

Actionreport

April 2007

Leading Businesses
Leading Communities



CHAMBER MISSION

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



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7:29 a.m. Breakfast To Feature Governor Deval Patrick *Health Care Reform Breakfast*

SPACE
LIMITED

April 26 • Massasoit Conference Center



Governor Deval Patrick

The legislative edition of the Good Morning Metro South breakfast program is scheduled for **Thursday, April 26**. Registration begins at 7:00 a.m. The program will begin promptly at 7:29 a.m. The event will be held at the **Massasoit Conference Center** on Crescent St. in Brockton.

Governor Deval Patrick will be the featured speaker.

Governor Patrick brings to the Governor's office a broad range of leadership experience at the top levels of business, government, and non-profits. From an early age, he has built his life on hope, and traced

a trajectory from the South Side of Chicago to the U.S. Justice Department, Fortune 500 boardrooms, and now the Massachusetts Statehouse.

After graduating from Milton Academy, Governor Patrick went on to Harvard, the first in his family to attend college. He received his degree, with honors, in 1978 and spent a post-graduate year working on a United Nations youth training project in the Darfur region of Sudan. He returned to Cambridge to attend Harvard Law School in the fall of 1979.

Following law school, Governor Patrick served as a law clerk to a federal appellate judge before joining the NAACP Legal Defense and

Article continued to page 9

April 5 at Stonehill College ~
8:00 - 10:00 a.m.

If you are in business in Massachusetts, this breakfast meeting is for you. The topic is the newly mandated health care coverage law. It impacts every business in Massachusetts. The meeting



Martha M. Walz

Eric Dahlberg
of The
Massachusetts
Connector
to Present

will take place on Thursday, **April 5** at Martin Institute, Stonehill College in N. Easton.

The featured speaker is Representative Martha M. Walz. Representative Walz is serving her second term in the Massachusetts House of Representatives, representing the Back Bay, Beacon Hill, and the West End in Boston and Cambridgeport, Area 4,

Continued on page 8



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Small Business & Entrepreneur Awards Luncheon



Pam Berrigan, Carousel
Fun Center, Whitman

The Metro South Small Business Awards luncheon is scheduled for Wednesday, **May 16** at **The Shaw's Center** from 12:00 - 1:30 pm. The Metro South Chamber of Commerce and Bank of America Small Business Services have joined forces to recognize small business achievements and their

economic impact on the region.

As always, the Metro South Small Business Awards luncheon is a great networking opportunity. Business Workshops and over 30 businesses will be featured at the Business 1st EXPO.

Pre-registration is required and easy. To register or for further information call the Chamber at 508.586.0500 ext 221.

Related articles on page 2 & 8

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Brockton Among "Hottest" Cities

-Boston Globe, 3/07

New Housing
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Nominations Due Small Business of the Year • Entrepreneur of the Year

The Metro South Chamber of Commerce and Bank of America Small Business Services are joining forces to

recognize the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region. All members are invited to participate in the selection process to name the 16th Annual Small Business of the Year and Entrepreneur of the Year award winners. "Small businesses are the backbone of our local economy. Each year, we are proud to turn a special spotlight on small businesses and their valuable contribution to our community," said Christopher Cooney, President and CEO of the Metro South Chamber. "We look forward to receiving your nominations."

Nominating is easy...

You may nominate your own business or any other business you deem worthy (maximum of one nomination

per category). Submit a summary of your reasons for the nomination, based on the criteria listed below. Call or fax



2006 Small Business of the Year Award Recipients Edward and Cindy Byer of Cindy's Kitchen.

the Chamber office for nomination forms. You may include any additional documentation that will help illustrate why the business is deserving of the award. Nominees do not need to be members of the Chamber. Nominees must be a for-profit business.

Criteria...

Employment/Staying

Power. The Small Business of the Year nominee must have been in business for a minimum of three consecutive years under the current ownership, and have less than 50 full-time equivalent employees. The Entrepreneur of the Year nominee must have been in business less than three years, and have fewer than 10 full-time equivalent employees.

Growth. The nominee should demonstrate growth in employees, revenues, and profitability.

Innovation. The firm should demonstrate creativity and imagination in the development of its business or in its product or service.

Social Responsibility. Nominees should reflect internal and external social responsibility, which may include one or more of the following points: strong, comprehensive employee relations programs; efforts by the company and its staff to aid or benefit the community through personal involvement and/or donations of other company resources; efforts to encourage diversity in its workforce and management; activity in the business community through involvement in industry or professional organizations; and development of other programs relating to social and community betterment.



