

# Actionreport

March 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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Jeanne Sylvestre, page 6



Kenneth Cheo, page 10

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## "Taste" The Best of the Region 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, at Campanelli Stadium 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.

**nationalgrid**  
Premier Sponsor

"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. Tickets can be purchased at

*Continued on page 10*



**The Enterprise**

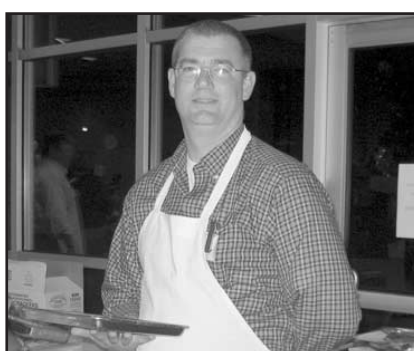
**Boston Business Journal**



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Brockton High Jazz Band performs at 2006 "Taste"



Richard Gowell of Gowell's Candy



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

## It's Open Enrollment Time for Health Insurance

**Begins  
April 1**

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.

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.

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**.

## 7:29 a.m. Breakfast To Feature Governor Deval Patrick

**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

**"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.**



**Sponsors**

*Article continued to page 9*

# 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 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.



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



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

## Build Relationships Through Chamber Committees

There's no better way to build relationships with area business people and to become more knowledgeable about what's going on in the Metro South area than joining a Chamber Committee. Most Chamber committees meet once a month for no more than an hour, so you can get a great return for a minimal investment of time. New committee members are always welcome. WE NEED YOUR HELP and expertise to make this year the best yet! Contact the Chamber at 508-586-0500 x225 to get involved.



## GOVERNMENTAffairs

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

The next Government Affairs meeting will be held on **March 16 at 12:00 p.m.** The speaker is Geoff Beckwith. Geoff Beckwith is the Executive Director of the Massachusetts Municipal Association. In this post, Beckwith is the MMA's CEO as well as the President/CEO of the Massachusetts Interlocal Insurance Association (MIIA), the MMA's municipal insurance program.

Mr. Beckwith has held a number of posts: Director of Work Environment, Environment, and Technology Policy at UMass Lowell (1991-1992); Member of the Massachusetts House of Representatives (1985-1991), where he served as Vice Chair of the Government Regulations Committee, and as a member of the Committees on Taxation, Natural Resources &



Geoff Beckwith

Agriculture, and Housing & Urban Development; Campaign Manager of the Campaign for Massachusetts' Future (1990); Lecturer in Political Science at Emmanuel College (1990); Assistant to the Massachusetts Commissioner of Commerce and Development (1983-1984); Administrative Assistant to the Reading Board of Selectmen (1982-1983); and Legislative Assistant in the Massachusetts House of Representatives (1979-1982).

Beckwith is a magna cum laude graduate of Boston College, and a former Visiting Scholar at the Harvard School of Public Health. He lives in Reading with his wife, Drucilla Wood-Beckwith, and their children, Calley and Sam.

If you would like to attend please R.S.V.P. by calling Kerrie Blake at 508.586.0500 ext. 231.



## Excellence in Training

Division of Workforce Development  
and Community Education

### FREE WORKFORCE TRAINING FUND WORKSHOPS

Held at Massasoit Community College in the Professional Development Center ~ 900 Randolph Street, Canton, MA

#### Workforce Training Fund Employer Orientation

Wednesday, April 11, 2007

8:00 to 10:30 am

#### The Nuts & Bolts of Writing a Successful Workforce Training Fund application

Wednesday, April 25, 2007

8:00 to 11:30 am

(Attendees for the Nuts & Bolts workshop should attend the 4/11 Orientation or have talked in advance with a technical assistance person to decide which portion of the fund to apply for.)

**Call (508) 588 - 9100 x2011 to register.**

**RSVP is required. Space is limited.**

**Continental breakfast provided.**



Presented by the Division of Workforce Development & Community Education at Massasoit Community College in cooperation with Commonwealth Corporation and the South Coastal Workforce Investment Board.



BOARD OF DIRECTORS	DIRECTORS
<b>OFFICERS</b>	<b>Pasquale Ciaramella</b> - <i>Old Colony Planning Council</i>
Chair of the Board <b>Reinald G. Ledoux, Jr.</b> <i>Brockton Area Transit Authority</i>	<b>Jack Conway</b> - <i>Jack Conway &amp; Company, Inc.</i>
President and CEO <b>Christopher Cooney</b> <i>Metro South Chamber of Commerce</i>	<b>John Costa</b> - <i>B C Tent &amp; Awning Company</i>
Chair-Elect <b>H. Scott Sanborn</b> <i>Sovereign Bank</i>	<b>Loretta DeGrazia</b> - <i>East Coast Petroleum</i>
Treasurer <b>Gary R. Oman</b> <i>Gary R. Oman, P.C.</i>	<b>Dotun Diyaolu</b> - <i>Pharmacist</i>
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	<b>Stephen McDuffy</b> - <i>Holmes-McDuffy Florists</i>
	<b>Dana Mohler-Faria</b> - <i>Bridgewater State College</i>
	<b>William Morse</b> - <i>Mutual Bank</i>
	<b>Gerard Nadeau</b> - <i>Rockland Trust Company</i>
	<b>Basan Nembirkow</b> - <i>Brockton Public Schools</i>
	<b>David Orloff</b> - <i>Sharkansky &amp; Co., LLP, CPA's</i>
	<b>Andrea Papadopoulos</b> - <i>Arista Associates, Inc.</i>
	<b>Lester Schindel</b> - <i>New England Sinai Hospital</i>
	<b>Larry Siskind</b> - <i>Siskind and Siskind Attorneys at Law</i>
	<b>John Vlaco</b> - <i>Brophy &amp; Phillips Co., Inc.</i>
	<b>Charles Wall</b> - <i>Massasoit Community College</i>
	<b>Patricia Williams</b> - <i>HarborOne Credit Union</i>
CHAMBER STAFF	
<b>508-586-0500</b> <b>Front Desk</b> x 221	
<b>Kerrie Blake</b> Program Director   x 231	<b>Kerry Sullivan</b> Finance   x 230
<b>Christopher Cooney</b> President and CEO   x 223	<b>Eddie Terrenzi</b> Membership and Public Relations   x225
<b>Ellen Moore Design</b> Communications   x222	



