

# Action report

February 2007

Always about  
**OPPORTUNITY**



**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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## UMass President at Next Breakfast

February 15 at Holiday Inn



Jack M. Wilson

Join us as we continue our popular **Good Morning Metro South** breakfast series. Enjoy a great breakfast while making valuable business contacts. The next Good Morning Metro South is scheduled for Thursday, **February 15**, from 7:30 to 9:00 a.m. at the Holiday Inn in Brockton.

The featured speaker is Dr. Jack M. Wilson, PhD, President of the University of Massachusetts.

Jack M. Wilson, PhD was named President of the five-campus, 60,000-student University of Massachusetts on March 24, 2004. Prior to arriving at UMass, Wilson was a distinguished professor of Physics, Engineering Science, Information Technology, and Management at Rensselaer Polytechnic Institute, where he also served as a Dean and interim Provost.

As the CEO of UMassOnline, he helped to build the system-wide initiative into one of the



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largest externally directed online programs in the United States, with 64 graduate and undergraduate degree and certificate programs now serving more than 21,000 enrollees.

Wilson's expertise in building links between higher education, government and business led to his becoming the co-founder of the Paul Severino Center for Technological Entrepreneurship as well as other programs. He has served as a consultant to many computing and communications firms including IBM, AT&T, Lucent, Hewlett Packard, and Boeing Flight Safety International.

Wilson has participated in the Massachusetts Science and Technology Caucus of the Legislature and Governor's Office. He helped to create the Mass Insight/Battelle Science and Technology Roadmap. This report has been cited as the impetus for the Economic Stimulus I bill of last year and the Senate Task Force on Higher Education report of

Article continued to page 9

**EFAW/ESL Update Featured**

See related article on page 7

**Leading Businesses. Leading Communities.**

The chamber benefits your business in more ways than one...

Business advocacy, networking events, entrepreneurial workshops, civic improvements, workforce training and community promotion are all priorities of a strong chamber of commerce. A strong chamber of commerce is a reflection of a vibrant business community engaged in what really matters. The Metro South Chamber of Commerce is proud to hold the highest accreditation (5 - stars) awarded by the United States Chamber of Commerce. One of fewer than thirty chambers nationally to hold this designation, it is a testament to the strength and commitment of the over 1,000 businesses that belong. Chamber membership reflects true leadership in life, business and community.

Remember, Chamber membership makes a difference.

## "Taste" Event Set for Shaw's Center March 21



The Chamber will celebrate the **15th Annual "A Taste of Metro South"** on March 21 at the Shaw's Center, K. Feinberg Way in Brockton. The event will run from 5:30 - 8:00 pm.

This Annual Event is a celebration of living and working in the Metro South region. It is a great opportunity to sample tastes from area restaurants, discover cultural and community service organizations and enjoy live entertainment from local performers.

"A Taste of Metro South" is a great opportunity to celebrate the wonderful treasures this region has to offer. Event Coordinators expect over 700 guests based on past attendance. Tickets are \$20 in advance and \$25 at the door. Any restaurants, cultural or community organizations interested in participating in "A Taste of Metro South" should contact Kerrie Blake at 508.586.0500 ext. 231. See related article on page 10



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Brockton High Jazz Band performs at 2006 "Taste"

## SOMWBA Workshop Offered at Chamber

### WHAT ARE THESE WORKSHOPS...

The State Office of Minority and Women Business Assistance (SOMWBA) reviews the eligibility of minority and women business enterprises, and minority and female controlled non-profits, to participate in affirmative purchasing and contracting opportunities.

- Workshops are required for all interested principals of minority and women businesses or non-profit organizations applying for certification through the State Office of Minority & Women Business Assistance (SOMWBA).
- Business that are at least 51 percent owned and controlled by minority or female principals, or non-profits that are at least 51 percent controlled by minority or women board members may be eligible for SOMWBA certification.
- If you need an accommodation for a disability please notify us at least ten business days in advance.

### WHAT THE WORKSHOP WILL COVER...

- Business Affirmative Market Programs
- SOMWBA's certification application
- Explanation of regulatory language & criteria necessary to be certified
- Required documentation for certification
- Explanation of the certification process

### WHO SHOULD ATTEND...

- The eligible owner/principal of any minority or women business enterprise.
- All those assisting in the SOMWBA certification process

### HOW DO I REGISTER...

- Pre-registration is required.
- Electronically on the Internet at [www.somwba.state.ma.us](http://www.somwba.state.ma.us) (please register by 12 noon of the preceding day)
- By Fax or mail using the form found on website (please register 5 business days in advance)

For changes and updates to this schedule, or to register, please visit our website: (<http://www.somwba.state.ma.us>)

## 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 (MSBDC)
- 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



SBA's cooperation does not constitute or imply endorsement of any opinions, products, and/or services. All SBA programs are extended to the public on a non-discriminatory basis. Handicapped Accessible.

<b>Workshop Dates:</b>	Wednesday:		
February	21	August	15
March	18	September	19
April	18	October	17
May	16	November	14
June	20	December	12
July	18		

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

### BROCKTON

February 9

11:00 am - 1:30 pm

Free of charge

Metro South Chamber  
of Commerce,  
Sixty School Street

## H.R.M.C. Calendar!

### Human Resource Management Council

Sponsored by



The next **Human Resource Management Council (HRMC)**

meeting will take place on Thursday, **February 8** at the Holiday Inn in Brockton.

The featured speaker is Peter J. Moser of Robinson & Cole LLP. Peter J. Moser concentrates in the areas of labor and employment law and litigation.