2006 Entrepreneur of the Year Award Recipient Rob Peters of Rob Peters Entertainment.

Nominations are due by Monday, April 9. Call the Chamber office at 508-586-0500 ext 231 to request an easy-to-complete nomination form. Winners will be selected by the Chamber's Award Selection Committee and will be announced at a special awards program in May. Award recipients will receive an engraved plaque and extensive promotion honoring their business and achievements.

Prior Small Business of the Year Recipients

- 2006 Cindy's Kitchen
- 2005 Northeast Wholesale Nail & Fastener Supply Company
- 2004 Dupliron, Inc.
- 2003 Modern Auto Body
- 2002 United Furniture, Inc.
- 2001 Robert Sharkansky & Company, CPA

Prior Entrepreneur of the Year Recipients

- 2006 Rob Peters of Rob Peters Entertainment
- 2005 Jeffrey Chrzanowski of Spark Street Autobody
- 2004 Charles Bernard of The DJ Experience
- 2003 James Messinger of The Crazy Chefs Caterers
- 2002 Jerome Offutt of Top Quality Staffing
- 2001 Randy Yanoff of Eye of the Tiger Karate



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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.

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Kerrie Blake Program Director x 231	Kerry Sullivan Finance x 230
Christopher Cooney President and CEO x 223	Eddie Terrenzi Membership and Public Relations x 225
Ellen Moore Design Communications x 222	



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.

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

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

Networking at Events

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

APRIL Calendar

4	Ambassador Meeting	8:00 am
5	Special Health Care Reform Breakfast <i>Stonehill College, 320 Washington Street, No. Easton</i>	8:00-10:00 am
12	Business After Hours <i>New England Sinai, 150 York Street, Stoughton</i>	5:30 pm
16	Patriot's Day - Chamber Closed	
26	Legislative Breakfast with Governor Deval Patrick <i>Massasoit Conference Center, Rt. 27, Brockton</i>	7:00 am
Coming up		
May		
1-3	Membership Drive	7:30 am
10	Executive Committee	3:00 pm
10	Business After Hours <i>HarborOne Credit Union, Brockton</i>	5:30 pm
11	Government Affairs	12:00 pm
16	Business First Expo <i>The Shaw's Center, One Feinberg Way, Brockton</i>	11:00 am - 3:00 pm
16	Small Business Awards Luncheon <i>The Shaw's Center, One Feinberg Way, Brockton</i>	12:00 - 1:15 pm
28	Chamber Closed - Memorial Day	
30	Board Meeting	12:00 pm

Save the date

June		
1	Visit by Massachusetts Secretary of Economic Development and Housing Daniel O'Connell	9:30 am
6	Ambassador Meeting	8:00 am
14	ATHENA Award Breakfast <i>Holiday Inn, 195 Westgate Drive, Brockton</i>	7:30 am
22	Government Affairs	12:00 pm

GOODNews

Celebrate the great things going on!

SMALL BUSINESS SPACE

Available at Chamber

Call 508-586-0500 x221

Free Marketing Proposal Offered

Kendy Delva owner of "VBC Marketing Solutions LLC" talks about the latest affordable marketing innovation for professionals and business owners: The Video Business Car, a combination of the personal video message, the direct link to a website, and email, and a printable brochure; all on a business



Eddie Terrenzi of The Metro South Chamber of Commerce and Kendy Delva of VBC Solutions

card-size disk. For more information or to request a free marketing proposal visit www.vbcsolutions.com or call 508-360-3969.

Nehemiah House Completed

Brockton Interfaith Community/ Nehemiah is proud to announce that the first Nehemiah House in New England at 514 Warren Ave., Brockton is completed and occupied. Three



The first Nehemiah home in New England

additional houses will be completed this spring/summer and four more sites are scheduled to begin this year. This endeavor is accomplished with the assistance of the Mayor's office, the City council, the Brockton Housing Partnership (a consortium of 13 local banks), and the Brockton Housing Authority.

Davis Named New Manager

Bridgewater Savings Bank has assigned Debra Davis to manage the Bank's Bridgewater Center branch office.

Mrs. Davis has over 12 years experience at Bridgewater Savings and over 17 years of experience in the banking industry.

Mrs. Davis is also an active member of her Middleboro community.



Debra Davis

Free Workshops Offered

Attorney Patricia Bloom-McDonald will be the guest speaker on a panel made up of senior specialists. These free workshops will focus on methods of "Aging in Place." Discussions to cover topics on how retired individual(s) can be assured of receiving their full spectrum of choices and all resources offered by and in the community. This panel will offer suggestions on how to make the home safer for retirement and aging. The workshops run April 19-June 16 at vari-

ous times and locations. Please call for more details and/or reservations: 1-781-341-0099 or email to Attorney Patricia Bloom-McDonald at: McBloomLaw@McBloomLaw.com.