**ACCREDITED**  
CHAMBER OF COMMERCE

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

**Metro South Chamber of Commerce**  
Sixty School Street, Brockton, MA 02301-4087  
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info@metrosouthchamber.com  
www.metroouthchamber.com

**ACTION Report**

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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!

## MARCH Calendar

<b>7</b>	<b>Ambassador Meeting</b>	8:00 am
<b>14</b>	<b>Executive Committee</b>	3:00 pm
<b>16</b>	<b>Government Affairs</b>	12:00 pm
<b>21</b>	<b>Taste of Metro South</b> <i>Shaw's Center, K. Feinberg Way, Brockton</i>	5:30 pm
<b>28</b>	<b>Board Meeting</b>	12:00 pm

## Coming up April

<b>4</b>	<b>Ambassador Meeting</b>	8:00 am
<b>5</b>	<b>Special Health Care Reform Breakfast</b> <i>Stonehill College, 320 Washington Street, No. Easton</i>	8:00-10:00 am
<b>12</b>	<b>Business After Hours</b> <i>New England Sinai, 150 York Street, Stoughton</i>	5:30 pm
<b>16</b>	<b>Patriot's Day - Chamber Closed</b>	
<b>26</b>	<b>Legislative Breakfast with Governor Deval Patrick</b> <i>Massasoit Conference Center, Rt. 27, Brockton</i>	7:00 am

## Save the date May

<b>1-3</b>	<b>Membership Drive</b>	7:30 am
<b>9</b>	<b>Executive Committee</b>	3:00 pm
<b>9</b>	<b>Business After Hours</b> <i>HarborOne Credit Union, Brockton</i>	5:30 pm
<b>11</b>	<b>Government Affairs (Michael Widmer MTF)</b>	12:00 pm
<b>16</b>	<b>Business First Expo</b> <i>The Shaw's Center, One Feinberg Way, Brockton</i>	11:00 am - 3:00 pm
<b>16</b>	<b>Small Business Awards Luncheon</b> <i>The Shaw's Center, One Feinberg Way, Brockton</i>	12:00 - 1:15 pm
<b>28</b>	<b>Chamber Closed - Memorial Day</b>	
<b>30</b>	<b>Board Meeting</b>	12:00 pm

# GOODNews

*Celebrate the great things going on!*

## SMALL BUSINESS SPACE

Available at Chamber

Call 508-586-0500 x221

### CDE Inc. Graduates Local Family Child Care Providers

CDE provides training and support for the providers in our system, as well as independent providers, seeking the CDA (Child Development Associate) Credential. Through our Institute, we offer a comprehensive 120 hour curriculum as well as hands on support for the Statement of Competencies and the Provider Resource File. We would like to publicly commend these family child care providers for their diligence and commitment to early education and care.



Monica Turner (Brockton), Celestina Moreno (Brockton), Maisa DeSouza (Brockton), Perette Durandis (Brockton), Anissa Barrow (Brockton), Madalena Fernandez (Brockton), and Marie Barlatier (Weymouth).

If you would like more information on the CDA Credential, or on Child Development and Education, Inc, please call our Brockton office at (508) 583-4714.

### Brockton Area ARC 38th Annual Basketball Tournament

The 38th Annual John J. DiBari Memorial Basketball Tournament, sponsored by the Park Department of the City of Brockton, will take place at the Brockton West Junior High School, Saturday, March 10 starting at 10 a.m.; and Sunday, March 11 starting at 11 a.m. The proceeds from this event play an important part in enhancing the programs and services being provided by the Brockton Area ARC. For more information call 508-583-8030.

### Fernandes Appointed to Board

Suzanne Fernandes, AVP/Regional Manager, of The Community Bank has been appointed to the Board of Directors for the Brockton Area Workforce

Investment Board. Suzanne is an active member in Metro South Chamber of Commerce as well as the Brockton Rotary Charitable & Education Board of Directors. She is also on the Advisory Board to the Helpline for the United Way of Greater Plymouth County and sits on the Brockton Housing Partnership group.

### Oddleifson Appointed to Board

Christopher Oddleifson, president and CEO of Rockland Trust Company, has been appointed to the Board of Directors of the Massachusetts Housing Partnership. MHP is a quasi-public state agency that preserves and creates affordable housing. Mr. Oddleifson is active in industry and community affairs.



