

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.



Dr. Gaby Aoun, Page 4



Glen Hardy, Page 8



Humberta Faria, Page 11

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Chamber to Host Senate President Therese Murray

Legislative Luncheon - Friday, April 11

The legislative edition of the Good Morning Metro South breakfast program is scheduled for **Friday, April 11 at 12pm**. The event will be held at the **Massasoit Conference Center** on Crescent St. in Brockton. The Featured Speaker will be Senate President Therese Murray.

Therese Murray is a 33-year resident of the Town of Plymouth. She is currently serving her eighth term as State Senator of the Plymouth and Barnstable District, which includes the towns of Barnstable (pct. 10, 11, 12), Bourne, Falmouth, Kingston, Pembroke, Plymouth, Plympton and Sandwich.

First elected to the Senate in 1992, Senator Murray became the first woman President of the Massachusetts Senate in March 2007. President Murray had previously served as Chairwoman of the Senate Committee on Ways and Means since 2003.

Through her leadership, the Legislature has worked to build a solid foundation for the economic future of the Commonwealth by focusing on the needs of Massachusetts residents.

Senator Murray has consistently fought for more equity in education funding, better access to affordable healthcare, affordable housing,



Therese Murray, Senate President

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and quality improvements in public safety. She has also worked to make sure the needs of our veterans and seniors citizens are met.

Some of her notable legislative accomplishments include: Welfare Reform, Chapter 70 education funding reform, the Catastrophic Illness in Children Relief Fund, Nicole's law, and Health Care Reform.

During the first 11 months of her Presidency, she has lead the Senate in passing: the GIC health insurance local option, an expanded film tax credit law, ID theft reform, state pension reform, permanent Baby Safe Havens, the child booster seat law, oceans management, mortgage foreclosure relief, and energy reform.

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

As always Good Morning Metro South is a great networking opportunity. To register or for further information call the Chamber at 508.586.0500 ext. 225 or by registering online at metroouthchamber.com. The cost is \$20 for members and \$25 for non-members.

Small Business Awards to Feature Technology Expo

WEDNESDAY, MAY 21, 2008

**METRO SOUTH
TECH
2008 EXPO**

IN PARTNERSHIP WITH ACS SERVICES, INC.

**THE SHAW'S CENTER
BROCKTON, MA
10:00 AM - 3:00 PM**

Bank of America

ACS

The Enterprise

**METRO SOUTH
CHAMBER OF COMMERCE**

To nominate someone for a
Business Award, see page 6

The Right Place for Your Business

Networking

Advocacy

Support



To Join:
Lisa Keene
508.586.0500 x 225

Mayor James Harrington



Mayor James Harrington recently spoke to Chamber Board Members, updating them on numerous city initiatives.

Upcoming Seminars & Workshops at Chamber

Sponsored by:



**H&R Block
Member-Led Workshop**
Wednesday, April 9, 10 am
See page 5

AMP Workshop
Thursday, April 17, 2 pm
See page 5

Go Green Seminar
Tuesday, April 29, 9 am
See page 11

Principles of Lean Manufacturing
Tuesday, May 13, 7:15 am
See page 11

The Metro South 17th Annual Small Business Awards luncheon is scheduled for Wednesday, May 21 at the Shaw's Center from 12pm-1:30pm. The Metro South Chamber of Commerce and Bank of America Small Business Services have joined forces to recognize small business achievements and their economic impact on the region.

For the first time, the Chamber is partnering with ACS Services to bring the 2008 Tech Expo as part of the Small Business luncheon. This is an opportunity for businesses to learn about and purchase new technology in order to gain an edge and stay up to date in a competitive, computer-driven society. There will also be a series of workshops and demonstrations throughout the day. The Tech Expo runs from 10am-3pm.

As always, the Small Business Awards and Expo are a great networking opportunity. To register or for further information, call Kim at 508.586.0500 x 231. See Tech Expo, page 11.

Catch Rox Fever at Business After Hours

April 17, 2008



April 17, 5:30 pm- 7:30pm.

The Rox are introducing several new promotions for 2008, including a Saturday Night Concert Series, and Kids Eat Free on Monday night. The Rox will play 23 of their 47 home games on a Friday, Saturday, or Sunday. A complete promotional schedule will be released in the spring.