Reynolds Named Director

Brockton Hospital announced the appointment of Kimberly Reynolds as Director of Ambulatory Care Services. In this role, Ms. Reynolds will oversee Brockton Hospital's Outpatient Care Center which provides local patients the region's only ambulatory care center designed to offer both primary and specialty care.

Ms. Reynolds brings over ten years of healthcare operations experience to Brockton Hospital. Ms. Reynolds earned her Bachelor of Science at the State University of New York Institute of Technology in Utica, NY. She also earned a Masters in Public Administration from the State University of New York at Brockport in New York.

Health Education Program Offered

Caritas Good Samaritan Medical Center continues its community health education series with a program on Chi as a health agent. Title: "Chi As A Healing Agent" Instructor: Michael Showstack, Sifu Instructor Location: J. Joseph Moakley Conference Center, Caritas Good Samaritan Medical Center, 235 North Pearl St., Brockton

Time: 6:30-8:30 p.m.

Date: Monday, April 16, 2007

Fee: Free

Registration required 508-427-3547

Michael Showstack is a Sifu instructor at Wu Li Academy in East Bridgewater. He will present participants with an introduction to the concept of Chi, review the history of Chi Kung, review the history of Tai Chi and lead group participation in Chi Kung and Tai Chi. Those attending need to wear comfortable clothing. Registration is limited.

Special Drop-in Days at The Children's Museum in Easton!

Come in during one of the Drop-in days at The Children's



The Children's Museum in Easton

Museum in Easton – Tuesdays in March, April and May! Join us for an hour of fun as we welcome spring! These activities run from 10:15-11:15am, and are free with admission to the Museum. Registration is not necessary.

For more information, check our website www.childrensmuseum-mineaston.org or call (508) 230-3789.

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Jack Conway & Co. Walk for Hospice

Fourteen members of the Jack Conway & Co. Real Estate Firm of Norwell were among the more than 2,500 people who awoke early on Saturday, March 3 and helped raise almost \$250,000 in the 16th annual



Front row L to R: Margaret Kelley, Jennifer Spadea-Keating, Mary McCready, Susan Conway, Dawn Stevens, and Julie Simmons. Back row L to R: Joyce Delgado, Diane Furness, Joe Kameese, Marie Battles, Toni Manning, and Jennifer Kern. Not pictured: Conway Team Leader Joyce Gerraughty, and Teri Nardini.

Walk for Hospice of the South Shore at South Shore Plaza in Braintree.

George Small to be Honored

The Stepping Out annual gala at Fairmont Copley Plaza Gala to support New England Sinai Hospital Foundation's annual fundraising program takes place on May 12, and will include a special tribute for the evening's honoree, George Small. Small, a resident of Sharon and Vice President of Accounting and Finance at Franklin Sports in Stoughton has been a longtime member of Sinai's Board of Directors and has served as chairman of the Board's Finance Committee. The program includes a reception and silent auction; a formal dinner and entertainment. Tickets are \$175 per person. For information call the Sinai Foundation at 781-297-1153.



George Small

Health Screening Programs Offered

Brockton Hospital and HarborOne Credit Union have announced a new partnership that will bring area residents blood pressure, cholesterol, and glucose screenings free of charge in area HarborOne branches.



Brockton Hospital Nurse Manager, Kate MacKinnon, RN, Brockton Hospital President Norman B. Goodman, HarborOne Credit Union President James W. Blake

Screenings will take place on Wednesdays from 11 am - 1 pm at HarborOne locations in Abington, Bridgewater, Brockton, Canton, Easton, Middleboro, Randolph and Raynham. A complete schedule is available online at www.brocktonhospital.org. All screenings are free and open to the public. No appointment is necessary.

Bank Donates to Old Colony YMCA

Rockland Trust announces its support of the Old Colony YMCA 2007 Strong Kids Campaign. The Old Colony YMCA is a non-profit organization dedicated to building strong kids through value-based programs that teach healthy habits for a lifetime. All funds raised by the Strong Kids campaign goes directly to providing assistance to families who are in need.



Old Colony YMCA President and CEO Vincent Marturano accepts \$25,000 donation from Rockland Trust President and CEO Christopher Oddleifson.

