**Good Morning Metro South!**

**Thursday, September 20, Holiday Inn Brockton**

The Metro South Chamber of Commerce is presenting the first Good Morning Metro South of the season on Thursday, September 20 from 7:30-9:00 am at the Holiday Inn and Conference Center located at 195 Westgate Drive, Brockton.

The featured speaker at the Breakfast is Dr. Dana Mohler-Faria, President of Bridgewater State College. Few people personify the spirit, mission and character of Bridgewater State College more than its 11th president, Dr. Dana Mohler-Faria.

The campus community for nearly two decades and a lifelong resident of Southeastern Massachusetts, Dr. Mohler-Faria has followed a path of achievement that undoubtedly resonates well with many of the college’s nearly 10,000 students.

President Mohler-Faria is the first person of color to lead Bridgewater State College and is only the second Cape Verdean in the United States to be elected the president of a higher education institution.

Shortly after becoming president, Dr. Mohler-Faria undertook an aggressive plan to expand the number of full-time, tenure-track faculty at the college. He also founded Connect, a partnership dedicated to advancing the regional mission of public higher education. Under his leadership, the college endowment has grown to $17 million is the largest for any state college in the Commonwealth.

In addition to his work as president, Dr. Mohler-Faria also serves as Massachusetts Governor Deval Patrick’s special advisor for education, an unpaid position in the governor’s cabinet.

Toby Stapleton will also be speaking at the Breakfast.

Toby Stapleton is Executive Director, of the International Trade Assistance Center (ITAC). The International Trade Assistance Center is a private, non-profit organization that provides international trade assistance to local companies.

The Good Morning Metro South is being sponsored by St. Joseph Manor. St. Joseph Manor is a 118-bed non-profit nursing home located on a 26 wooded acre campus. The campus also a our Mater Dei Adult Day Health program which serves 60 clients per day offering support and relief to caregivers who have 24-

*Continued on page 7*

**Legislative Reception**

**Thursday, October 4, Stonehill College, Easton**

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 4 for the 18th Annual Legislative and Candidates Reception. The reception will be held at Donahue Hall, on the campus of Stonehill College in Easton from 5:00-7:30 p.m. The reception is sponsored by Comcast and Stonehill College.

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

*Continued on page 7*
The Metro South Chamber of Commerce and a group of economic development practitioners and other stakeholders gathered in late July at Bridgewater State College, under the auspices of the college’s Institute for Regional Development, to explore and discuss the possibility of forming a mutually beneficial regional economic development collaborative.

Situated in the fastest growing region in the Commonwealth, the cities and towns on the southernmost part of I-495 anchor a burgeoning regional economy with the potential to expand and attract even more businesses and create more jobs.


Mr. Donald Sullivan, community and economic development director of the Southeastern Regional Planning and Economic District, presented a regional demographic summary which lead to a roundtable discussion as to whether it would be mutually beneficial for these 20 proposed communities to band together in an effort to create a regional entity focused on economic development. This focus, for example, might take the form of sharing technical resources, lending expertise, exchanging ideas, co-operative marketing and collaborating on infrastructure, transportation or other regional issues.

The group was enthusiastic about exploring this collaborative and fall meetings are planned to further identify stakeholders, define the new organization’s mission, develop a work plan and engage state and legislative leaders in the collaboration.
Networking at Events
is one of the most effective ways
to grow your business!

SEPTEMBER Calendar

3
Chamber Closed - Labor Day

5
Ambassador Meeting
8:00 am

13
Human Resource Management Council
Holiday Inn, 195 Westgate Drive, Brockton
8:00 am

14
Government Affairs
12:00 pm

20
Good Morning Metro South
Holiday Inn, 195 Westgate Drive, Brockton
7:30 am

Coming up October

3
Ambassador Meeting
8:00 am

4
Legislative Reception
Stonehill College, Donahue Hall, North Easton
5:00 pm

8
Chamber Closed - Columbus Day

10
Executive Committee
3:00 pm

12
SOMWBA Workshop
11:00 am

18
Good Morning Metro South - Mayoral Forum
Holiday Inn, 195 Westgate Drive, Brockton
7:30 am

24
Business After Hours
TD Bank North, 3 Roche Brothers Way, North Easton
5:30 pm

26
Board Retreat
Stonehill College, Donahue Hall, North Easton
8:00 am

Save the date November

7
Ambassador Meeting
8:00 am

9
Government Affairs
12:00 pm

14
Annual Meeting & EXPO
Massasoit Conference Center, Route 27, Brockton
Expo Meeting
10:30 am-3 pm
12:00 pm

24
Brockton Holiday Parade
Downtown Brockton
TBA

29
Business After Hours
Caritas Good Samaritan, 235 N. Pearl Street, Brockton
5:30 pm

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

Photo and print production by Mark Mahoney, The Enterprise
Melissa Greene
4 ACTION Report September 2007 www.metrosouthchamber.com