The Rox open the 2008 season in New

The Brockton ROX will host a Business After Hours at the Shaw's Center, 1 Feinberg Way, Brockton, on Thursday,



K-O, Mascot of the Brockton Rox

Hampshire against the Nashua Pride on Thursday, May 22nd. The 2008 Home Opener is Saturday, May 24th against the Pride. When the gates open on May 24th, the Rox will welcome the 1,000,000th fan to Campanelli Stadium. For more information, call 508-559-7070 or visit www.brocktonrox.com

This is a casual event that presents a great way to make business contacts so bring plenty of business cards! The event is \$5 for Chamber members and \$10 for non-members. To register call Kim Bewsher, 508-586-0500 x231.

The Ambassador Team • Win-Win Opportunity!

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.

The next Ambassador meetings will meet on April 2 and May 7 from 8:00 - 9:00 am at the Metro South Chamber of Commerce.

To become an Ambassador, call Lisa Keene at the Chamber, 508.586.0500 ext. 225.

Business Issues Breakfast

Human Resource Management Council



The next Business Issues Breakfast meeting will take place on Wednesday, April 23rd, 8a.m.-9a.m. at the Holiday Inn in Brockton.

Our featured presenter will be Lisa Cutulle, Supervisor with the Criminal History Systems Board (CHSB). Ms. Cutulle oversees the responsibilities of the Criminal Offender Record Information (CORI) Training and Compliance Unit.

Ms. Cutulle has been working with the Commonwealth of Massachusetts for the past nine years. In 1999, she joined the Criminal History Systems Board, Criminal Justice Information Services (CJIS) Support Unit as a Program Coordinator conducting

formal training to law enforcement and criminal justice personnel in the use of Criminal Justice Information Systems.

This training is for staff or agencies that are certified, or interested in becoming certified to request Criminal Offender Record Information (CORI) for non-criminal justice purposes. The training will provide information and help to increase understating of CORI, CORI Certification process, CORI Request Process, CORI Laws and Regulations, and to review sample criminal records and web-based CORI application.

Pre-register for this event by calling Kim, 508.586.0500 ext. 231. The cost is \$20 for members and \$25 for non-members. A hot breakfast buffet is included.



Join the Chamber!!
Call Lisa Keene, 508.586.0500 x 225

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508-586-0500 Front Desk x 221	Basan Nembirkow - <i>Brockton Public Schools</i>
Christopher Cooney President and CEO x 223	David Orloff - <i>Sharkansky & Co., LLP, CPA’s</i>
Kim Bewsher Program Director x 231	Andrea Papadopoulos - <i>Arista Associates, Inc.</i>
Lisa Keene Membership x 225	Lester Schindel - <i>New England Sinai Hospital</i>
	Larry Siskind - <i>Siskind and Siskind Attorneys at Law</i>
	Lydie Ultimo - <i>TERI</i>
	John Vlaco - <i>Brophy & Phillips Co., Inc.</i>
	Charles Wall - <i>Massasoit Community College</i>
	Patricia Williams - <i>HarborOne Credit Union</i>

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

APRIL Calendar

1	Energy Efficiency Workshop	8:00 am
2	Ambassador’s Meeting	8:00 am
9	H&R Block Member-Led Workshop	10:00am
11	Legislative Lunch <i>Massasoit Conference Center, Rt. 27, Brockton</i>	12:00 pm
17	AMP Workshop	2:00 pm
17	Business After Hours <i>Brockton Rox, Shaw’s Center, K. Feinberg Way, Brockton</i>	5:30 pm
21	President’s Day - Chamber Closed	
23	Human Resource Management Council <i>Holiday Inn, 195 Westgate Drive, Brockton</i>	8:00 am
29	Go Green Seminar	9:00 am
<i>Coming Up</i>		
May		
7	Ambassador’s Meeting	8:00 am
9	Government Affairs	12:00 pm
13	Principles of Lean Manufacturing	7:15 am
14	Executive Committee	3:00 pm
20	SOMWBA Workshop	11:00 am
21	Small Business Awards Lunch & Tech Expo	9:00 am
26	Memorial Day - Chamber Closed	
28	Board Meeting	12:00 pm
28	Business After Hours <i>Special Olympics & Charlie Horse, Rt. 106, Bridgewater</i>	5:30 pm

Save the date
June

4	Ambassador’s Meeting	8:00 am
13	Government Affairs	12:00 pm
17	Athena Awards <i>Holiday Inn, 195 Westgate Drive, Brockton</i>	7:45 am
25	SBA Seminar	8:30 am
17	Business After Hours <i>Fuller Craft Museum, 455 Oak Street, Brockton</i>	5:30 pm