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-Rosemary McLaughlin, Executive Director

Marina Bay Skilled Nursing and Rehabilitation Center, Quincy, MA



To learn more about our Trainings, or to find out how we can help you apply for funding through the Extended Care Career Ladder Initiative (ECCL) or Workforce Training Grants
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Brockton/South Shore area: **Louise Howard** at ext. 1302
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STEPPING OUT FOR HOSPICE

Old Colony Hospice

CHOOSE A 2 OR 4-MILE WALK
THROUGH SCENIC STONEHILL CAMPUS

9TH MEMORIAL WALK**SUNDAY, APRIL 22, 2007**

Registration at 11:00am • Walk Begins at Noon

STONEHILL COLLEGE, EASTON, MA

For more information call Linda Werman at 781-341-4145

Or visit us on the web at www.oldcolonyhospice.orgNew this year - on-line registration - www.firstgiving.com/och

WALK INDIVIDUALLY OR PUT A TEAM TOGETHER
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Randolph Police Association
Stop & Shop Companies
The Patriot Ledger

Conference Center Hosts April "After Hours"



Sinai New England Sinai Hospital

Join us for food and fun while meeting and greeting fellow business professionals. The Brenner Conference Center at New England Sinai, 150 York Street, Stoughton, will host a **Business After Hours**, Thursday,

April 12 from 5:30 - 7:30 pm. This is a great way to make business contacts in a casual setting. Exposure for your business is your competitive edge, so bring plenty of business cards. The event is \$5 for members and \$10 for non-members. To register, please call 508.586.0500 ext 221.

3rd Annual "Keep Brockton Beautiful" Day

Mayor James Harrington in conjunction with the Brockton City Council, Brockton DPW, the Metro South Chamber of Commerce and Brockton 21st Century Corporation will hold the 3rd Annual "Keep Brockton Beautiful" Day on Saturday, April 21 from 9 - 12.

Registration is at 9 am at Heights Crossing in Brockton. Individuals and teams are encouraged to participate. A BBQ hosted by and at Heights Crossing will be held for volunteers after the event. For more information call Janice Fitzgerald at 508-580-7123.

Insurance Partnership Income Ceiling Increased

The income ceilings for the Insurance Partnership, the state and federally funded program that helps small business (including the self-employed) and their qualified workers pay for company-sponsored health insurance have been increased. Effective April 1, 2007 income eligibility requirements are now:

Family Income Ceilings*

Family size	Maximum Family Income
1	\$30,636
2	\$41,076
3	\$51,516
4	\$61,956
5	\$72,396

The Insurance Partnership
From the Commonwealth of Massachusetts



* Each additional dependent please add \$10,440.

* Effective April 1, 2007 through March 31, 2008

Self-employed individuals are based upon adjusted gross family income.

If qualified for the Insurance Partnership both the business and employee receive assistance paying for their company-sponsored health insurance. Businesses can receive up to \$1,000 per year for each eligible employee, while the employee's monthly premiums can be reduced to as little as \$27 per month depending on their income level. With this assistance, health insurance becomes much more affordable for the business and the employee.

www.insurancepartnership.org

Earned Income Tax Credit Program Returns

FREE Tax Preparation Available! Main Public Library, 304 Main St., Brockton - Mon. & Tues., 4 - 7pm / Sat., 10 am - 1pm January 20 - April 14. You are eligible if you have: More than one child and earn \$38,348 or less; One child and earn \$34,001 or less; No children and earn \$14,120 or less. Non-resident aliens are eligible if married to a U.S. citizen or resident alien. Bring with you: ALL W-2 or 1099 forms. Social Security card for yourself, your spouse and your children. **Call 508.580.7890 for more information.**

Career Day at Shaw's Center

April 25th
9 - 11:30

The Enterprise Newspaper In Education (NIE) program is proud to announce its 10th Annual Career Day sponsored by The Brockton ROX and The Shaw's Center, in collaboration with the Rotary Club of Brockton, Community and Schools for Career Success (CS2), and the Brockton Area Workforce Investment Board. This event will be held on Wednesday, April 25th at The Shaw's Center in Brockton from 9-11:30.

This initiative is designed as an opportunity to build stronger connections between schools and the community. By connecting schools with area businesses, students can see the meaning and relevance of what they are learning in school, invigorating the school culture and the classroom, while they begin to consider their potential careers.

Businesses and/or High Schools wishing information on participation can contact Cheryl Showstack, Educational Outreach Manager at 508-427-4010.

Nominations for ATHENA Award Now Being Accepted

The Metro South Chamber of Commerce and Sovereign Bank are pleased to announce the 2007 ATHENA Awards program. The program was created in 1982 and has expanded to over 350 cities in the United States, Russia, and Canada. It is presented in the form of a hand-cast bronze sculpture, symbolizing the strength, courage and wisdom of the recipient.

The Metro South Chamber of Commerce believes in the values underlying the ATHENA Foundation's philosophy of incorporating the talents and expertise of women into the leadership of our businesses, our communities, and our government. The spirit of the ATHENA Program is captured in



Loretta DeGrazia,
2006 ATHENA Award Recipient

the following quotation from Plato: "What is honored in a country will be cultivated there." By honoring exceptional leaders, others will be encouraged to excel.