Association (APMA). Dr. Aronson
Medical Society (MPMS), an affiliate
ident of the Massachusetts Pod-
tricts. For more information about
Paola has joined Webster as vice pres-
seeing the bank’s public entity busi-
charged with developing and over-

Webster Bank as senior vice presi-

Dr. Aronson, named VP of MPMS

Scott M. Aronson, DPM, a staff mem-
er at Caritas Good Samaritan Medical
Center, has been elected Vice Pres-
ident of the Massachusetts Podiatric
Medical Society (MPMS), an affiliate
of the American Podiatric Medical
Association (APMA). Dr. Aronson
has served on the MPMS board since
2003 and has coordinated the partici-
pation of MPMS member podiatrists
in the American Diabetes Association’s Boston Walk for
Diabetes and the Diabetes Expo for
the past four years and currently
chairs the MPMS Public Education and
Information Committee.

G.T. Reilly New Hires

Steven A. Robbins and Daniel P.
Alcott recently joined the audit and
accounting department of G.T. Reilly
& Company in Milton, Massachusetts
as entry-level Staff Accountants.

G.T. Reilly & Company is a full-
service accounting and consulting
firm whose clients include corpora-
tions, individuals, closely-held fami-
ly businesses, multi-national compa-
ies, non-profit organizations and
financial institutions. The firm offers
traditional accounting, auditing and
tax services, as well as management
consulting services and estate plan-
ing.

SNEEF Forum

The Southern New England
Enterprise Forum (SNEEF) will have
its first meeting at 5:00 pm on
September 13th at the Advanced
Technology and Manufacturing
Center in Fall River with a focus on
renewable energy. Congressman
Delahunt, a leader in policy on
marine renewable energy, will
keynote, schedule permitting, and
will be followed by a panel of indus-
try and venture capital experts.
SNEEF is dedicated to fostering
entrepreneurship through presenta-
tions and networking. The meeting
will start with a networking
Clambake by the Lake, followed at
6:00 by the formal program. The cost
of the program is $20 with advanced
registration and $25 at the door.
Reservations may be made by calling
the Program Director, Colleen
Powers, at 508-910-9823 or
cpowers@umassd.edu. For more infor-
mation see www.sneef.umassd.edu

Children’s Museum and Comcast

The Children’s Museum in Easton
announced a partnership with
Comcast in recognition of the
Museum’s Volunteer programs. The
$5,290 grant will support volunteers
who contribute to making the
Museum a fantastic place for chil-
dren and families to learn, grow, and
play.

The Children’s Museum in Easton
offers over 100 classes, programs and
special events per year, many of
which are conducted with the assis-
tance of volunteering parents, chil-
dren, business professionals, college
students and retirees. Comcast and
The Children’s Museum in Easton
share a similar outlook on volun-
teerism.

The Comcast donation will help
the Museum expand and formalize
its continuing volunteer efforts as the
Museum annually has over 500 vol-
unteers ranging in age from 11 to
adult.

Conway Ad Group Wins Awards

The Conway Ad Group, recently
won four international communica-
tion awards for its Golden Jubilee
video, “Conway Country - The
Dream, the Destiny.”

The 28-minute tribute, written by
Jack Conway Advertising Director
Marie Fricker and produced by Lou
Leta of Digital Video Consulting in
Marshfield, was a nostalgic docu-
mentary chronicling Jack Conway’s
50-year journey from cub sports
reporter at the old Boston Record
American to founder and chairman
of the largest independent real estate
company in five of the six New
England States.

All proceeds from the sales of the
DVD to Conway associates and
friends were donated to the MainSpring Coalition for the
Homeless in Brockton.

Mutual Bank Reverse Mortgage

Mutual Bank, a leading communi-
ity bank with eight full service offices
in Southeastern Massachusetts and
Cape Cod, has announced that it has
introduced a new reverse mortgage
program. The reverse mortgage is a
loan that allows older homeowners
to convert part of the equity in their
homes into tax-free income. Its
primary design is to strengthen a
senior’s financial independence by
providing funds without having to
sell the home, give up title, or take
on a new monthly mortgage pay-
ment.