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



ACCREDITED
CHAMBER OF COMMERCE

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

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Photogrphay by Rich Morgan
www.richmorganphotography.com

ACTION Report **Volume 8 - Issue 4**
(USPS-410630) is published monthly except for combined July/August for \$5.00 per year by the Metro South Chamber of Commerce, Sixty School Street, Brockton, MA 02301-4087.
Periodical Postage Paid at Brockton, MA.
POSTMASTER: Send address changes to Action Report, Sixty School Street, Brockton, MA 02301-4087

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.

Photo and print production by Mark Mahoney, The Enterprise

GOODNews

Send your Good News to avandam@metrosouthchamber.com

Celebrate the great things going on!

First Time Home Buyers

Bridgewater Savings Bank has announced a new program for first time home buyers that offers favorable terms to qualified buyers seeking to finance a home in the communities served by the Bank. Qualified buyers may finance up to 100% of the value of their single family property with Bridgewater Savings Bank's new 5/1 Adjustable Rate Mortgage. Under this program, the buyer pays a fixed rate for the first 5 years of the loan, followed by an adjustable rate in each of the following years. Low rate caps protect the buyer from the runaway rate increases that characterized the sub-prime crisis. In addition to these terms, the first time buyer program offers no-point loans with reduced closing costs. Finally, discounted rates are available for borrowers at lower income levels.

Musical Theatre Performance

Junie B. Jones, a delightful one-hour musical theater performance, adapted from the books by Barbara Park, will be performed at the Olmsted-Richardson School, 101 Lothrop Street, North Easton on Saturday, April 12 at 1:00 pm. The show is performed by the nationally acclaimed "Theatreworks USA" from NYC. The Easton YMCA is hosting the event as its primary fundraiser for its annual Strong Kids Campaign. All tickets are \$10, on sale in advance at the Easton YMCA, 25 Elm Street, in person or by calling 508.238.9758. Recommended for audiences age 5 and up. Outspoken, precocious, lovable Junie B. Jones stars in a colorful, funny, fast-paced musical about new friends, new glasses, sugar cookies, the annual kickball tournament, and other various first-grade angst-ridden situations.

Financial Education Program

Mutual Bank recently participated in and helped organize a financial education program held at Whitman-Hanson Regional High School. The Financial Literacy Forum took place February 29 as a session of the Checks And Balances course that helps students understand and manage finances. For the past three years, Mutual Bank has worked with Lydia Nelson, a business-technology teacher at Whitman-Hanson Regional High School. The program provides teens with a greater understanding of managing personal finances by using games, simulations, case studies and exercises. The bank's role in the program included pre-

sentations on Loans and Credit, Checking Accounts, ATM and Debit Cards, Savings Accounts, and Online Banking. Speakers included Mutual Bank's President and COO William Morse; Vice-President of Audit & Compliance, Paul Tisdale; and Vice-President of Retail Administration Theresa Bryant. Lydia Nelson noted, "We thank Mutual Bank and all the participants for sharing their expertise with the students at today's forum. There is value in bringing community representatives into the school curriculum, to help students prepare for the real world ahead."

Stepping out for Hospice Memorial Walk

Metro South Chamber members are "Stepping Out for Old Colony Hospice" as sponsors and as walk teams for the upcoming 10th Stepping Out for Hospice Memorial Walk on April 27, 2008.

More than 1,500 participants are expected to walk either a 2-mile or 4-mile route at the Irish Cultural Centre in Canton. Help Old Colony Hospice raise \$140,000 to support our non-profit organization's high quality programs and services for the patients and families in our care. Registration begins at 11:00am and the walk starts at 12:00pm. We'll have subs, hot dogs, chowder, snacks and more, a DJ, kids' activities - something for everyone to enjoy. Awards will be given to top fundraisers and for team spirit.

Free registration and fundraising web-pages on-line at www.firstgiving.com/och or visit www.oldcolonyhospice.org for more information. Contact Linda Werman at 781-341-4147 or send e-mail to lwerman@oldcolonyhospice.com.