Christopher Oddleifson

### BSC "Business Speaker Series"

Speaker: James Dunphy, President and CEO of Hampshire First Bank

Sponsored by: School of Business, Bridgewater State College, Wednesday, March 28 – 10:30 to 11:30 a.m., Bridgewater State College Council Chambers, Rondileau Campus Center

There is NO charge for chamber members and friends to attend this event, but reservations are required and may be made by emailing to [externalprograms@bridgew.edu](mailto:externalprograms@bridgew.edu). Registration deadline is March 14.

### Brockton Hospital to Offer Breakthrough Cancer Care

Brockton Hospital announced plans to become the first hospital in all of New England to offer cancer patients TomoTherapy, the very latest in Radiation Therapy. TomoTherapy will be offered to patients for the first time in this region when it becomes available at Brockton Hospital in March. The

new technology will highlight a \$3.8 million upgrade and renovation project in Brockton Hospital's radiation therapy center. For more information about TomoTherapy and Brockton Hospital's Radiation Therapy Center, call 508-941-7450.

### Picerno Joins Caritas Good Samaritan

After serving as a U.S. Navy lieutenant and general medical officer, Debra Picerno, MD, of Bristol, RI, has traded her military uniform for a doctor's white coat as she embarks on a career in pediatrics to serve the needs of children in the greater Brockton area.

Dr. Picerno joined the Caritas Good Samaritan Medical Practice Corporation in December at Bridgewater Pediatrics, 1140 Pleasant Street, Bridgewater. For more information, or to schedule an appointment with Dr. Picerno, visit [www.caritasgoodsam.org](http://www.caritasgoodsam.org) or contact the Caritas DoctorFinder at 1-800-488-5959.



Dr. Debra Picerno

### DBA Seminar Offered

The Community Bank would like to invite members of the local business communities to a breakfast seminar designed for Sole Proprietors entitled "Incorporating Your Business." Guest speakers Atty. David J. Dubinsky, principal of

Dubinsky & Associates and Daniel Murphy, C.P.A., of Murphy & Co., Inc. will help assess if a business should incorporate. They will clarify the steps of the process and will answer specific questions through a Q&A session. The seminar will be held on Tuesday, March 27, 2007 from 8-9am at The Community Bank, 1265 Belmont Street, Brockton. Please contact Noel Barbosa at The Community Bank, 508.427.9400 to sign up by Thursday, March 22nd. Continental breakfast provided. No fee to attend.

### Andy Rooney to Keynote

The University of Massachusetts Dartmouth, Center for Marketing Research is pleased to announce CBS's 60 Minutes pundit Andy Rooney will be the keynote speaker at the 7th annual Celebrity/Scholarship dinner. The dinner is scheduled for June 14th at the Venus de Milo Restaurant in Swansea, MA. There will be a special VIP reception at 5:00 p.m. Tickets for the VIP reception are \$60 each and are non-refundable. Included are a book signing/photo opportunity with Andy Rooney as well as an open bar and hors d'oeuvres. The dinner and scholarship presentations follow at 6:00 p.m. Tickets for the dinner are \$60 each and are non-refundable (tables of 10 available).

For tickets or additional information please contact: Ava Lescault, 508-910-6435, [Alescault@umassd.edu](mailto:Alescault@umassd.edu)



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**SMALL BUSINESS INCUBATOR SPACE****Now Available at the Chamber***Call 508-586-0500 x221***United Way Opens Plymouth Office**

On February 1st The United Way opened it's new Plymouth office at 10 Cordage Park Circle - Suite 237. Headquartered in Brockton, the United Way of Greater Plymouth County serves 22 cities and towns.

The United Way helps individuals, as well. Their help line is designed to point people to the right agency to address their needs, whatever they may be.

Although the United Way has provided help to area organizations for some time, Dennis Carman, President and CEO said being in Plymouth will give his agency an even better sense of the issues and needs faced by those groups.

To contact the United Way's Plymouth office, call 508-747-6160. The agency's helpline number is 508-584-HELP (4357). For more on the United Way of Greater Plymouth County, visit [www.uwgpc.org](http://www.uwgpc.org).

**Sinai Offers Sleep Importance Lecture**

To raise awareness of the importance of sleep to our health and well-being, New England Sinai Hospital and Sleep Health Centers® are sponsoring a community lecture, free and open to the public: *Sleep: You Can't Live Without It* by Dr. Alexander C. White, Medical Director of the Sleep Disorders Program at Sinai in affiliation with Sleep Health Centers. The talk will be held on March 7 at 7 p.m. in the Brenner Conference Center at the hospital located at 150 York Street in Stoughton. Reservations are suggested, please call (781) 297-1336.



Dr. Alexander White

**Children's Museum in Easton Receives Hannaford Grant**

The Children's Museum in Easton has received a grant from the Hannaford Charitable Foundation to help with the construction of the museum's Outdoor Learning Center. The \$5,000 grant will support the

development of themed garden areas in the Outdoor Learning Center. The Outdoor Learning Center will focus on children's senses through environmental education by building an understanding and respect of the natural world.

"We are happy to have found a partner so interested in the well being of children and families.



L to R: Lindsey Goodwin Museum Marketing Intern, Karen Sultan Hannaford Easton, Elizabeth Starr Museum Board Member, Molly Tarleton Hannaford Community Relations.

We are thankful to Hannaford for supporting our efforts to help children and families become life-long learners," said Elizabeth Starr, Board Member at the Museum.

For more information call the Children's Museum in Easton at 508-230-3789 or [www.childrensmuseumineaston.org](http://www.childrensmuseumineaston.org).