Like a traditional mortgage, the
reverse mortgage is secured by the
equity in the house; unlike other
mortgages, it requires no monthly
payments. Mutual Bank will host
seminars on the reverse mortgage
program for interested parties. In
the meantime, anyone with ques-
tions is encouraged to call 781-447-
4488.

Old Colony YMCA Annual Meeting

Event: 120th Annual Meeting of the
Old Colony YMCA
Date: Wednesday, November 7, 2007
Place: Martin Institute, Stonehill
College
Time: Noon (sharp) - 2 pm
For reservations: Darlene Silverman,
(508) 583-2155 or
dsilverman@old-
colonyymca.org.

Caritas Teleconferencing

Although he is thousands of miles
away in Iraq, U.S. Marine Corps

Lance Corporal Tyrelle Greene, 22,
was able to witness daughter’s birth
thanks to video teleconference equip-
ment at Caritas Good Samaritan
Medical Center and Freedom Calls
Foundation, a New
Jersey-based non-profit that fosters
communication between deployed
troops and their families at home.
Caritas Good Samaritan Medical
Center recently installed the state-
of-the-art video teleconference sys-
tem, part of a $250,000 initiative
across Caritas Christi Healthcare’s
six-hospital system.

The video teleconference equip-
ment at Caritas Good Samaritan
Medical Center is also used for
meetings and presentations, cutting
down on drive time and mileage
expenses for staff and physicians.
Caritas Christi is also looking at
using the technology for stroke diagnosis.

Curves Testimonial
“I lost 21 pounds in 4 months working out 3 x a week at Curves!”

-Delane Favor Curves, 98 Westgate Drive, Brockton, 508-586-8484

U.S. Wealth Management, LLC Hire

U.S. Wealth Management, LLC, a firm specializing in providing wealth management programs through CPA firm affiliates and financial advisors, has announced that Loann West has joined the company as Marketing and Coaching Coordinator. In this role, she will create marketing materials and work closely on marketing with agents in the field. She will also be responsible for the creation and distribution of internet marketing materials, website marketing and conference organization.

NE Sinai Hospital Alzheimer’s Clinic

If you have a friend or loved one with Alzheimer’s disease, you may know there are common behavior problems associated with this illness. But do you know the three stages of Alzheimer’s, and that they can overlap? “The Stages of Alzheimer’s Disease and What to Expect” will be the topic presented by Sinai’s Deborah Ribak, LSW, on Thursday, September 13, 2007 from 4:00 to 5:30 pm at New England Sinai Hospital’s Alzheimer’s Adult Day Health Center. The program will begin with registration at 11:30 a.m. and will conclude with a reception at 5:00 p.m. This free event is designed for leaders from area non-profit and governmental agencies. The concurrent sessions, which begin following a light lunch at 12:00 noon, will offer advice in workforce development, media relations, environmental sustainability and performance based supervision. Presenters will include professionals from the master’s in public administration program at BSC as well as invited experts. Registration is required. For more information or to register, please contact Sharon Hines at shines@bridgew.edu or 508.531.1387.

Playground Built By Kids

In early August, more than 250 volunteers gathered to construct a brand new playground from start to finish all in one day. The playground was designed based on input from the children of the Boys & Girls Club of Brockton and given to the KaBOOM!

Stoughton, located directly across the street from the hospital. The program is free and open to the public and offers caregivers a chance to socialize, share tips and take time out from caregiving. Free handouts will be available and a question and answer session will follow the talk.

For more information and to register, call Sinai’s Adult Day Health Program by Tuesday, September 11, 2007 at (781) 297-1375

Transition to Tomorrow Summit

Bridgewater State College is sponsoring a summit for public administrators in Southeastern Massachusetts on Thursday, September 13, 2007 in the Rondileau Campus Center. The program will begin with registration at 11:30 a.m. and will conclude with a reception at 5:00 p.m. This free event is designed for leaders from area non-profit and governmental agencies. The concurrent sessions, which begin following a light lunch at 12:00 noon, will offer advice in workforce development, media relations, environmental sustainability and performance based supervision. Presenters will include professionals from the master’s in public administration program at BSC as well as invited experts. Registration is required. For more information or to register, please contact Sharon Hines at shines@bridgew.edu or 508.531.1387.