On Thursday, June 14, the Metro South Chamber of Commerce will present the ATHENA Award to an exceptional individual who has achieved excellence in his/her business or profession, has served the

community in a meaningful way, and has assisted women in reaching their full leadership potential.

To nominate an individual, please contact Kerrie Blake at 508.586.0500 ext 231. An ATHENA Award nomination form will be mailed upon request. **Nominations are due by Friday, May 4.**

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Shelley Tierney
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Be a part of this year's walk and you can make a difference in the fight against cancer.

Last year, some 10,000 walkers raised nearly \$272,000 for cancer programs at Brockton Hospital and cancer services supported by the Chrystine M. Sullivan Foundation.



SUNDAY, MAY 6

Rain or Shine!

Walk Starts at Brockton High School 8 am – 10 am

Walk Finale at Brockton Hospital Campus

Gala Celebration ☆ Cookout ☆ Fun ☆ Entertainment

*Put Your Passion to Work... Walk or Sponsor a Walker... Carry a Banner...
Wear Crazy Hats... Stand Up for a Cause... Create your own Webpage...
Honor a Loved One... Ask Friends to Support You... Meet People Like You...
Have Some Fun... Get Some Fresh Air... Represent Your Business...
Form a Team... Do Something Wonderful... Walk the Walk*

Need more information or want to volunteer?

Call 508-941-7078 or email Jennifer at jlynch@brocktonhospital.org

Visit brocktonhospital.org ☆ chrystinesullivan.com

The 8th Annual Champions Fighting Cancer Walk is sponsored by the Brockton Hospital Foundation and The Chrystine M. Sullivan Foundation. All proceeds will go toward the fight against cancer. Please help us. Thank you.

It's Open Enrollment Time for Health Insurance

This is an excellent opportunity for Chamber of Commerce members to review their benefit options, to make changes to their health coverage plans, and to enroll any eligible employee who may have previously waived coverage.

**Begins
April 1**

This open enrollment is also an opportunity to learn about the various products Health Services Administrators offers to members, such as health savings accounts (HSA) health plans; a new Health Reimbursement Account (HRA) arrangement, and a Flexible Spending Account (FSA) which provides a pre-tax benefit to both employers and employees.



**Health Services
Administrators**

If you are self-employed or a small business owner, this is also an opportunity to enroll in a health insurance program best suited to your business needs.

Health Services Administrators offers access to Harvard Pilgrim, Tufts and Delta Dental Insurance. For more information, or to answer any questions you may have, please call **Health Services Administrators** at the following toll free number: **1.877.777.4414**.

Business 1st EXPO - Space Limited

More than 30 businesses will be featured at the Metro South Business 1st EXPO. The EXPO is being held at **The Shaw's Center** in Brockton on Wednesday, **May 16**, from **11:00am - 3:00pm**. In

addition to connecting people to member businesses, the Metro South Business 1st EXPO will feature the 16th Annual Small



Business Awards luncheon and four Business Management workshops. This event is being sponsored by Bank of America and BlueCross/BlueShield.

For further information on purchasing an EXPO table or tickets to the Small Business Awards Luncheon, please call **Kerrie Blake** at **508.586.0500 ext 231**.



Noel Barbosa of The Community Bank at 2006 Expo



Stephanie Mancini of Old Colony YMCA at 2006 Expo

Health Care Breakfast *Continued from page 1*

and MIT in Cambridge. She serves on the Labor and Workforce Development, Education, and Judiciary Committees. Representative Walz is also the co-chair of the Caucus of Women Legislators.

Representative Walz is Of Counsel at the national employment law firm of Littler Mendelson. She advises and represents employers in a broad range of employment law matters, including discrimination and

harassment, wrongful termination, wage and hour law, workplace policies, employee discipline, and training.

Representative Walz holds a Masters in Public Administration from Harvard University's John F. Kennedy School of Government. She has a J.D. from New York University School of Law and a B.A. from Colgate Univ.

To pre-register call **508.586.0500 ext. 231**. The cost is \$20 for members and \$25 for non-members.

Related article on page 11

AMBASSADOR of the Quarter

The Metro South Chamber has named Bob Wisgirda, WXBR Radio AM 1460, as its Ambassador of the Quarter.

Bob's extensive professional career began in 1960 when he managed a family-owned Brockton pharmacy. He later continued in the pharmaceutical field by working at such places as Mallinckrodt Pharmaceutical, Medicine Man Pharmacy, and Medicine Man Medical Supply. Presently, Bob is the marketing specialist for WXBR Radio AM 1460 in Brockton. His educational background includes a Bachelor of Science degree in Pharmacy from the Massachusetts College of Pharmacy, continuing education courses in pharmacy, integrative medicine, forensic photographic sciences, pharmaceutical marketing, investment marketing, and retail advertising.