**Meserve Travel Assists United Way**

Mary Meserve of Meserve Travel of West Bridgewater, has significantly added to the chance that our United Way of Greater Plymouth County will reach its annual campaign goal this year. With the help of industry colleagues, Ms. Meserve had generously donated both a Boston to Bermuda Cruise and a Four Day/Three Night Stay at a Disney Hotel in Florida as campaign incentives that were raffled off on February 1.

According to Dennis Carman, President & CEO of United Way of Greater Plymouth County, "We are so appreciative of the efforts of Meserve Travel to help us raise funds to help the people most in need in greater Plymouth County".

**Unique Theater Extravaganza**

The Todd G. Patkin Operatunity Performing Arts Center, located at 445 Central St. Stoughton, Massachusetts, 02072 ([www.operatunity.org](http://www.operatunity.org)), is a South Shore Community based 501-c(3) non-profit organization. We are proud to present: Humperdinck's Opera Hansel and Gretel.

This fully staged opera production, featuring Operatunity's young opera students performing alongside professional opera singers and orchestra, puts a modern day twist to the classic story.

*Performances:* Sunday, March 11

2:00 pm & 5:00 pm

*Location:* Rubinstein Auditorium Striar

Jewish Community Center

*Tickets:* \$15.00 adults / \$12.00 children

and seniors Group / school rates available.

**Rockland Trust Named Gold Sponsor**

Rockland Trust donated \$3,000 to the "Tomorrow Nite 2007" fundraiser to benefit the St. Jude Children's Research Hospital. "Tomorrow Nite 2007" was held at the Wang Center in Boston on February 24, - an evening of gourmet dining, dancing and a silent auction, with all proceeds benefit-

ing St. Jude's, a children's hospital whose focus is research and treatment of catastrophic childhood diseases, primarily pediatric cancers.

"Rockland Trust is proud to be a part of this event for the fourth year," stated Gerry Nadeau, Senior VP of Commercial Lending for Rockland Trust, "and we are proud to support longtime bank customers Chuck and Anne Hajjar in their work with St. Jude's Hospital."

**Lawson Named New Chief**

Brockton Hospital recently announced the appointment of Kenneth Lawson, MD, FACEP as its Chief of Emergency Services.

Dr. Lawson has worked as an emergency physician at Brockton Hospital for the past ten months. Dr. Lawson worked at South Shore Hospital for seven years where he served as the Assistant Chief of Emergency Services. Dr. Lawson spent five years as an emergency physician at the Lahey Clinic in Woburn, MA. Dr. Lawson earned his medical degree from the Tufts University School of Medicine.



Dr. Kenneth Lawson

**Boston Celtics Discount Ticket Nights!**

Metro South Chamber of Commerce presents **Boston Celtics Discount Ticket Nights**. Tickets are discounted exclusively for

Metro South Chamber members. To order these tickets, please email your order to [metrosouth@celtics.com](mailto:metrosouth@celtics.com) or fax it in to 617-854-8068. The tickets will be left at the "will call" window 2 hours before the start of the game for the appropriate night or can be mailed out. You will get a confirmation within 24 hours of your order.

Any questions, please contact Jim Davis at 617-854-8086. Tickets

are limited and sold on a first come first served basis! Orders must be placed in advance and offer not valid at the TD Banknorth Garden Box Office.

Wednesday, March 7 - 7:30 pm vs. Houston Rockets  
Wednesday, March 14 - 7:30 pm vs. Atlanta Hawks  
Wednesday, March 21 - 7:30 pm vs. Charlotte Bobcats  
Monday, March 26 - 7:30 pm vs. Toronto Raptors

**Tickets: \$30** (reg.\$60), **\$37.50** (reg.\$75), **\$42.50** (reg.\$85) in lower bowl

**Order via email:** [metrosouth@celtics.com](mailto:metrosouth@celtics.com)

**Order via fax:** 617-854-8068

Any questions, contact **Jim Davis 617-584-8086**

For more info contact the **Chamber 508-586-0500 x225**



## Special Health Care Reform Breakfast

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 will take place on Thursday, **April 5** at 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 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



Martha M. Walz

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.

See related article on page 7

Sponsored by



## UMass President Keynotes Chamber Breakfast



Chamber Chair Ray Ledoux of BAT, Mayor James Harrington, Dr. Jack Wilson of UMass, Dr. J. Lynn Griesemer of UMass Donahue Institute, Christine Karavites of Proteas Consulting, and Christopher Cooney of The Metro South Chamber of Commerce.

Dr. Jack M. Wilson, PhD, President of the University of Massachusetts spoke about the importance of education and innovation for the continued growth of our state's economy.



Patti Jean-Yule, student from nursing program, Anne Teri of St. Joseph Manor, and Meghan Abella Bowen of Brockton Area Workforce Investment Board



Jeanne Sylvestre, student in the ESL customer service class, Lenore Cardoza of the Adult Learning Center, and Dan Trout of Community Bank spoke about the development and success of recent classes.



Louisa Schaeffer, Mayor James Harrington, Jeanne Sylvestre, and Christopher Cooney, President and CEO of the Metro South Chamber of Commerce.

## Sparkfish Makes A Big Splash



Sparkfish owners Marybeth and Steve Parrott (center) and staff, along with Chamber Chair Ray Ledoux of BAT (left) and Christopher Cooney, President and CEO of the Metro South Chamber (right) cut the ribbon to officially open the restaurant on February 14. Radio Station WXBR 1460 AM "Fooding Around" host, John Rega interviews



Chris and Steve at the grand opening. Sparkfish is located at 115 South Main St, West Bridgewater, 508-584-4444, www.sparkfish.com.