Randolph Savings Bank Promotion



Maria Pimentel

Maria Pimentel has been promoted to Branch Manager of Randolph Savings Bank's Pleasant St., Stoughton office according to Thomas Drummey, Executive Vice President, Chief Operating Officer. Her responsibilities will include: managing branch revenues, sales and operations as well as generating new relationships for the Bank. Ms. Pimentel began her banking career in the Stoughton branch in 1981 and has held various positions in retail banking at several Randolph Savings Bank offices. Most recently she was Assistant Branch Manager at the Bank's Main Office in Randolph.

Dr. Fernandez Joins Signature

Alina Fernandez, MD has joined the staff of Signature Healthcare Bridgewater Goddard Park Medical Associates (BGPMA) as a primary care physician. Dr. Fernandez was most recently a hospitalist at Cape Cod Hospital in Hyannis, MA. Prior to that, she practiced primary care in Massachusetts for eight years. Dr. Fernandez received her Bachelor of Science degree from the University of Michigan and her MD from the Medical College of Ohio in Toledo. She is board certified in Internal Medicine and Managed Care Medicine. Dr. Fernandez completed her internship in surgery at Boston University and an internal medicine residency at Metro Health Hospital in Cleveland, Ohio. Dr. Fernandez will be practicing at the Signature Healthcare BGPMA West Bridgewater site, at 322 East Center Street.

Children's Museum Road Race

The Children's Museum in Easton is searching for interested adult volunteers to serve on the planning committee for the Museum's 14th Annual Father's Day Road Race, scheduled for Sunday June 15 at 9:00 AM.

This annual 5-mile road race benefits the programs and exhibits of the Children's Museum in Easton. The race attracts over 400 entrants from communities in southeastern Massachusetts. The race also includes a 2-mile fun walk so that non-runners can get involved. Planned as a family event, the museum offers childcare and activities for the children of competitors and volunteers.

For more information on how to volunteer, please contact us at the Children's Museum in Easton (508) 230-3789.

Ribiero Appointed to Board



Carl Ribeiro

Independent Bank Corp. (NASDAQ: INDB) today announced that Carl Ribeiro has been appointed to its Board of Directors. Mr. Ribeiro was also simultaneously appointed to the Board of Directors of Rockland Trust Company. Mr. Ribeiro, was formerly a Director of Slades Ferry Bancorp.

Mr. Ribeiro is the owner and President of Carlson Southcoast Corporation, a holding company for several food industry businesses based in New Bedford. Also, he is the Chairman of Famous Foods, an internet food distributor based in New

Bedford, and the President of Advanced Antenna Technologies, based in New Bedford.

Gaby Aoun Joins Signature



Dr. Gaby Aoun

Cardiologist Gaby Aoun, MD has joined Signature Healthcare Bridgewater Goddard Park Medical Associates (BGPMA). Dr. Aoun has been an attending cardiologist at Trinity Health in Minot, North Dakota, Mount Lebanon Hospital in Beirut, Lebanon, and Saint Charles Hospital in Fayadieh, Lebanon. Dr. Aoun earned his medical degree from the Lebanese University School of Medicine, and is board certified in Cardiovascular Disease. He completed his residency in Internal Medicine at Yale University School of Medicine, Hospital of Saint Raphael and a Fellowship in Cardiology at the University of Connecticut, Hartford Hospital. Dr. Aoun is practicing at Signature Healthcare BGPMA at 110 Liberty Street in Brockton.

Morse Re-elected to Board



William J. Morse

William J. Morse was recently re-elected to a three-year term on the Board of Directors at Mutual Bank. In this role, he will help guide the policy and direction for the mutually-owned bank. Morse is President and Chief Operating Officer of Mutual Bank. He formerly served as President and Chief Executive Officer of Security Federal Savings Bank, and oversaw Security's merger with Mutual Bank in November, 2006. Morse, whose career in the local banking industry spans more than 30 years, is a graduate of Bridgewater State College. Morse serves on the Board of Directors of the Metro South Chamber of Commerce. He is a member of the Bankers Mutual Resource. He is a director of the School On Wheels, has served on the Easton School Committee and is the former Chairman of MASSFIT (Massasoit/Financial Institutions Training) a collaborative of area community banks and colleges offering training programs to those in the banking industry.

