Reception**

5:30 pm - 7:30 pm

Donahue Hall
Sonthill 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.

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@metroouthchamber.com ✉

Online: www.metroouthchamber.com

Send reservation and payment to: 📄



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