## April "Business After Hours"



**Sinai** New England Sinai Hospital

Join us for food and fun while meeting and greeting fellow business professionals. 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.

## 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.

**Leading Businesses • Leading Communities**  
**Join the Chamber of Commerce**

Call 508.586.0500 x225



# Health Care Reform FAQ's for Employers

## 1. Does the new law require employers to offer employer-sponsored insurance?

No, but the law creates liabilities for employers with 11 or more full-time employees who do not make a "fair and reasonable" premium contribution.

## 2. What are the new requirements for employers?

- All Massachusetts employers with more than 10 employees (full or part-time) employed in Massachusetts must adopt and maintain a Section 125 plan by July 1, 2007. This is a cost-effective way for employers to offer their employees a pre-tax way to buy insurance. Employers with more than 10 employees who fail to offer a Section 125 payroll deduction option to all their employees may be assessed a Free Rider Surcharge if their employees or dependents significantly utilize the state's Uncompensated Care Pool. Employers with 10 or fewer employees are not required to establish Section 125 plans, but they may if they choose.

- Employers with 11 or more full-time employees employed in Massachusetts must make a "fair and reasonable premium contribution" toward health insurance for employees. If they fail to do this, they will be subject to the Employer Fair Share Contribution of \$295 per employee per year.

- All Massachusetts employers with 11 or more employees must file an annual Health Insurance Responsibility Disclosure Form with the Division of Health Care Finance and Policy. The form will also be available on the Commonwealth Connector website.

## 3. What is the Employer Fair Share Contribution?

An employer of 11 or more full-time equivalent employees who does not satisfy the requirements for a fair and reasonable premium contribution will owe a fair share contribution to the state of \$295 per full-time employee per

year, plus the pro rata share of \$295 for part-time and seasonal employees.

## 4. What is a fair and reasonable premium contribution?

Final regulations apply to employers with 11 or more full-time employees employed in Massachusetts and define this obligation as having been met, if:

*Primary test:* at least 25% of the employer's full time equivalent employees are enrolled in the employer-sponsored health insurance. If the employer passes this test, he or she is exempt from the Fair Share Contribution. or

*Secondary test:* the employer contributes at least 33% toward the cost of an individual health plan for its full-time employees. The employer obligation is based on the cost of an individual plan and not the cost of a family plan.

## 5. How will an employer with 11 or more employees document he or she has passed the secondary test for Fair Share contribution?

The employer will be required to submit a Health Insurance Disclosure Form and collect Employee Health Insurance Disclosure forms from employees and file them as well. This process will be administered by the Division of Health Care Policy and Finance. If an employer does not meet the test, the employer must file a Fair Share Contribution form with the Division of Unemployment Assistance. The employer will be notified by the Division of Unemployment Assistance if this form is required.

## 6. What are the rules for seasonal employees?

A seasonal employee is one who works for a designated seasonal employer for a duration of not more than 16 weeks during the seasonal period. If these conditions are met, these employees are not included in the calculation of the Fair Share Contribution test; however, if an employer fails to

provide a Fair Share Contribution, a pro-rated contribution amount is due for seasonal employees.

## 7. Where can I find the final regulations on the fair share contribution?

Those regulations are available on the web site of the Division of Health Care Finance and Policy (DHCFP).

They can be downloaded at: [http://www.mass.gov/Eeohhs2/docs/dhcfp/g/regs/114\\_5\\_16.pdf](http://www.mass.gov/Eeohhs2/docs/dhcfp/g/regs/114_5_16.pdf)

## 8. Who determines what percent of the Free Rider Surcharge will be levied on an employer with 11 or more employees who has failed to offer a Section 125 plan?

Regulations are currently being created by the Division of Health Care Finance and Policy. The effective date of this requirement is July 1, 2007.

## 9. Which employers must establish Section 125 plans?

All Massachusetts employers with more than 10 employees (part- or full-time) employed in Massachusetts must adopt and maintain a Section 125 plan by July 1, 2007. Section 125 plans save employers FICA taxes and generally re-pay the administrative costs of set-up after the first employee signs up. A Section 125 plan allows employees to pay for health insurance coverage on a pre-tax basis that is not subject to state and federal taxes or federal FICA withholding taxes, which can effectively lower the cost of health insurance by 15 to over 50 percent.

For updated and further information go to [www.mass.gov](http://www.mass.gov) and look for "The Connector" or call 1-877-623-6765

See related event on page 6

## "Business After Hours" Draws Crowd

Grow Associates in Avon hosted a Business After Hours on February 22. Over 40 people attended.



Lynn Green of Adoba, Kevin Brower of HarborOne, and Bill Sullivan of Grow Associates



Wanda Soto of Grow Associates, Bill Sullivan of Grow Associates, and Bill Sargo of Textile Plus Screen Printing & Embroidery

## 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. The next event meeting is March 14 from 6 - 8 pm at the Brockton West Branch Library. Anyone interested is invited to attend. For more information call Janice Fitzgerald at 508-580-7123.

# Chamber of Commerce Welcomes New State Reps



Representative Thomas Calter, Representative Allen McCarthy, Representative Thomas Kennedy, Senator Robert Creedon, Representative Geraldine Creedon, Christine Karavites of Proteas Consulting, and Christopher Cooney President and CEO of the Metro South Chamber.