Peter J. Moser

Mr. Moser represents management-side clients in a variety of labor and employment matters. He is actively involved in the Labor and Employment Section of the Massachusetts Bar Association, most recently serving as co-chair of the Employee Rights and Responsibilities Committee for the 2001-2002 session.

Mr. Moser has served as an adjunct professor at Boston College, and is a frequent speaker and author

on employment issues. His recent

articles concern the enforceability of non-competition agreements, military leave rights and obligations, privacy issues in the workplace, the NLRB's use of the preliminary injunction, and protected concerted activity

in the age of electronic communications under Section 7 of the National Labor Relations Act.

Mr. Moser received his J.D. from Boston College Law School and his B.A., cum laude, from Boston College.

Pre-register by calling **508.586.0500 ext. 231**. The cost is \$18 for members and \$28 for non-members.



### Excellence in Training

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Trainings run on the Massasoit Community College Canton Campus from 9:00 am to 3:30 pm, and cost only \$99/attendee

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**Wed., Feb. 21, 2007  
Wed., March 14, 2007  
Wed., March 28, 2007**



Our Massasoit Motivations Breakfast Trainings are off to a terrific start for 2007! We had great attendance and positive feedback. Watch for more in the series! Go to [www.massasoit.mass.edu](http://www.massasoit.mass.edu) click on corporate training.

### TO ENROLL

**Call the Professional Development Center at  
(781) 821- 2222 or (508) 588 – 9100  
(Ext. 2011 or 2013)**



**Registration information will be faxed to you.**





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508-586-0500 Front Desk x 221

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**Christopher Cooney**  
 President and CEO x 223

**Ellen Moore Design**  
 Communications x222

**DIRECTORS**

**Pasquale Ciaramella** -  
*Old Colony Planning Council*

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**Loretta DeGrazia** -*East Coast Petroleum*

**Dotun Diyaolu** -*Pharmacist*

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**John Holiver** -*Caritas Good Samaritan Medical Center*

**Susan Joss** -  
*Brockton Neighborhood Health Center*

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*Raynham Taunton Greyhound Park*

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**Charles Wall** -*Massasoit Community College*

**Patricia Williams** -*HarborOne Credit Union*

**Kerry Sullivan**  
 Finance x 230

**Eddie Terrenzi**  
 Membership and Public Relations x225



**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!

**FEBRUARY Calendar**

- 7** Ambassador Meeting 8:00 am
- 8** Human Resource Management Council 8:00 am  
*Holiday Inn, 195 Westgate Drive, Brockton*
- 9** Government Affairs 12:00 pm
- 15** Good Morning Metro South 7:30 am  
*Holiday Inn, 195 Westgate Drive, Brockton*
- 19** Presidents Day - Chamber Closed
- 22** Business After Hours 5:30 pm  
*Grow Associates, 101 Wales Avenue, Avon*

*Coming up*  
**March**

- 7** Ambassador Meeting 8:00 am
- 9** Government Affairs 12:00 pm
- 14** Executive Committee 3:00 pm
- 21** Taste of Metro South 5:30 pm  
*Shaw's Center, K. Feinberg Way, Brockton*
- 28** Board Meeting 12:00 pm

*Save the date*

**April**

- 4** Ambassador Meeting 8:00 am
- 5** Special Health Care Reform Breakfast 8:00 am  
*Stonehill College, 320 Washington Street, No. Easton*
- 12** Business After Hours 5:30 pm  
*New England Sinai, 150 York Street, Stoughton*
- 16** Patriot's Day - Chamber Closed
- 26** Legislative Breakfast (Tentative) 7:30 am  
*Massasoit Conference Center, Rt. 27, Brockton*

# GOODNews

*Celebrate the great things going on!*

## Food Drive Conducted by Curves

Curves-Brockton West will conduct their fourth annual food drive in March. Over 2000 pounds has been collected and forwarded to local food pantries to help needy families in prior drives. Nonperishable food may be dropped off at Curves, 98 Westgate Drive, Brockton. Those who wish may join Curves without a service fee by donating a bag of food between March 1-10. CurvesBW@Verizon.com  
508-586-8484

## Nkrumah-Appiah named Branch Officer

Baffour Nkrumah-Appiah has been named Branch Officer of the HarborOne Credit Union Randolph Branch.

Mr. Nkrumah-Appiah has more than 15 years of banking experience, having previously held positions as Assistant Vice President at Citizens Bank in Randolph and Branch Manager at Bay Bank in Boston.

Mr. Nkrumah-Appiah is an active member of the community affiliated with the Randolph Chamber of Commerce, a member of the Deacon board at the historical 12th Baptist church and most recently joined the newly formed Randolph Business Association. He resides in Randolph with his wife and two sons.



Baffour Nkrumah-Appiah

## Brockton Hospital Begins Construction

Brockton Hospital this week kicked-off a \$5 million project to construct a new cardiac catheterization suite, housing two state-of-the-art cardiac catheterization laboratories.

"This project represents a big step forward for cardiac care in this community," said Norman B. Goodman, Brockton Hospital President.

When complete, the suite housing the two new catheterization labs will exceed 3,000 square feet of space.

Both of the new labs will offer all digital technology and double the patient capacity.

For more information on the Cardiology Program at Brockton Hospital, please contact Brockton Hospital Cardiology at 508-941-7700.

## Brockton Rotary Club Gives Dictionaries to all 3rd Graders

Brockton Public Schools 3rd graders were given an important present from the Brockton Rotary Club in December; every child took home their own dictionary as part of the club's Education Outreach program. Rotarians raised enough money to purchase the dictionaries for all 1,200 students to keep, hoping that the dictionaries will help the children to improve their literacy skills and prepare for the spring MCAS test and Citywide Spelling Bee.