Entrepreneurial Workshop

On Wednesday, September 19, SEED Corporation will present a free entrepreneurial workshop at the Holiday Inn, 700 Myles Standish Blvd., Taunton from 8:30am-4pm. Learn the fundamentals of planning, preparing for and financing your business, and how to learn and understand financial statements. Register by September 12. For more information, contact Tamarah Barao at 508.822.1020.

Wait Until You Meet Tiffany

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

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

Chamber Board member Pat Ciaramella of OCPC and Chamber President Christopher Cooney participated in a familiarization tour with the MBTA in July. The Greenbush Line through Hingham with service to Scituate, MA was the focus for the afternoon. The tour highlighted many aspects of rail service including station design, parking facilities, infrastructure components, inter-model operations and economic development.

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 2010 are Andrea Verizon, Susan Joss; Neighborhood Ciaramella; OCPC, Rick Colon; and Frank Briel; IKEA, Brenda Hunter; Frank Briel; IKEA, Brenda Hunter; Loretta Degrazia; East Coast Petroleum and John Holiver; Caritas Good Samaritan Medical Center.

Nominated to serve a one-year term in the Class of 2008 are Rick Colon; and Andrea Papadopoulos; Arista Associates.

Nominated to serve a two-year term in the Class of 2009 are John Holiver; Caritas Good Samaritan Medical Center.

New Markets Leveraged Loan Fund

MassDevelopment has launched a new financing program called the New Markets Leveraged Loan Fund. This fund will support business growth and job creation in areas of the state identified by federal mandate as low-income census tracts. The New Markets program draws on funds allocated to MassDevelopment by the U.S. Department of Treasury’s New Markets Tax Credit program, created to attract capital from the private sector to low income communities through tax credit incentives. MassDevelopment is one of only five outlets in the Commonwealth with access to this program, issuing loans that range from $50,000 to $2 million.

29 South Canal LLC used a $1.2 million New Markets loan to finance the renovation of an 80,000-square-foot mill building in Lawrence. The new facility, named the South Canal International Business Center, now serves as a trade center and base of development for international companies interested in opening manufacturing or sales facilities in the United States. The improvements allowed the Center to accommodate 20 additional companies and will bring more than 30 new jobs to the area in the first two years.

MassDevelopment is committed to helping your business grow by providing financing solutions that fit your needs. We have regional offices located throughout the state; in Devens, Fall River, Lowell, Springfield and Worcester. Please call us at 1-800-445-8030, or visit massdevelopment.com for more information about the New Markets Leveraged Loan Fund and other MassDevelopment programs.
94th Annual Meeting and Business-to-Business Expo

Wednesday, November 14, 2007 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!

Sponsored by:

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 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 14, 2007.

The featured speaker will be Jass Stewart, founder of Invent Media Corp., and candidate for the 2007 mayoral election.

A graduate of Boston University, Stewart earned a Bachelor of Science in Communications and Literature and a Master’s degree in Educational Media. He also studied at MIT as a Senior Research Fellow in the Department of Urban Studies and Planning. Since college, Jass Stewart has served in key media outreach positions for major multimillion-dollar national and international media outreach efforts.

Also speaking will be Geoff O’Hara from the U.S. Chamber of Commerce.

If you would like to attend this meeting and have the opportunity to hear from and speak to Jass Stewart, candidate for mayor, please contact the Chamber at 508.586.0500 ext. 221.

Legislative Reception, Continued From Page 1

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 Kim at 508.586.0500 ext. 231. This event is $5 for members and $10 for non-members.

Pre-registration is necessary.

Good Morning Metro South, Continued From Page 1

As always, the GMMS breakfast program is a great networking opportunity. Guests are encouraged to stay for informal networking immediately following the program. Register by calling Kim at 508.586.0500 ext. 231. The cost is $20 for members and $25 for non-members.

Patty Joe’s Po-Boy Cafe Open For Business

Patty Joe’s Po-Boy Cafe

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 Featured Speaker will be announced at a later date. Cost: $41 members, $55 non-members. Call Kim Bewsher at 508.586.0500 x 231 for tickets and info.

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 over three hundred business people throughout the Metro South region. Designed to be a personal table top expo, presenters will be provided with meaningful opportunities to promote their company to prospect after prospect. It is the right place, the right time, and the right audience.

The cost of a booth is $309 for members. Call before October 14 and receive the discounted price of $259. In previous years, the Chamber’s response to this opportunity has been very strong. Since space is limited, registrations are on a first come, first served basis. To reserve your booth space, and for sponsorship opportunities, call Kim Bewsher, at 508.586.0500 ext. 231.