Representative Thomas Calter, David Tedesco of New England Sinai Medical Center, Former Mayor Jack Yunits, and Mike Yunits of the Town of Holbrook.



State Representative Geraldine Creedon and Tina Glidden of CareerWorks

## Join the Team!

The next **Ambassador Team meeting** will meet on **March 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.



Ambassadors met recently to discuss current issues and new ways to support Chamber member businesses.

Presently, there are over twenty business professionals on the Ambassador Team.

To become an Ambassador, contact Eddie at 508-586-0500 x225.

## Prototype Opens in Brockton



Shaw's Supermarket opened a newly designed store in south Brockton. The store features many new design components including an expanded produce department. This prototype store is a model for future Shaw's Supermarkets.

## Five Commercial Projects Under Way in Brockton

Article courtesy of New England Business Bulletin

Brockton City Planner Nancy Stack-Savoie said she expects 2007 to be a banner construction year in the city with five projects already approved to begin including two pharmacies, two office buildings and a retail project site.

According to Stack-Savoie a 13,000 square-foot CVS will be built on the site of a former auto dealer, used car dealer and residential property on the east corner of Union and Center streets in Brockton. The project will contribute to the revitalization of the area both visually and economically, the planner suggested, adding she hopes it initiates a "ripple effect" of growth in the city neighborhood.

In addition to the CVS, a Walgreens is planned for North Montello Street. The 13,000 sq. ft. facility will be built on a "heavily traveled route" in Brockton replacing what has been boarded-up buildings, according to Stack-Savoie.

Also in the city, Juliano Enterprises is constructing two, class A, two-story offices, 20,365 square-feet and 12,000 square-feet, on Belmont Street. The office market is on the rebound with a particular demand for class A buildings, Michael Juliano said about the project. "The buildings will be built with a steel and glass modern structure. Tenants will enjoy modern amenities, private baths for each office, and private entries," he said.

Another one-story office building is being pursued by Christy Place LLC. Plans call for a 13,500 square-foot building at 30 Christy's Drive. The firm also has a permit for a second two-story building of 30,000 square-feet on the six-plus acre property. The prime location will be easy to access from Route 24 and parking will be provided for 175 cars.

Finally, property on Lancaster Street, close to the intersection of Pearl and Belmont streets, is currently being cleared

and owners, Berish Properties, are advertising the site as a retail build to suit with available 1,200 to 1,800 square-foot spaces.

Brockton's currently available commercial opportunities are mainly smaller sites, Paul Sullivan, city assessor for commercial properties, suggested. "We do not have a one million square-foot site to develop in Brockton. The opportunities we do see are smaller 5,000 to

10,000 square-foot buildings mostly now," he said, adding that overall, Brockton has about 23,000-24,000 parcels for commercial, industrial, and residential use.

Chris Cooney, president of the MetroSouth Chamber

of Commerce, noted that the economic landscape of Brockton has been changing over the years, with major contributing factors favorable to the city including "the Montello, Campello, and downtown rail stations, connecting Brockton to Boston; an alternative water supply, new housing with one to two bedroom units along the rail, and a diversified mix of industries."

According to Cooney, the city has worked hard to address a high unemployment rate and seen success. "In 1990, the unemployment rate for Brockton was similar to the rates in Fall River and New Bedford, but by the 2001 economic downturn, the unemployment rate mirrored the lower rate in Boston," he said, suggesting part of the solution was the commuter rail connection which opened opportunities to people.

"We have worked hard to maintain the momentum so that an economic downturn would not impact us. We have tried to remove any impediments to economic development by working closely with the Mayor's office and business leaders," Cooney added.

**"We have worked hard to maintain the momentum."**

**Christopher Cooney**  
President and CEO of the  
Metro South Chamber of Commerce

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# Brockton's Higher Education Center Moves Forward

The Mayor's Higher Education Collaborative is charged with creating a Higher Education Center in Brockton where degree and professional classes will be offered. The Collaborative provided an update on its activities at its meeting on February 15, particularly the assessment which is underway to determine the need and interest for such a Center. Dr. Jack Wilson, President of the University of Massachusetts spoke to the collaborative and reiterated the University's commitment to working with the partners in Brockton. The Collaborative partners include: The City of Brockton, Massasoit Community College, Bridgewater State College, Stonehill College, University of Massachusetts Donahue Institute, Metro South Chamber of Commerce, Brockton 21st Century Corporation, Brockton WIB, Brockton Area Transit, Career Works, TERI (The Education Resources Institute), Old Colony Planning Council and the University of Massachusetts at Boston and Dartmouth.

Business leaders are encouraged to respond to an online survey through the Metro South Chamber of Commerce regarding a potential Higher Education Center in Brockton through the following link:

<http://www.surveymonkey.com/s.asp?A=178671681E23167>.



John Costa of BC Tent and Awning, Dr. J. Lynn Griesemer of UMASS Donahue Institute, Mayor James Harrington, and Dr. Jack Wilson, President of the University of Massachusetts

## Article continued from page 1

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 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 corpo-

rate 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, community 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.