"Whether saving on utility services, health insurance, making new business contacts, or growing professionally, the resources the Metro South Chamber has to offer the region just keep on expanding. All a business has to do is get connected a few hours a month to really appreciate the Chamber's services and accomplishments. The Chamber is the best



Bob Wisgirda

investment in anyone's personal and business growth," says Bob Wisgirda on being a Chamber member.

Since joining the Chamber in 1982 and the Ambassador Team in 1999, Bob has done an incredible job volunteering for and promoting the Chamber. For example, he attends the monthly networking events, helps increase membership and participates on the Government Affairs committee. Along with volunteering for the Chamber, Bob is actively involved with community organizations such as the President of the Massachusetts Lions Club District 335, Lions International, Brockton

WXBR AM 1460 Library Association, D.W. Field Park Association, and the Brockton Symphony Orchestra. He is also a Brockton Emergency Management Media Advisor.

The Ambassador of the Quarter program highlights and rewards Ambassadors who go above and beyond in their duties as a member of the Ambassador Team. Each quarter, an outstanding Ambassador will be featured in the Action Report newsletter.

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. To participate on this committee, contact Eddie at the Chamber at 508-586-0500 x225.

Chamber Offers Small Business Space

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 on School Street in Brockton. Individual offices or multiple suites are available and range from \$450 - \$1,000 per month.

Some offices are furnished and all feature exposed brick walls and high speed internet access. Contact

the Chamber at **508.586.0500 ext. 221** for more information.



Conference space available

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 Willwork Inc., Exhibit Services
 Yankee Sprinkler Company



To Join the Chamber
 Call 508.586.0500
 Eddie Terrenzi x 225

Article continued from page 1

Education Fund. In 1986, he joined the Boston law firm of Hill & Barlow and was named partner in 1990.

In 1994, President Clinton appointed Governor Patrick Assistant Attorney General for Civil Rights.

Governor Patrick returned to private practice in 1997 with the Boston firm of Day, Berry & Howard.

He was hired by Texaco in 1999 to serve as Vice President and General Counsel leading the company's global legal affairs.

In 2001, Governor Patrick joined The Coca-Cola Company as Executive Vice President and General Counsel.

Governor Patrick has served on numerous charitable and corporate boards, as well as the Federal Election Reform Commission under Presidents Carter and Ford, and as Vice Chair of the Massachusetts Judicial Nominating Council by appointment of Governor Weld.

The Commonwealth's first African-American Governor, Deval Patrick came into office with a grassroots message of hope, commu-

nity and hard work. By focusing on transparency and inclusion, he hopes to increase accessibility to government and encourage the civic engagement so crucial to shared progress in education, health care, economic development and other issues.

Participants will also have the opportunity to interact with their local legislators and hear first hand about what is in store for the business community on Beacon Hill.

As always Good Morning Metro South is a great networking opportunity. Begin your day by joining other Chamber members for breakfast and networking at 7:00 a.m. Pre-registration is required and easy. To register or for further information call the Chamber at 508.586.0500 ext. 221 or by registering online at metrosouthchamber.com. The cost is \$20 for members and \$27 for non-members.



State Representative
David Flynn



State Representative
Thomas Calter



State Representative
Allen McCarthy

Thank you!
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 make this event a success.



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 • Metro South Chamber of Commerce • National
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 Dan Trout, The Community Bank
 Bob Wisgirda, WXHR Radio 1460 AM
 Moses Rodriguez, City of Brockton
 Michael Squatrito, YMCA
 Jenna Stephenson, Bridgewater State College

Chamber Welcomes Beckwith



Former Mayor Jack Yunits, Christine Karavites of Proteas Customized Consulting, Rick Colon of Verizon, Geoff Beckwith of Massachusetts Municipal Association, Senator Robert Creedon, and Christopher Cooney of the Metro South Chamber of Commerce

"Maintain the Momentum" Membership Drive Wrap-up/BAH

May 10, HarborOne Credit Union, 77 Oak Street, Brockton

The Metro South Chamber of Commerce will host a Business After Hours in conjunction with its annual Membership Drive Wrap-up on Thursday, May 10, 5:30-7:30 pm, at HarborOne Credit Union in Brockton.

During the Drive on May 1, 2, and 3, community and business leaders, currently benefiting from Chamber membership, will contact area

businesses with an invitation to join.

Drive volunteers will have the chance to win fabulous prizes from Chamber businesses which will be awarded at this event.