## BSC Business Breakfast Series

Mr. Kenneth Turner, vice president for marketing at Simmons College, will be the featured speaker at Bridgewater State College Business Breakfast Series to be held on Thursday, March 1 at 9:30 a.m. in the large ballroom of the Rondileau Campus Center.

This event is free and open to the public. To register, please call Jenna Stephenson at 508.531.2725 or email at [jstephenson@bridgew.edu](mailto:jstephenson@bridgew.edu).

## Costco Restaurant Expo Invitation

Metro South Chamber Members are invited to join us for Costco Wholesale's Restaurant Expo on February 11th and 25th from 10:00 a.m. to 4:30 p.m.

Please bring this invitation to our Avon Costco Warehouse for your Free Day Pass. Shop our warehouse and taste the great food from

local area restaurants during this event. Costco will offer a \$10 Costco Cash Card to Metro South Chamber Members with every new membership. For more information please call Mark at 508-232-4001.

## Caritas Good Samaritan Medical Center Presents Caring With Excellence Awards

The 2006 Caritas Good Samaritan Medical Center "Caring With Excellence" Award recipients received their awards Jan. 18. Recipients range from a nurse who started practicing in 1945, to a physician who has been serving local residents for 43 years, to the director of food



L-R: John Johnsen - Special Caring With Excellence Award; Richard McArdle, MD - Physician Award; David Walsh, EMT - Allied Health Professional Award; Stephen Chase, MD - Physician Service Medal; Richard Samaha, MD - Physician Service Medal; Benjamin Cooley, MD - Physician Service Medal; and Mary Pelaggi-Scahill, RN - Nurse Award. Seated L-R: Stephanie LaCivita, Stoughton, Special Caring With Excellence Award; Elaine Reiser - Community Member Award; Louisa Hines, RN - Community Member Award; Susan Sullivan, RN - Nurse Award, and Susan Costa - Allied Health Professional Award.

and nutrition, who has been with the hospital for just five years.

All of the recipients, according to hospital president John Holiver were recognized "for how they approach their vocations with zeal, sincerity

and commitment. With their individual leadership and our combined efforts, we will continue to work to make this medical center one of the best hospitals in the country, with a reputation for its superlative staff and quality of care well above all others."

## Temple Beth Emunah Hosts Online Auction

Temple Beth Emunah, one of the largest and most active synagogues in Southeastern Massachusetts, is hosting an online auction fundraiser from February 4 - March 4. "We invite local businesses who want to market their products and services to our Temple community and to the extended communities to donate goods or certificates," says Brice Caplain, president of the synagogue.

The benefit of the Temple's online auction is that it is not limited by a physical place and time. People throughout the region and all over the world, in fact, can see and bid on auction items, and link directly from items to the business who provide or sponsor them. Buyers and visitors are not limited to those who can be at a live auction event.

"Our online auction will provide you with several weeks of exposure as well as high visibility to our extended community in website visits, emails, and promotional materials," notes Stuart Kirsch, auction chair.

## SMALL BUSINESS SPACE

Available at Chamber

Call 508-586-0500 x221



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**SMALL BUSINESS INCUBATOR SPACE****Now Available at the Chamber**

Call 508-586-0500 x221

The auction preview can be seen live at <http://tbe.cmarket.com>. Bidding opens on February 4th and closes on March 4th.

To make arrangements for a donation, please contact Stuart Kirsch at 508-821-0479 or [stu@lookingglassfarm.com](mailto:stu@lookingglassfarm.com). Items can be mailed to Temple Beth Emunah, 479 Torrey Street, Brockton, MA 02301 attn: Auction. Donors can also click on the DONATE AN ITEM button on the auction site to place their own items.

**Chaves and Couchie Join G.T. Reilly**

Natalie C. Chaves and Linda J. Couchie recently joined the audit and accounting department of G.T. Reilly & Company, Certified Public Accountants, in Milton, MA as Staff Accountants. Natalie graduated from Bridgewater State College with a Bachelor of Science Degree in Accounting. She also



Natalie Chaves

has an Associates Degree in Business Administration from Massasoit Community College. She formerly worked for Boston Financial Data Services in Braintree as a Control Accountant. Linda graduated from Bryant University with a Bachelor of Science in Business Administration and a concentration in Accounting. She previously worked for Citizens Financial Group in Riverside, Rhode Island as an Operations Clerk.



Linda Couchie

**Kelly Le Named Branch Manager**

Bridgewater Savings Bank has named Kelly A. Le as the new branch manager of its West Bridgewater branch.

Starting her career as a bank teller, Le has over 10 years of experience working for Bridgewater Savings.



Kelly A. Le

"Le has touched on all aspects of our business during her 10 years at Bridgewater Savings. Her leadership skills and her commitment to her team and to the bank truly set her apart," said James C. Lively, President and CEO of Bridgewater Savings.

**Jack Conway Honored**

The Massachusetts Mortgage Bankers Association recently presented its Lifetime Achievement Award to Jack Conway, Founder and Chairman of Jack Conway & Co. Realtors, based in Norwell.



Rosemary O'Neil, Vice President of Conway Financial Services accepts the Massachusetts Mortgage Bankers Association Lifetime Achievement Award on behalf of Jack Conway, (shown on screen). To the left is John Battaglia, 2006 Chairman of the MMBA, and to the right is Kevin Cuff, Executive Director of the MMBA.

Kevin Cuff, Executive Director of the MMBA presented the award.