## RENEWING Members

### Thank You !

Axiom Construction Services, Inc.  
Avida Design  
Avon Greenhouse and  
Flower Shop, Inc.  
Battles Farm Company  
Bay State Gas Company  
Caritas Good Samaritan  
Medical Center  
Chapel of New Hope, Inc.  
Christo's Inc.  
Commonwealth Mediation &  
Conciliation  
Diamond Insurance Agency, Inc.  
Eagle Elevator Company, Inc.  
Edgar D. Fulton Realtors  
Executive Advertising Specialties  
Hanson, Murphy & Associates  
Infinity Data Corporation  
John E. McCluskey, Esq. PC

Medical Skin-Care Associates /  
Pediatric Healthcare  
Pierce Refrigeration, Inc.  
Poyant Signs, Inc.  
Raynham Taunton Greyhound Park  
Recordkeeper Records  
Management Systems  
Reed, Adami & Kaiser, P.C.  
Ricoh Business Systems  
Robert King Music Sales, Inc.  
Rockland Trust Company  
Spectrum Services Company, Inc.  
Stonehill College  
The Enterprise  
The Wizard's Duel  
Verc Rentals, Inc.  
Westgate Mall



To Join the Chamber  
Call 508.586.0500  
Eddie Terrenzi x 225

## 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.**

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



Senator Robert Creedon



State Representative Geraldine Creedon



State Representative Allen McCarthy

# Longtime Chamber Member Stanley Bauman To Be Missed

Article courtesy of NEPA and The Enterprise

Chamber member and champion Stanley A. Bauman, 93, of Brockton, died on Feb. 9.

Mr. Bauman began his newspaper career as a reporter for The Enterprise of Brockton after he graduated from Brockton High School in 1931. His coverage included police, city government and courts. He also wrote a bird column for the Enterprise. Mr. Bauman was later named assistant city editor of the Enterprise.

After he returned from Army duty in World War II, which included service as a training officer for combat camera duty, he returned to the Enterprise, where he photographed spot news and features into the 1970s.

After 40 years working at the Enterprise, Bauman began a commercial photography business, which he ran for about 30 years.

He also freelanced at The Boston Globe and worked under contract for Stonehill College.

He shot some 650,000 photographs ranging from Rocky Marciano and American presidents to fires and graduations. Many of Mr. Bauman's photos are archived at the Brockton Historical Society. Thanks to his meticulous filing and the pledged stewardship of Stonehill College, where the bulk of his photos will be archived, Stanley's work will continue to stir memories of glory and inspire people to move Brockton forward.

With his photography and personality Stanley Bauman did more than anyone to preserve and project the best of Brockton.

## Chamber Jobs Forum Links Employers and Jobseekers

The Metro South Chamber of Commerce offers an on-line job forum where members can post available job openings and qualified job seekers can search for employment in the Metro South region.

The Chamber recognizes that staffing has become one of our members most critical issues. When members are understaffed, they can not capitalize on opportunities. To help them cope with their recruitment challenges, the Chamber has partnered with its website designer, Media Concepts, to create this tool for recruiting qualified employees. This is a direct member benefit, a service offered to our members at no additional charge.

How does it work? For job seekers, viewing available job posting is easy. Simply visit [www.metroouthchamber.com](http://www.metroouthchamber.com) and click on the Job posting category. To view details of the job posting just click on the specific posting.

Members who would like to submit a job posting must first register at [www.metroouthchamber.com](http://www.metroouthchamber.com), which takes just a couple of minutes and requires the creation of a password. Members can post unlimited number of job listings and edit existing job posting once they have registered. Members can also submit their job listings directly to the Chamber via fax, mail, or email and we will post it on the job forum for you. Prospective employees can view your job listings anywhere there is Internet access.

In addition, the Chamber has established a workforce resources webpage with employment information, best practices, and other useful resources to assist members with their workforce and training needs.

Members can access the site at

[www.metroouthchamber.com](http://www.metroouthchamber.com)

## Chamber Action on eUpdate



Sign up for the Chamber's eUpdate and stay up-to-date on local business news. Upon registering for this free update we'll enter you to win a free gift certificate to the Westgate Mall. Chamber eUpdate is a weekly email newsletter service for members created exclusively to keep them informed about chamber events, news, trends, and services available to the business community.

The service is free for members and is CAN-SPAM Act compliant. Every email that is generated contains an unsubscribe link which

allows members to opt-out of future emails. Members who opt-out are automatically updated on our subscribers list to avoid the chance of sending unwanted Chamber eUpdates to them in the future. In addition, the Chamber eUpdate subscribers list is not sold or distributed.

Sign-up is easy. Simply visit the Chamber website at [www.metroouthchamber.com/subscribe.html](http://www.metroouthchamber.com/subscribe.html) and subscribe.

## 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.



Loretta DeGrazia,  
2006 ATHENA Award 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

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.**

## "Taste" Event - March 21 *Continued from page 1*

three Shaw's Supermarkets in Brockton or at the Metro South Chamber of Commerce. Participating restaurants include: *Montilio's Bakery*, *Gowell's Candy*, *Wildree Herbs*, *Brockton Hospital*, *Smith's Restaurant & Catering*, *The Colonial Room (S.E. Regional)*, *Costco Wholesale*, *The Shaw's Center*, *X & O Restaurant*, *Brennan's Grille & Irish Tavern*, *Bugaboo Creek Steakhouse*, *The Grill @ the Holiday Inn*, *Stoneforge Grill*, *Edible Arrangements*, *Spark Fish*,

*Jeano's*, *Luanda*, *Sodadi Terra*, *Caveman Catering*, *EVS/Nespresso*, *Caritas Good Samaritan Medical Center*, *Buena Vista*, *Christo's, Inc.*, *Tamboo Restaurant*, *Generation's Italian Restaurant & Function Facility*, *Starbucks Coffee*, and *Will's Place*. 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.