Patty Joe’s Po-Boy Cafe

Patty Joe’s Po-Boy Cafe

Patricia (Patty) McKenna and Arthur “Joe” McKenna, Owners of Patty Joe’s Po-Boy Cafe stand outside their cafe located on 1209 Bedford Street, Abington. For more information call 781-878-0855

Thanks to our top prize Membership Drive Sponsor: Ducktours

Redeem this coupon at any Boston Duck Tour Booth to receive your discount.

ride & save!
ON BOSTON DUCK TOURS
$2.00 off
PRESENT THIS COUPON TO RECEIVE $2 OFF ALL ADULTS, SENIORS, STUDENTS AND CHILDREN WEEKDAYS ONLY VALID UNTIL 11.27.07

Leading Businesses • Leading Communities
Join the Chamber of Commerce
Call 508.586.0500 x 225
Kim Bewsher Joins Chamber Staff

The Chamber is pleased to announce the addition of Kimberly Bewsher as Program Director at the Chamber. Kimberly will organize all of the chamber’s programming and events including the monthly Good Morning Metro South breakfast series and business after hours.

Prior to joining the staff of the Chamber, Kimberly was the Meetings & Education Coordinator for the Home Care Alliance (HCA) of MA in Boston. There she organized an impressive range of educational programs for HCA members. Kimberly’s past experience also includes trade show management for many industry leading expositions around the country, as well as significant training in hospitality and meeting planning in Disney World. She holds a bachelor’s degree in Hospitality/Tourism from Lasell College in Newton, MA.

Feel free to contact Kimberly at 508.586.0500 ext. 231 or via e-mail at KBewsher@metrosouthchamber.com for information on any of the Chamber’s upcoming events.

Join the Team!

The next Ambassador Team meetings will meet on September 5 and October 3 from 8-9 am at the Metro South Chamber of Commerce.

The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, and member-to-member support, increasing awareness and promoting active participation in Chamber programs and services. Presently, there are over twenty business professionals on the Ambassador Team.

To become an Ambassador, contact Eddie at 508.586.0500 x225.

Last Chance to Advertise- Book For Business

Don’t miss your last opportunity to place a 2008 Book For Business Advertisement. The book is distributed to all chamber members, real estate offices, town offices, colleges, hotels and families interested in relocating to the area. 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.

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.

Some Businesses have already taken advantage of this opportunity including Advanced Business Concepts, Inc., Old Colony Elderly Services, Modern Auto Body, and Boufides Insurance Agency.

Please see www.metrosouthchamber.com/pdf/adexamples.pdf for examples of past ads created. Call Alison at 508.586.0500 x 222 or email avan dam@metrosouthchamber.com for more information and for ad rates.

Business Email Update Now Available

The Chamber eUpdate has been redesigned, both in look and in content. Sign up for the Chamber’s eUpdate and stay up-to-date on Chamber events and updates, local business news, and community and Chamber member events.

Many new features have been added to the eUpdate. One new section is the weekly question. Email your answer to the Chamber and gain free publicity by including contact information and a short description of your company.

The Chamber is also now offering sponsorship and advertising opportunities in the eUpdate. Place a special discount or coupon on the page and see a boost in sales and company recognition. The eUpdate currently has 700+ subscribers and continues to grow.

In addition, the list of community events has been expanded to include information on all things going on in Brockton. Find information on museum exhibits, fairs and attractions, and the Brockton ROX baseball games.

Got a New Product Idea? If the answer is “yes” and you’d like to do something about it, you will not want to miss this exciting new course. Designed for individuals and companies who want to innovate more effectively and on a budget, this is your chance to find the information and the resources you need to move successfully from the drawing board to the marketplace - regardless of prior experience. Areas of concentration include:

- Project planning/product evaluation
- Conducting market research
- Searching for prior art & the competition
- Getting customer & consumer feedback
- Proving/developing your product
- Protecting your proprietary ideas
- Choosing the best path to market
- Preparing prototypes/presentations
- Getting to decision makers/marketing
- Creative business planning
- Negotiating contracts that work
- Finding local resources and allies.

This is an eight-session course presented by Elizabeth M. Pierotti, inventor, educator, and author of “The Inventing Life” along with guest experts in many fields.