Mr. Conway was recognized for his charitable efforts on behalf of the Brockton Coalition for the Homeless, Brockton Area Multi-Services, Inc., Ambassadors of the Holy Cross, Boston College High School, and the University of Notre Dame.

**Rogers & Gray Officer Announced**

Rogers & Gray Insurance Agency, Inc., has announced the appointment of Claudia Furtado to Vice President.

Ms. Furtado started in the insurance profession in 1972. She is a licensed Massachusetts Property/Casualty broker and has 34 years of experience in the insurance independent agency business. Ms. Furtado works out of the Plymouth office of Rogers & Gray.



Claudia Furtado

**EVS Nespresso Offers Discount**

EVS Nespresso, a division of Nestle and the worlds' leader of gourmet coffee beverages, has opened its second U.S. office in Cambridge. The easy to use pod-based system provides consistently superior espresso, cappuccino, and latte. Please call Edward Besozzi or Gregory Mandin at 301-642-8131 to set up a **free trial** and receive a **10% discount**.

**"Mardi Gras Madness" To Benefit Brockton Day Nursery and The Children's Museum In Easton**

On Saturday, March 10th, help support Brockton Day Nursery and the Children's Museum in Easton by assisting with the annual Mardi Gras Madness celebration! An evening filled with Cajun food stations, music, entertainment, raffles, auctions, beads, dancing and so much more, all to benefit local educational programs for children.

The Event will be held at the Shaw's Conference Center in Brockton, MA; tickets cost \$50 per person and recommended dress is casual and fun.

And best of all, proceeds will benefit the educational programs of Brockton Day Nursery and The Children's Museum in Easton-two organizations dedicated to serving all children, regardless of their ability, economic status, cultural heritage or family structure.

There are many ways to participate and we need your help! An array of donated items, large and small, is needed for a successful silent auction. Please consider donating a product, service or gift certificate that can make an attractive auction item at this prestigious event!

To purchase tickets or to inquire about sponsorship opportunities please contact the Brockton Day Nursery at (508) 588-2700 or the Children's Museum in Easton at (508) 230-3789

**Brockton Hospital Names New Board Members**

Brockton Hospital announced the election of three well-known community leaders, Dennis P. Jones, Robert Orlando, and Wallace H. Peckham III to the hospital's Board of Trustees.

"Brockton Hospital will benefit greatly from their leadership, their vision, and their commitment to the community," said Norman B. Goodman, Brockton Hospital President.

Jones is the Senior Vice President, Chief Financial Officer and Chief Operating Officer at The Community Bank. Jones has been a longtime member of the Brockton Area Workforce Investment Board.



Dennis P. Jones

Orlando currently serves as the Regional Manager for Universal Mortgage Corporation and previously worked as a Senior Vice President at Rockland Trust. Orlando is involved with the Tri-Town Rotary Club and is affiliated with the Plymouth & South Shore Association of Realtors.



Robert Orlando

Peckham currently works as a self-employed Certified Public Accountant. He previously served as a partner at Wedge, Peckham & Co. CPAs. Peckham is the Vice Chairman and Treasurer of HarborOne Credit Union's Board of Directors, and serves as the Treasurer of the United Way of Greater Plymouth County. He is a member of the Brockton Rotary Club.



Wallace H. Peckham III



# Business Planning Workshops Scheduled

The South Eastern Economic Development (SEED) Corporation will hold free basic business workshops aimed at assisting potential and existing entrepreneurs. The workshops are co-sponsored by local banks and credit unions, the MA Small Business Development Center (SBDC), chambers of commerce and SCORE (Service Corporation of Retired Executives).

The first workshop entitled "Learn the Fundamentals in Planning, Preparing For, and Financing Your Business" (Session I) is geared toward helping potential entrepreneurs evaluate and understand the fundamentals of owning one's own business. Information on how to get started, where and how to get financing and the loan application process will be presented. Attendees will also be provided with a free guide to writing a business plan and other materials.

The second workshop "Understanding the Purpose of Financial Statements and How They Can Help Determine the Health of Your Business" (Session II) is focused on helping attendees understand a balance sheet, income statement, and cash flow statement. The workshop also explains how a small business owner can anticipate financial needs in order to operate his/her business more efficiently.

The following is a list of dates and locations for SEED's upcoming workshops. Please call Tamarah Barao at SEED Corporation at 508-822-1020, for more information or to register for a free workshop.

DATE	LOCATION
(Session I) Tues., February 20 8:30 am - 12	Bridgewater Savings Bank
(Session II) Tues., February 20 1 - 4:00 pm	756 Orchard Street, Raynham, MA

**SPONSOR**  
Bridgewater Savings Bank



For more information on SEED and its programs, please call the SEED office at 508-822-1020 or visit SEED's website at [www.seedcorp.com](http://www.seedcorp.com).



## GOVERNMENT Affairs

### Meet Metro South's Newest State Representatives

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 **February 9 at 12:00 p.m.** The speakers are, Representatives Thomas J. Calter and Allen J. McCarthy, both newly elected to the House of Representatives. If you would like to attend please R.S.V.P. by calling Kerrie Blake at 508.586.0500 ext. 231.



Thomas J. Calter

Thomas J. Calter (D) is a State Representative, 12th Plymouth District. Representative Calter currently serves as the Chairman of the Kingston Democratic Town Committee.

Representative Calter has worked in the Environmental Service Industry for more than 30 years. He has created hundreds of jobs, mentored dozens of young professionals, met weekly payrolls and rebuilt struggling organization. Representative Calter earned a Masters Degree in Business Administration from Northeastern University in 1989.