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

Call 508-586-0500 x221



## MEMBERProfile



Kenneth Cheo

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**Number of Employees:** 10

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guaranteed results in terms of top-line sales for your business. We help to uncover the issues preventing you from achieving your goals and resolve those problems. We don't just put people in seats and are not paid by the hour, we are paid for results.

**What is your market/market area?**  
Small Businesses  
Eastern Massachusetts

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

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

To empower 100 individuals to achieve their goals over the next 5 years.

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.

## The Importance of Keeping Records

Article provided by:



Call a SCORE counselor about what is considered a business expense.

There is an old joke among business owners that says if you own your own business you must keep three sets of books. The first shows figures that indicate your business is more profitable than it really is. This is what you show to a prospective buyer if you decide to sell your business. The second set shows your business to be far less profitable than it truly is. These you use when filing tax returns. The third set is for your own information. These are true figures. Remember, I said this was a joke, only.

Actually, all you need to do, from my point of view, is keep accurate and detailed records of everything related to your business. In essence, the concept is quite simple. Draw a vertical line down the center

of the page. On one side of the line put down all the amounts of money that come into your business and on the other side you list everything that goes out. Add them up and put a plus for profit and a minus for loss. Of course, that's an over simplification. An accountant will tell you what records you must keep and will often give you sound advice on the overall financial picture of your business. And he/she will know how to best handle you tax responsibilities.

If you're just starting out, SCORE's free counseling can offer advice on basic bookkeeping. Call the Metro South Chamber of Commerce today at 508.587.2673 for an appointment.

## NEWInvestors

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Ms. Andrea Diaz  
P.O. Box 7491  
Brockton, MA 02303  
781-267-2017

**Agencies/Associations**

#### Bay State Overhead Door Company

Mr. Marc Celidonio  
79 Greenbriar Road  
Brockton, MA 02301  
508-580-6400

**Agencies/Associations**

#### Four Points Realty

Ms. Sherry Palmer  
700 West Center Street #11  
West Bridgewater, MA 02379  
508-232-6280

**Real Estate Residential**

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Braintree, MA 02184  
781-843-7887

**Business Support Service/  
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Mr. William J. Purcell Jr.  
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Brockton, MA 02346  
508-580-2200

**Beauty Salons/Supplies**

#### Morse Housing Services, Inc.

Mr. Stephen Morse  
100 Harbor View Road  
Milton, MA 02186-5256  
617-696-9140

**Real Estate Development**

#### Park Air Corporation

Ms. Melanie Sherwood  
204 Court Street  
Brockton, MA 02302  
508-584-3440

**Manufacturer**

#### Ranstad USA

Mr. Andrew C. DeGrazia  
1256 Park Street, Suite 202  
Stoughton, MA 02072  
781-341-6070

**Employment**

#### University of Phoenix-Massachusetts

Ms. Kristen Lewis  
100 Grossman Drive  
Braintree, MA 02184  
781-228-4507

**Schools/Colleges**

## SOMWBA Workshop Well Attended



State Office of Minority and Women Business Assistance workshop attendees: William Muiruri of BW Transport, Philip Smith and Philip A. Smith of Philip Smith and Son, Tom Hall of SOMWBA, Josephine Cimmino of Hamilton and Sherwood, Ada Alfonso of Alfonso Electrical Services, and Francisco F. Fontes of Dirt-X Commercial Cleaning. Not pictured: Bob Tufts and Shirley Tufts of SET Associates, and Aminah Pilgrim of Dirt-X Commercial Cleaning

## Travel Channel Features Brockton, Norwell



Mayor James Harrington, Former Chamber Chair Stephen Hall of National Grid and Jim Gilson, President of F.B. Washburn Candy Corporation

FB Washburn Candy Corporation, established in the city of Brockton in 1856, is the nation's oldest family owned candy business in America. The company is best known for the miles of ribbon candy it makes and sells each year to people across the country.

The Travel Channel aired a segment about the Washburn Candy Company in November 2006. The cable television show is called, Made in America. The show also featured a segment on Zildjian Cymbals of Norwell. Both shows are currently showing on the Travel Channel.

# Leading Businesses • Leading Communities

Maintain  
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Drive  
  
May 1, 2, 3

## METRO SOUTH CHAMBER OF COMMERCE

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#### Energy Savings Program

Constellation New Energy

#### Qualified Leads

Metro South Leads Group



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### Chamber Membership is Key to Your Business Success

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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

### March 7

#### Ambassador Meeting

8:00 - 9:00 am

Metro South Chamber of Commerce

60 School Street, Brockton

Be part of a team that serves fellow members and increases awareness and promotion of Chamber programs and services.

Please RSVP at 508.586.0500 ext. 225

### March 16

#### Government Affairs Meeting

12:00 pm

Metro South Chamber of Commerce

60 School Street, Brockton

Join other Chamber members for this opportunity to interact with legislators and learn more about activity on Beacon Hill.

Please RSVP at 508.586.0500 ext. 231

### March 21

#### A Taste of Metro South

5:30 - 8:00 pm

The Shaw's Center

1 Feinberg Way, Brockton

This family event is a great opportunity to sample restaurants from throughout the region while enjoying live entertainment.

Tickets are \$20 in advance & \$25 at the door.  
Call 508.586.0500 ext. 221 for your tickets!

### IT'S EASY TO REGISTER!

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Send reservation and payment to: 📦



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**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!