Dates: Tuesdays & Thursdays, Oct. 2 through Oct. 25, 6:00 p.m.-8:00 p.m.
Location: Advanced Technology & Manufacturing Center, 151 Martine Street, Fall River, MA.
Fee: $425 per attendee (includes the “The Inventing Life” book plus class).

To REGISTER: Call Colleen Powers (508) 910-9823 or E-MAIL: cpowers@umassd.edu

New Chamber Program Added: Longstanding Member Recognition

Members will be recognized for the anniversary of their memberships. Acknowledgement will be in the form of certificates, recognition at events, and renewals in the Action Report. See page 10.
Chamber Sponsors Higher Ed Meeting

More than forty business and community leaders met in July to discuss collaboration among and between higher education entities from throughout the region. Recent survey findings pointed to the increasing need and desire for additional higher education programs including degree completion, master degree level and certification programs. The group is beginning to offer classes in Brockton and would like to grow the number of classes offered in response to the recent survey findings. In addition, a progress report was outlined regarding additional English classes being offered throughout the region. Look for classes beginning in October.

USS Dogfish Attracts Many to Brockton

U.S. Navy veterans who served aboard the USS Dogfish (SS-350) will hold their 13th reunion in Brockton from September 5-9. The Dogfish was put in commission in 1946 during World War II. Few realize that the Submarine forces suffered the highest percentage of loss of any of our armed forces. Read more about the Dogfish at http://www.dogfish.com

Pictured to the right: Hank Saunders, Reunion Chairman and Veteran of the U.S. Navy aboard the submarine during the Cold War.

Consumers Favor Chamber Members

A new national study reveals that membership in a local chamber of commerce can significantly boost a business’s image among consumers, as well as among other businesses. In a scientific survey of 2000 U.S. adults, The Shapiro Group, and Atlanta-based strategic consulting firm, found positive perceptions of chamber members in a number of area, including overall favorability, consumer awareness and reputation, and likelihood of future patronage.

The study, commissioned by the American Chamber of Commerce Executives (ACCE) showed that when respondents were told that a particular small business was a member of a local chamber, they were 44 percent more likely to rate it favorable than study respondents who were not told of the chamber affiliation. Respondents were also 63 percent more likely to want to purchase goods or services from a small business that is a chamber member.

“We discovered that informing someone about a company’s chamber membership opens the door to substantial increases in positive perceptions of that business,” said Alex Trouteaud, Ph.D., senior strategist for The Shapiro Group. “There clearly is a feeling by our respondents that chamber membership is synonymous with quality and desirability.”

The positive impact of perceived chamber membership is felt by big businesses, too. For example, when consumers believed that a restaurant chain was a member of the local chamber of commerce, they were 40 percent more likely to eat at the franchise in the future. And if a consumer believed that one of the major automobile manufacturers was a member of its local chamber, that a consumer was 9 percent more likely to consider purchasing his or her next car from that automaker.

“Join your local chamber, be an active participant in your chamber’s programs and be sure to let your customers and prospects know you’re a proud chamber supporter when they come in your business and when they see your marketing material.” said Jim Blasingame, small business expert and president of Small Business Network, Inc.

J. mac Holladay, CEO of Market Street Services, an economic development consulting firm based in Atlanta that helped create the study, said, “It is refreshing to learn what we have suspected for years -- that chamber membership and community involvement are good investments.”

National Study Findings:

- Consumers are 44% more likely to think favorable about a business that is a chamber member.
- Consumers are 51% more likely to be highly aware of a business that is a chamber member and 57% more likely to think positively of its local reputation.
- Consumers are 63% more likely to buy goods and services in the future from a company they believe is a member of a local chamber.
- When business decision-makers believe that a business is a chamber member, they are 37% more likely to think favorably of the business, 51% more likely to be highly aware of it, 58% more likely to think positively of its local reputation, and 59% more likely to buy goods and services from it.
- 82% of respondents believe that the local chamber of commerce helps create jobs and promotes local economic development.

For the full study of findings, see the ACCE website, www.acce.org/chamberstudy.aspx

Kool Smiles Ribbon Cutting

Kool Smiles, which currently has 34 offices across the U.S., has opened a new office at 715-9A Crescent Street, Brockton. Kool Smiles delivers fun, caring dental service to patients while providing convenience, comfort and peace of mind for patient’s parents. For more information, or to schedule an appointment, please call 508-894-0112.

Trinity Catholic Academy

St. Edward’s, Sacred Heart, and St. Casimir Catholic Schools in Brockton are being organized into a large regional school with two campuses that will serve students throughout the area. The school will have the resources of a public school, with the discipline of the Catholic community. Leaders in other communities are studying ways to incorporate the Brockton model into their own communities.