State Representative Allen J. McCarthy, (D) 7th Plymouth District, is from East Bridgewater. Representative McCarthy earned his Bachelor's degree from Boston

College and his law degree from Boston College Law School. He has served as assistant district attorney (ADA) in Middlesex County, District Court Supervisor in Lowell District Court, and ADA in the Middlesex Superior Court. Currently, Representative McCarthy works as a trial attorney for Campbell, Campbell, Edwards & Conroy, P.C., in Boston.



Allen J. McCarthy

# New Member Orientation Draws A Crowd



Over twenty-five business people attended a recent New Member Orientation at the Metro South Chamber of Commerce. The session encouraged networking while providing an overview

Jason Crosbie of CentiMark Roofing, B.J. Devereux of Charles River Appraisal, Elizabeth Reedy of Child Development and Education Region 5, and Michael Hirsch of H & R Block



Rich Gosselin of Northeast Engineers, Brendon Shea of Bay State Auto & Media, and John Hayes of The Boston Business Journal



John Hart of Southeastern Property Maintenance LLC and Paul McNamara of P. M. Custodial Services

of the more than 150 networking events, meetings and benefits available to businesses throughout the region.



Gregory Mandin and Ed Besozzi of EVS Nespresso



Kenneth Cheo of Winfree Business Growth Advisors and Jay Vega of Vega & Associates, Inc.

## Support Member Businesses

**Apria DAY SPA**  
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1280 Belmont Street  
Michael's Plaza  
Brockton, MA 02301  
508-559-6500



# Nominations Being Accepted for Small Business Awards

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 someone 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 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.

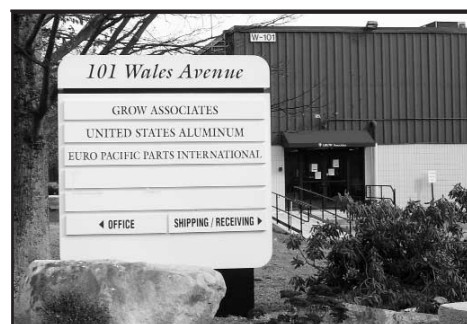
**Growth.** The nominee should demonstrate growth in employees, revenues, and profitability.

**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.

**Nominations are due by March 16, 2007.** 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.

# February "Business After Hours" in Avon



Join us for food and fun while meeting and greeting fellow business professionals. Grow Associates, 101 Wales Avenue in Avon will

**GROW Associates, Inc.**

host a **Business After Hours** ~ Thursday, February 22 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.

# Immigrants Complete Chamber EFAW/ESL Program

## Focus on Customer Service



Michel and Ginette Desronvil of Haiti



Woualid Wahnon of Cape Verde



Nuris Pizarro of Dominican Republic



Ismaël Ganthier of Haiti; Krissana Thomas of Thailand; and Cenise Jean Claude of Haiti

Thirty-six adult workers with English as their second language recently completed an English program with emphasis on customer service training. The program was initiated by the Metro South Chamber of Commerce to encourage immigrants to more fully participate in the regional economy. The program was conducted by the Brockton Adult Learning Center and sponsored by Verizon and the Brockton Area Workforce Investment Board. Bank of America, The Community Bank and HarborOne Credit Union all contributed to the content of the course.



The working group for the English For All Workers Initiative: Standing: Christopher Cooney-Metro South Chamber of Commerce, Tyra Lopes-Bridgewater State College, Lenore Cardoza-The Adult Learning Center, Kim McLaughlin-CareerWorks, Michelle Audette-CareerWorks. Seated: Linda Faria Braun-Adult Learning Center, Charlie Hickey-CareerWorks, Pam Altieri-CareerWorks

# Community Police Officer Makes Rounds

Mary Waldron of the 21st Century Corporation, Brockton Police Officer Robert J. Saquet and Christopher Cooney, President and CEO of the Metro South Chamber of Commerce recently met at the Chamber to discuss patrols in downtown Brockton.





# Join the Team!



The next **Ambassador Team meeting** will meet on **February 7** from 8:00 - 9:00 am at the Metro South Chamber of Commerce.

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

Our ambassador team: Mark Gough of Brockton Hospital, Dave Savage of Global Data Systems, Bob Wisgirda of WXBR Radio, Bob Tufts of SET Associates, Dan Trout of Community Bank, Maria Carey Lallemond of Brockton Area Workforce Investment Board, Joe Kameese of American Business Solutions, Lori Patel, Deborah Smith of TD Banknorth, Cheryl Showstack of The Enterprise, and Avalon McLaren of West Insurance Agency

To become an Ambassador, contact Eddie at 508-586-0500 x 225.

# 5 Tips for Marketing Your Web Site

Brought to you by SCORE "Counselors to America's Small Business."

- Think strategically. Your Web site should be a part of your overall marketing plan.
- Choose a Web site address (URL) that's intuitive and easy to remember. Your company's name (if it's short) or the name of your main product might work well.
- Put your Web address on all your printed material, including business cards, letterhead, press releases and invoices. Include it in all your advertising.
- Don't forget offline media and traditional publicity techniques. Send news releases promoting your site to newspapers, broadcasters, and magazines.
- Speak at conferences and trade shows, and write informative articles for trade publications. When you do, mention your Web address.

For more information, visit [www.score.org](http://www.score.org) or call 508-587-2673.

# Progress Made at Little Red Schoolhouse



Windows were replaced recently at the Little Red Schoolhouse in Brockton through the donation of labor by Capeway Aluminum & Vinyl, Inc.



John Flaherty and Mike Buote of Capeway Aluminum install new windows at the Little Red Schoolhouse.