If you would like to attend the Business After Hours/Wrap-up on May 10 please contact the Chamber at 508-586-0500 ext.231.

"Taste" Draws Hundreds to Shaw's Center

The 2007 "A Taste of Metro South" entertained a crowd of over 750 people with food, music, and fun. The evening generated over \$2,000 for the Metro South Education Foundation.



Samantha Altern, Lori and Kelsey Gowell of Gowell's Candy



Kim Schoener of Texas Roadhouse



Dick Mandell of The Mandells



African Drum Band Khakatay from Bridgewater State College



Jeano's Restaurant serves fried pork & plantains.



Steve Parrott of Sparkfish



Edward Besozzi and Vicki Caira of EVS Nespresso



Ann Malley-Laneau of National Grid




Estela Valladares and Allison Leach of Starbucks



Manos Gregoriades of X & O Restaurant

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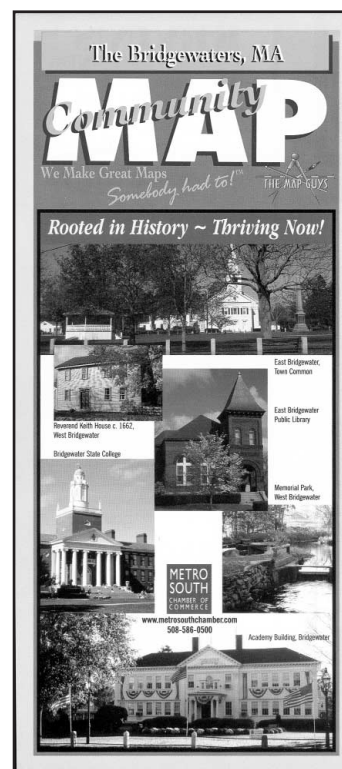
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BROCKTON, MA 02301
TEL: (508) 580-2211
FAX: (508) 427-1772

Starr Psychiatric Center - 529 Pearl St. Brockton 508-580-2211

Chamber Releases "Bridgewaters" Map



The Metro South Chamber of Commerce worked with The Map Guys, a specialty publication company, to produce this map representing Bridgewater, East Bridgewater and West Bridgewater. Local businesses placed ads in the piece. The maps are available free of charge at the Metro South Chamber of Commerce.

Government Affairs



Next Meeting:
April 26
Speaker:
Governor
Deval Patrick

The Government Affairs meeting will be held on April 26, at the Massasoit Conference Center, Route 27 in Brockton.

This unique Government Affairs meeting provides an opportunity for member businesses to discuss issues important to them with their elected officials.

If you would like to attend or receive further information about the Chamber's Government Affairs Committee, please contact the Chamber at 508. 586.0500 ext. 231. See related article on page 1

Mandatory Health Care-Is Your Business Ready?

By Laura Fogel, Sharkansky & Company LLP

Is your business ready for mandatory health care coverage in Massachusetts?

The Massachusetts Health Care Reform Act of 2006, which was enacted last year with great fanfare, was designed to provide health insurance coverage to nearly all Massachusetts residents. This landmark health care legislation was originally intended to take effect on July 1, 2007. Although deadlines imposed on individuals have been relaxed until 2009, employers need to be aware that some of the regulations which impact their businesses are still scheduled to take effect as originally intended over the next few months.

A new independent state agency, the Commonwealth Health Insurance Connector Authority, or simply the "Connector", was established to serve as a conduit between eligible individuals, small employers, and providers of health insurance. The Connector will make low cost health insurance policies available to employees and qualifying small businesses. The Connector can be directly connected via their website, www.mass.gov/connector, or toll-free at 1-877-MA-ENROLL.

Under the Act, all employers will be subject to new non-discrimination requirements concerning group health plans. With some small exceptions, it is now prohibited for employers to offer varying premium contributions and health plans to different classes of employees. All insurance contracts entered into on or after July 1, 2007 will be required to following these new non-discrimination rules.

Only Massachusetts businesses with more than 10 full-time equivalent employees will need to be concerned about the following new regulations. First, employers must establish a mandatory Internal Revenue Code Section 125 plan, otherwise known as a "cafeteria plan", by July 1, 2007. Cafeteria plans allow employees to purchase health insurance with pre-tax dollars. Employers who do not set up these plans may be subject to what is called the "free rider surcharge". If any of their employees (or their dependents)

receives free care services in a hospital, those employers could be charged for a portion of that care. Employers will also be required to file a copy of that plan with the Connector.

Second, penalties will be imposed on those employers who do not provide health care coverage to their employees. Employers will be required to make a "fair and reasonable" premium contribution towards employee health insurance. Otherwise, they may be subject to a "fair share contribution" of no more than \$295 per full-time employee.