In accordance with the 2010 Initiative, the reorganization was funded through grants, donations, and in-kind services.

Trinity Catholic Academy will have more than 500 students. Grades k-3 will be at the former St. Edward’s School building. Grades 4-8 will be at he former St. Coleman’s School building. Tuition will be $3,000 each year and $4,000 for the pre-k program.

Trinity Catholic Academy, located at 37 Erie Avenue, Brockton, is set to open on September 10 under the slogan “A New Catholic School, A New Vision.” The initiative represents over an 11 million dollar investment in Brockton.
Summer Sunday In The Park

A Successful Summer Sunday in the Park brought a large crowd to D.W. Field Park in Brockton. The event, sponsored by Harbor One consisted of entertainment, food and merchandise booths and hay rides.

TD Banknorth To Host Networking Event

The next Business After Hours will be held at TD Banknorth in Easton on Wednesday, October 24. This is a great way to make business contacts in a casual setting. Exposure for your business is your competitive edge, so bring plenty of business cards! The event is $5 for members and $10 for non-members.

To register, call 508.586.0500 x 231

Kitchen Sales Proud Member of Chamber

Kitchen Sales is your stop for quality Kitchen Design and service. The business has been in operation over 30 years and employs 22 workers. The showroom, which is open 7 days a week, consists of 50 kitchen and vanity displays. Call 508-588-1234 or see www.kitchensales.com for more information. Kitchen Sales is located on 60 Manley Street, West Bridgewater, MA.

RENEWING Members Thank You!

1666 Liquors
A+ Tutoring
A1 Affordable Towing & Repair
Ace Surgical Supply Company
American Business Connection
Barnard Construction
Beals and Thomas, Inc.
Bobs Auto Body
Boston Celtics
Brockton Community Access (BCA)
Brockton Public Library
Cameron's On The Green
Cardinal Spellman High School
CareerWorks/UMDI
Carolyn Reis, Realtor
Changing Directions Counseling
Cingular Wireless
City of Brockton
Coloniy House Skilled Nursing and Rehabilitation Ctr
Council on Aging
Country Club of Halifax
Country Inn & Suites
Creative Cuts
CRTR Inc.
Edwards Movers, Inc.
Employee Assistance Program, Inc.
Gina Kinsella's Dance Studio
Gourmet Cafe
Hair It Is!
Heights Crossing
Holiday Inn Boston-Brockton
Kevin W. O'Neill Plumbing
Kitchen Sales, Inc.
Senior Connection Center
Ms. Ann Brito
403 Main Street
Brockton, MA 02301
508-638-4002
Adult Supportive Day Care
Storage Pros Self Storage
Ms. Kathy MacDonald
145 Campanelli Industrial Drive
Brockton, MA 02301
508-584-4800
Storage
True Electrolysis
Ms. Judith Ultimo
567 Pleasant Street
Brockton, MA 02302
508-383-8332
Hair Removal

Thanks to those members celebrating membership milestones this month

5 Year Members:
St. Joseph Manor Health Care, Inc.
Effective Logistics

10 Year Member:
Lyne Laboratories, Inc.

25 Year Member:
Maver Memorials, Inc.
Chamber Helps You Score With The Celtics

The Chamber and the Celtics are teaming up to offer some exciting programs this basketball season. For more information contact the Chamber at 508.586.0500 ext 221, or email ttdalton@celtics.com.

Jim Davis, Group Sales Manager, Boston Celtics and Ted Dalton, Director of Corporate Partnerships and Business Development, Boston Celtics.

A Pleasant Piano Experience In Stoughton

Fall is the perfect time to begin your child on piano lessons. Come to Pleasant Street Piano for professional instruction.

Pleasant Street Piano also sells a variety of grande, upright and digital pianos aimed for the family market. The showrooms, consistent with being a former residence allows buyers to envision how the instrument will look in a home setting.

Charlie Savage and Joanna Lang, Owners of Pleasant Street Piano, stand next to the trademark pink piano in front of their store/studio.

Library Re-Opens in Brockton

The East Branch Brockton Library has re-opened after a long renovation. Changes include new carpeting, furniture and a paint job. The library now has 6 new computers with internet access available for use, a large selection of DVD's and a new story room. The meeting room (pictured on the left) has undergone major renovations and is open to the public for rental.