## CAPEWAY ALUMINUM & VINYL INC.



Joe O'Sullivan - Environmental ETP Inc., Bill Beyer-William E. Beyer Design and Chamber Chairman Ray Ledoux of BAT on site.



Classroom in the Little Red Schoolhouse

# BOARD MEMBER Profile



Daniel Trout

## The Community Bank

**Address:**  
1265 Belmont Street, Brockton, MA  
508-587-3210

**Website:** [www.communitybank.com](http://www.communitybank.com)

**Year Established:** 1877

**Number of Employees:** 102

**Products or Services:**  
Financial Services

**What is unique or special about your firm and the products and services you offer?** As the oldest continuously operating bank in Brockton, we provide a wide range of financial solutions for the communities that we serve. We pride ourselves on having the highest quality staff to make our client's experience truly unique.

**What is your market area?** Southeastern Massachusetts and Rhode Island. We have offices in Brockton (3), Bridgewater, Lakeville, Sandwich, Falmouth and Hyannis.

**What markets do you serve?** The Community Bank (prior to 1995 known as Campello Cooperative Bank) has a long and rich tradition in lending to individuals and builders for the construction of residential homes. We have always been known

as the local bank where individuals, families and small businesses receive local, personalized service.

**What is your main business objective concerning your customers and the business community?**

As part of our corporate mission, Like a logo, the kite, we strive to go above and beyond for our customers and our local communities. Through our partnership with McCormick and Sons Insurance Agency and our division of Windstream Investments, we offer a full range of financial products and services for all of our clients, particularly the growing small to medium sized business customer.

**List of awards, honors or special recognition your firm has received:**

David Curtis received the 2005 Old Colony YMCA Leadership Award  
The 1999 Metro South Fuller Award  
2003 Leadership Citation from Consumer Credit Counseling Corporation of S. New England.  
2002 Workforce Training Grant  
2006 Bay Colony Development Corporation Leadership Award

**How long have you been a Chamber member?** 30 years

**What is your Chamber Involvement?** Ambassador Committee for 3 years, Current Vice President of Membership Development, Board of Directors for 2 years

**How long have you been at your present job?** 7 years

**Previous jobs?** Small business owner, High School teacher, retail banker, commercial lender

**What is your educational background?** BS, St. Lawrence University-1981  
National School of Banking-1997

## GRO-N-THINGS, INC.

Interior Plant Maintenance and Design Service

P.O. Box 1246  
Middleboro, MA 02346  
508.947.8433 (p)  
781.767.2244 (f)



Shelley Tierney  
OWNER

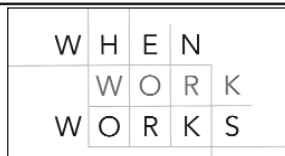
SERVING AREA BUSINESS SINCE 1975



## Workplace Flexibility Award Deadline Nears

Employers of all types in the Metro South region are invited to apply for the Alfred P. Sloan Awards for Business Excellence in Workplace Flexibility, a prestigious national award honoring organizations that successfully use workplace flexibility to meet both business and employee goals.

Applications are being accepted online at [www.whenworkworks.org](http://www.whenworkworks.org). The deadline for applications is February 9. One company in the Metro South area will be selected. All winners will be announced in spring 2007 in an award presentation ceremony at a local event, and will have the opportunity for local and national recognition. **To learn more go to [www.whenworkworks.org](http://www.whenworkworks.org) or contact Kerrie Blake at 508.586.0500 ext. 231.**



## Mayor Harrington Keynotes Breakfast



Over 180 breakfast participants listen to the interview with Mayor Harrington



Ray Ledoux, Chamber Chair and CEO of BAT interviews the Mayor on various issues affecting the Metro South region.

Rick Colon of Verizon, Naomi Kooker of the Boston Business Journal and Breakfast Speaker, Athena Parker of WXBR, and Christopher Cooney, President and CEO of the Metro South Chamber of Commerce

### Article continued from page 1

this year. He is presently co-chairing the Better Schools, Science and Technology Task Force for the Commonwealth.

The breakfast will also feature an update on the Chamber's English For All Workers Initiative.

The event is being sponsored by the Brockton Area Workforce Investment Board (BAWIB). The BAWIB is one of 16 Workforce Investment Boards (WIBs) statewide working to build links between the business community and the workforce. The Boards oversee and implement workforce development activities in the Commonwealth. They are composed of private sector business people, labor,

education, and community leaders, and serve as conduits for federal and state workforce development funds. The Workforce Boards also help connect employers with job seekers and provide current members of the workforce, and those seeking employment, with the training they need.

As always, the Good Morning Metro South program is a great networking opportunity. Guests are encouraged to stay for informal networking following the program. **Pre-register by calling 508.586.0500 ext. 221.** The cost is \$17 for members and \$24 for non-members.

## RENEWING Members

Thank You !

1-800-GOT-JUNK?

Andre Robere Salon & Day Spa

Baird Design

Baynes Electric Supply Co., Inc.

Beacon Financial Planning, Inc

Benner's Camera & Video Shops

BKA Architects, Inc.

Brian Healey Contractor, Inc.

Bridgewater Getty

Brockton Educational Foundation, Inc.

Brockton Hospital

Brockton Visiting Nurse Association

Bulter Built Pavements, Inc.

Campanelli Companies

Caritas Good Samaritan Occupational Health Services

Chatham West Associates

Christy's Realty L.P.

Citizens Bank of Massachusetts

Clearpoint Communications, Inc.