Finally, employers will be required to file an Employer Health Insurance Responsibility Disclosure (HIRD) Form on an annual basis. Employers will also be required to collect and retain for three years an Employee HIRD Form for each employee who declines the employer-sponsored health plan. These forms will be required as of July 1, 2007, although they are still being developed and not yet available for release.

There may be some good news for employers wondering how they can afford to pay for these new health care requirements. Small employers with less than 50 employees can offer their employees reasonably priced health insurance plans provided and administered by the Connector. These insurance contracts were aggressively negotiated by the Connector and have much lower monthly premiums than typical group health insurance plans commonly available. Enrollment for these plans will begin on May 1, 2007 for effective coverage beginning July 1, 2007.

This article is only a brief summary of the health care changes coming to Massachusetts. Businesses are strongly encouraged to consult with their business advisors, in order to safely navigate their way through the thicket of health care regulations and to implement required changes in a timely manner.

Authored by Laura Fogel of Sharkansky & Company LLP. Sharkansky & Company LLP is a Brockton Certified Public Accounting firm offering personalized advice to business and individual clients. Laura can be reached at 508-584-2120.

MEMBERProfile

Media Concepts Video Production

Address: 79 South Ave. Rt. 27
Whitman, MA 02382

Phone: 781-447-1540

Website:
www.MediaConceptsVideo.com

Year Established: 1993

Number of Employees: 1

Products or Services: All types of video production from corporate to event. From web streaming to high definition. Also VHS, DV & Video-8 to DVD transfers.

What is unique or special about your firm and the products and services you offer? Joe Goldsberry has been producing professional videos since 1981. He prides himself on quality and experience. Expect prompt service and one-on-one attention.

What is your market/market area?
Consumer and business / SE New England

Please list awards or special recognition that your firm as received.
2005 Metro South Chamber of



Joe Goldsberry

Commerce Entrepreneur of the Year Nominee, accredited member of the Association of Accredited Event Videographers (AAEV)*.

What is your main business objective concerning your customers and the business community? To treat my customers the same way I expect to be treated, with respect and commitment to high quality.

**Following a thorough review and critique, Videography by Media Concepts has been accepted into the Association of Accredited Event Videographers.*

The Association of Accredited Event Videographers (AAEV) was created to establish a peer review process that pre-qualifies experienced, technically skilled and creative event videographers for the general public.

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West Bridgewater, MA 02379
(508) 254-8097

Photography



To Join the Chamber

Call 508.586.0500

Eddie Terrenzi x225

"Maintain the Metro South Momentum"

Chamber Membership Drive May 1, 2, 3

"The chief business of America is business."
- Calvin Coolidge

President Calvin Coolidge, who also served as Governor of Massachusetts, espoused the importance of a strong business community. He recognized the strength businesses contribute to a democracy. This is why, today, the U. S. Government (IRS) recognizes Chamber of Commerce membership dues as a necessary business expense. Membership in the Chamber of Commerce is a tax deductible investment in your business and community.

To join the Chamber, call Eddie:
508-586-0500 x225.

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Metro South Leads Group



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Chamber Membership is Key to Your Business Success

Call Eddie at the Chamber, 508-586-0500 Ext. 225

Join by May 11 and mention this ad, to save \$25, receive a FREE membership directory, a FREE set of mailing labels, and FREE admission to our next three (3) programs!
Also, you will be entered into our drawing to win a free year of membership!

WE MEAN BUSINESS!

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BUSINESS EVENTS Planner

April 5

Special Health Care Reform Breakfast

8:00 - 10:00 am

Stonehill College

320 Washington Street, North Easton

Every business in MA will be impacted by the newly mandated health care coverage law. This event provides an opportunity to become better informed.

Tickets:

\$20. members

\$25. non-members

Please RSVP at 508.586.0500 ext. 231

April 12

Business After Hours

5:30 - 7:30 pm

The Brenner Conference Center at
New England Sinai Medical Center

150 York Street, Stoughton

This is a great way to make business contacts in a casual setting.

Tickets:

\$5. members

\$10. non-members

Please RSVP at 508.586.0500 ext. 221

April 26

Legislative Breakfast

7:00 - 9:00 am

Massasoit Conference Center

Rt. 27, 770 Crescent Street, Brockton

Join other Chamber members for this opportunity to interact with legislators and meet Governor Deval Patrick.

Tickets:

\$20. members

\$27. non-members

Please RSVP at 508.586.0500 ext. 221

IT'S EASY TO REGISTER!

508-586-0500 x 221

508-587-1340

E-mail:info@metrosouthchamber.com

Send reservation and payment to:



MSSC

Sixty School Street
Brockton, MA 02301-4087

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: _____

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