The library is located on 54 Kingman Street. For more information please call 508-580-7892.

Lt. Governor Tim Murray Visits Brockton

Over sixty business and community leaders met with Lieutenant Governor Tim Murray on Friday August 10th to discuss issues important to the future of Brockton and the entire Metro South region. Economic development incentives, transportation, housing and job training were all discussed. The meeting was held at the Shaw’s Center before a Brockton Rox Game. Following the meeting, the Lieutenant Governor threw out the first pitch of the game. The Lieutenant Governor acknowledged the many similarities between Worcester where he served as Mayor and the city of Brockton. He pledged to support Brockton in the city’s many economic development initiatives.

(L to R) Former Mayor of Brockton, Jack Yunits, Current Mayor of Brockton, James Harrington, and Lt. Governor Timothy Murray

Ready, Set, Grow! Workshops

This workshop will help you gain a better understanding of the various SBA programs and services that are available to prospective or current entrepreneurs who need assistance in starting or expanding their businesses. General information will be provided on the following programs and services:

- Service Corps of Retired Executives (SCORE)
- Small Business Development Centers (SBDC)
- Business Resource Centers
- SBA Guaranty Loan Programs: 7(a), Micro Loans, Express & 504's
- Government Contracting Opportunities: 8(a) business Development, HUBZones (Historically Underutilized Business Zones), Small Disadvantaged Business, and Surety Bonding
- Disaster Assistance

All SBA programs are extended to the public on a non-discriminatory basis. Handicapped Accessible.

Workshop Dates: Wednesday:
September 19
November 14
October 17
December 12

Time: 2:00 p.m. until 4:00 p.m.
RSVP: 508-513-3400
Location: Career Works
34 School St., Brockton

FW Webb Opens New Building

FW Webb Company
Industrial Boulevard, Brockton
BECOME A SEASON TICKET HOLDER!

Registering for events has never been easier.

Good Morning Metro South (GMMS)
Includes 8 breakfast programs and “A Taste of Metro South”

<table>
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<th>Regular Payments</th>
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Human Resource Management Council (HRMC)
Includes 4 breakfast programs and one half-day seminar

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<tbody>
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<td>$139</td>
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Company Name: ________________________________
Name: ____________________________ Preferred Name (for nametag) ________________
Name: ____________________________ Preferred Name (for nametag) ________________
Phone: ______________________ Fax: ___________________________
E-mail: __________________________
Number of GMMS Seats (unlimited) ___________ x $146.00= ___________________________ (total amount)
Number of HRMC Seats (unlimited) ___________ x $139.00= ___________________________ (total amount)

IMPACT.
It takes the right tools to start - or grow - a business.
And it takes customers to keep business growing.
The Metro South Chamber of Commerce builds strong businesses and communities by connecting you to new customers and suppliers, as well as to those who influence the local economy and quality of life. You’ll get the tools and resources you need to grow and make a positive impact.
Access to the right tools. One more way the Chamber makes an impact.

Be a part of the
Metro South Chamber of Commerce
Leading Businesses. Leading Communities.
Call: 508.586.0500 or visit www.metrosouthchamber.com

BUSINESS EVENTS Planner

September 13
HRMC (Human Resource) Meeting
8 am
Holiday Inn-Brockton
195 Westgate Drive, Brockton
This is a great opportunity for Human Resource Managers and small business owners to sharpen their Human Resource skills.
Tickets: $18 members, $24 non-members
Please RSVP at 508.586.0500 ext. 231

September 14
Government Affairs Meeting
12 noon
Metro South Chamber of Commerce
60 School Street, Brockton
This meeting provides an opportunity for Chamber members to discuss issues and topics important to them and their elected officials.
Please RSVP at 508.586.0500 ext. 225

September 20
Good Morning Metro South
7:30 am - 9:00 am
Holiday Inn-Brockton
195 Westgate Drive, Brockton
This breakfast program provides an opportunity for Chamber members to network with other Chamber members and business owners in the region.
Tickets: $20 members, $25 non-members
Please RSVP at 508.586.0500 ext. 231

PREREGISTRATION IS NECESSARY. Individuals registering at the event will be charged a $5.00 late fee. For companies wishing to be billed there is a $3.00 billing charge.
Cancellations for all events must be received 24 hours in advance of the event, otherwise the company will be charged regardless of attendance.

Names of Persons Attending:

__________________________________________
Event:

Company:

Phone:

REMINDER: We accept VISA, MasterCard and AMEX for dues and special events!