Comcast

Comfort-Temp Oil

Congressman Stephen Lynch

Creative Cuts

Dahlborg-MacNevin Funeral Home

Direct Media

East Coast Truck & Trailer

Edible Arrangements

Edward C. Hayden CPA PC

Energy Conservation, Inc.

Four Seasons Hair Salon

Franklin Sports, Inc.

Fuller Craft Museum

Gomes Plaster & Drywall

Hallett Cleaning Service

Hayward Boynton & Williams, Inc.

Holmes-McDuffy Florists, Inc.

Home Health Resources, Inc.

Ideal Jewelry & Loan

Interstate Mat Corporation

Keller Williams

Le Baron Foundry, Inc.

M. Donahue Associates, Inc.

Margaritelli USA, Inc.

Massasoit Community College

Mutual Oil Company, Inc.

National Grid

Nemo's Carry All Market, Inc.

Old Colony YMCA

Pawtucket Red Sox

PC'S 4 U

Peter & Elaine Leahy

Reebok International Ltd

Roger Keith & Sons

Shaw's Supermarkets, Inc.

Smith, Buckley & Hunt

Insurance Agency

Special Olympics Massachusetts

Supreme House of Pizza

Tosca-Brady Insurance Agency of

Randolph Inc.

United Way of Greater Plymouth

County, Inc.

Waste Management

Westgate Lanes and Pub

William E. Beyer Design

Wm C. Bearce Insurance Agency, Inc.

Your Best Customer

**METRO SOUTH** CHAMBER OF COMMERCE  
To Join the Chamber  
Call 508.586.0500  
Eddie Terrenzi x 225

## Do You Have a HR Question?

### Try the Human Resource Hotline

Sponsored by:



Does your business have Human Resource questions? Do you know where to turn for the answers?

The Metro South Chamber of Commerce has developed a hotline for your business to receive professional advice from experts in the HR field.

Simply e-mail your questions to the HR hotline at [hrhotline@metrosouthchamber.com](mailto:hrhotline@metrosouthchamber.com) or log onto [www.metroouthchamber.com](http://www.metroouthchamber.com). For more information contact **Kerrie Blake** at 508.586.0500 ext. 231.

# Leading Businesses - Leading Communities

## Chamber Membership Drive – May 1, 2, 3

Becoming a member of the Metro South Chamber of Commerce provides your business many opportunities to grow. When you join the Chamber, you become a leader within the business community and a member of the region's most dynamic advocacy organization. Membership means potential new business prospects, new savings, access to valuable resources and information, access to health and dental plans, a variety of marketing opportunities and more, for you and your business.

On May 1, 2, and 3, many community and business leaders, currently benefiting from membership in the Chamber, will contact businesses that could benefit from membership in the Metro South Chamber of Commerce. This year's drive will

feature many exciting incentives for small businesses to join the Chamber, including free radio and print advertising, free admission to several Chamber events, amazing discounts and more.

If you are not currently a Chamber member, take this opportunity to listen to someone who is working more intelligently through membership in the Metro South Chamber. Chamber membership is affordable no matter how small your business – 70% of our members have 10 or fewer employees – and it provides your business with tremendous opportunity.

To discuss how the Chamber can help you build a stronger business, or if you are a current member and wish to become a drive volunteer, call Eddie at (508) 586-0500 ext. 225.

# Next Exit, STADIUM CONFERENCE CENTER



The Chamber recently worked with Mayor James Harrington and state highway officials to secure additional signs promoting Brockton. New "ATTRACTIONS" signs recently went up on route 24 North and South. The signs feature, "STADIUM CONFERENCE CENTER" as motorists approach Brockton at exit 17.

## 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 \$35,263 or less; One child and earn \$31,030 or less; No children and earn \$11,750 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.

## "Taste" Event Always a Favorite - March 21



Ha Dao, Peter Dao and Lynn Quach of Chang Feng on Wheels



Debbie Medeiros, Jim Bosco, and Judy Whalen-Mills of Smith's Restaurant and Catering

Forty restaurants and cultural organizations are anticipated at "The Taste of Metro South" on March 21, 2007. Over 750 people are expected to enjoy spectacular food and entertainment.



Michael Swanbeck of Bugaboo Creek Restaurant



Richard Gowell of Gowell's Candy



Peter and Lauren Delaney of WildTree Herbs

Come celebrate the region...



RESTAURANTS  
MUSIC  
PERFORMERS

CULTURAL &  
COMMUNITY  
ORGANIZATIONS

Wednesday, March 21, 2007

5:30 to 8:00 p.m.

The Shaw's Center

One Feinberg Way, Brockton, MA

\$20 in advance / \$25 at the door

Tickets are available at Shaw's Supermarkets and the Metro South Chamber of Commerce.

A portion of the proceeds will be donated to the Chamber of Commerce Foundation for Education

For Taste tickets or more information, call the Chamber at 508-586-0500 ext. 231.

Premier Sponsors



nationalgrid

The Enterprise

Boston Business Journal



SMALL BUSINESS INCUBATOR SPACE Now Available at the Chamber

Call 508-586-0500 x221



# MEMBERProfile



Edward Besozzi

## EVS Nespresso

**Address:** 594 Cambridge Street  
Cambridge, MA 02141

**Phone:** 617-661-0111

**Website:** www.evsonline.info

**Year Established:** 2006

**Number of Employees:** 3

**Products or Services:**

Coffee services for home and office

**What is unique or special about your firm and the products and services you offer?** The Nespresso

Professional Coffee System allows our clients to enjoy fine European style beverages (espresso, cappuccino, latte) with our precisely

measured capsules. Developed over 20 years ago by Nestle, our machines are clean, efficient, and consistently provide a superior product. Enjoy a free trial to decide whether to purchase a machine or choose an operating contract.

**What is your market/market area?**  
New England

**Please list awards or special recognition that your firm as received.**

In blind taste tests, Nespresso blends have consistently been selected as "the best" as compared to Illy and Lavazza brands.

**What is your main business objective concerning your customers and the business community?**

To provide customers with a price competitive alternative to their present coffee system as well as superior customer service.

The Chamber features a Member Profile in each issue of the Action Report. Members are selected randomly from those in attendance at the Good Morning Metro South (GMMS) breakfasts.

# NEWInvestors

*Making an Investment in our Community!*

## Advanced Business Concepts

Mr. John S. Simpson  
1234 South Street  
Bridgewater, MA 02324-2980  
508-740-3621

## Business Support Services

## Baystate Audio & Media Services

Ms. Meggin Anderson  
165A Memorial Drive  
Shrewsbury, MA 01545  
508-842-0462  
Video

## Cancun Mexican Restaurant

Mr. Ezequiel Samdoval  
145 Main Street  
Kingston, MA 02364  
781-585-0060  
Restaurant

## Ck Rose Asphalt Paving

Mr. Charles Rose  
PO Box 295  
Raynham, MA 02767  
508-880-6056  
Asphalt Paving

## Colburn Rider Insurance Agency, Inc.

Mr. Charles Rider  
36 North Bedford Street  
East Bridgewater, MA 02333  
508-378-1166  
Insurance

## Mind Over Matter Institute

Ms. Athena Parker  
55 South Street  
Holbrook, MA 02343-2038  
781-767-0203  
Service

## Sparkfish

Mr. Steve Parrott  
115 South Street  
West Bridgewater, MA 02379  
508-584-4444  
Restaurant

**METRO SOUTH CHAMBER OF COMMERCE** To Join the Chamber  
Call 508.586.0500  
Eddie Terrenzi x225

# Succession Planning For Farmers

You are cordially invited to a meeting about farm succession. The purpose of this gathering is to build awareness and share information about farm transfer and succession issues and to build a local network of support.

The meeting will take place on February 15 from 5:30 to 8 p.m. at the UMASS Dartmouth Advanced Technology and Manufacturing Center (ATMC), 151 Martine Street, Fall River, MA. Light supper refreshments will be served. For more info and to RSVP call Bob Bernstein at 603-357-1600.

# Special Health Care Reform Breakfast

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



Martha M. Walz

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

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

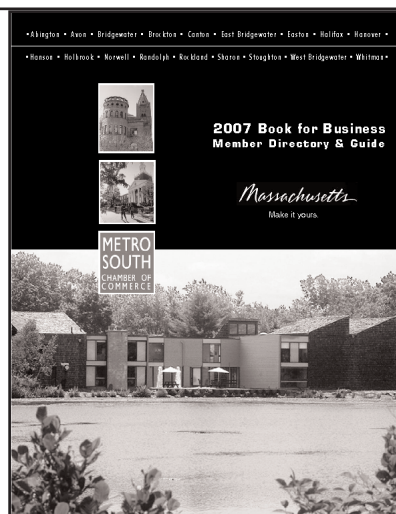
Sponsored by



# Chamber Book for Business Hot Off the Press

The Chamber of Commerce will soon be distributing the 2007 Metro South Book for Business. The book features area dining, lodging, public golf courses, recreation, legislative leaders, community demographics, regional and economic data and a complete membership listing. The book also includes a full color map of the Metro South region, highlighting hotels, golf courses, industrial parks, town halls and other points of interest.

"This year's Book for Business features 100 pages of information useful to residents, visitors, and businesses in the Metro South region. It places the entire Chamber membership at your fingertips," said Christopher Cooney, President and CEO of the Chamber.



Copies of the Book for Business will be distributed throughout the region to banks, real estate offices, town hall offices, all Chamber members, area colleges, and sent to all relocating businesses and families interested in the Metro South area.

# Leading Businesses • Leading Communities

## METRO SOUTH CHAMBER OF COMMERCE

*Why Are So Many Successful Businesses Chamber Members?*

### Business Development Services

*Edison Business Incubator  
Business Assistance Center*

### Professional Development

*Educational Seminars and Workshops*

### Energy Savings Program

*Constellation New Energy*

### Qualified Leads

*Metro South Leads Group*



### Group Medical Insurance Rates

*Blue Cross Blue Shield, Delta Dental, Harvard/Pilgrim,  
Tufts, United Health Care*

### Cost Effective Advertising

*Monthly Newsletter and Annual Book for Business*

### Legislative Activities

*Monthly meetings with legislators*

### Rapid Referrals

*Hundreds of referrals made daily*

*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!

Education • Consultation • Research • Advocacy

## BUSINESS EVENTS *Planner*

### February 8

#### Human Resources Management Council

8:00 am

**Holiday Inn and Conference Center**

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. 221

### February 15

#### Good Morning Metro South

7:30 - 9:30 am

**Holiday Inn and Conference Center**

195 Westgate Drive, Brockton

This event is a great opportunity to network with other members while enjoying a buffet breakfast followed by a keynote speaker and program.

Tickets:

\$17. members

\$24. non-members

Please RSVP at 508.586.0500 ext. 221

### February 22

#### Business After Hours

5:30 - 7:30 pm

**Grow Associates**

101 Wales Avenue, Avon

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

### IT'S EASY TO REGISTER!

508-586-0500 x 221

508-587-1340

E-mail: [info@metrosouthchamber.com](mailto:info@metrosouthchamber.com)

Send reservation and payment to:



### MSCC

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:** \_\_\_\_\_

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