Bridgewater State Series

On Tuesday, April 22 at 8:30 am Vicki

GOODNews

Donlan, author of *Her Turn: Why it's Time for Women to Lead in America* and long-time supporter/advocate for women in business will speak at Bridgewater State College in the Dunn Conference Suite, Room B, Crimson Hall. Most recently, Donlan is the founder and former publisher of *Women's Business Boston*, a 25,000 controlled-circulation newspaper devoted to women in businesses in Massachusetts, New Hampshire and Rhode Island. Ms. Donlan has been instrumental in the growth of networking for women entrepreneurs and corporate leaders. She is co-founder and first executive director of the South Shore Women's Business Network and founder of The Alliance of Women's Business and Professional Organizations. To register for this event please call Jenna Stephenson at 508.531.2725 or e-mail at externalaffairs@bridgew.edu. Please respond before April 18, 2008.

Brockton ARC

On Friday, April 25, The Brockton Area ARC is sponsoring a night with Jim Plunkett from the *Improper Bostonian* down the Cape at Lombardos in Randolph. Come for an evening of music, fun, and prizes. A \$100 ticket admits two people and is good for a "1 in 300" chance to win the \$10,000 prize. You need not be present to win, but if you are there, it will be a fun night. Call 508-583-8030 or email baarc@comcast.net for tickets.

Charity Golf Classic

On Monday, July 14, Capital Realty Partners and MCG Partners will hold its 2nd Charity Golf Classic to benefit the Jimmy Fund and Dana-Farber Cancer Institute, at LeBaron Hills County Club, Lakeville, MA. The tournament costs \$150 per person and includes greens fees; golf cart; putting green, practice and driving range access; bag drop off; men and

women locker rooms with showers and steam room; box lunch; dinner; auction; and prizes. For non-golfers - please join us for dinner and enjoy the use of the pool and fitness facilities during the golf tournament for a nominal fee. We have sponsorship opportunities available. To register (sign-up your foursome now!), or to become a sponsor, or for more information, please contact Adrienne Kravitz at 508-279-0900 or akravitz@capitalrealty-partners.com

Lincoln Tech - Sit In On A Class

Visit Lincoln Tech in Brockton on Wednesday, April 16 and sit in on a class in Massage Therapy, Criminal Justice, or Medical Administration Assistant. Call 508-941-0730 for information.

Higher Education Seminars

Sexual Harassment in the Workplace

Presented by Massasoit Community College. Tuesday, May 20, 2-5 pm, 34 School Street, Brockton. The cost is \$59 per person. For more information and to enroll, call 508.588.9100 x 2011.

Leadership Certificate Seminars

May 30: Effectively Managing Workplace Conflict

June 5: Crafting & Delivering Meaningful Performance Feedback

June 12: Improving Workplace Communication

June 16: Essential Leadership Skills to Meet Today's Challenges

June 26: Learn to Lead by Putting Balance Back Into Your Life.

Presented by UMass Donahue. 8am-12pm. \$240/ seminar or \$1200 to attend all five seminars. Save \$20 on any seminar when you register by May 1st. Seminars are held at 34 School Street, Brockton. Call 508.856.1307 to register.

Member Led Workshop

Susan Arkuszewski

H&R BLOCK®

Most people will need to file a tax return this year to get their rebate this year. People who want their rebate, but who otherwise wouldn't have to file a tax return, can file a return at H&R Block for a discounted rate of \$35 or for as little as \$14.95 using H&R Block's TaxCut Online program. Rebate recipients will not have to pay anything back to the government. This is an advance payment of a tax credit that taxpayers will claim on next year's (2008) tax return.

There are income requirements:

- Tax filers with an income of at least \$3,000 - \$300 rebate
- Singles making less than \$75,000 - as much as \$600
- Couples making less than \$150,000 - as much as \$1,200
- Children younger than 17 - \$300 rebate per child
- The rebate is reduced by 5% of a taxpayer's adjusted gross income above \$75,000 (\$150,000 for joint returns).

To learn more, attend this free workshop led by Susan Arkuszewski, Enrolled Agent, one of the top Tax Professionals from the Brockton Premium Office.

When: Wednesday, April 9, 2008, 10:00 am

Where: Metro South Chamber of Commerce, 60 School Street, Brockton

To Register: Please contact Lisa 508-586-0500, ext. 225

or by email lkeene@metrosouthchamber.com

AMP Workshop for SOMWBA



The Commonwealth's Affirmative Market Program (AMP) invites all Minority- and Women-Owned Businesses (M/WBES) who are new to state procurement and are interested in learning:

- o How to maximize your M/WBE status;
- o How to find opportunities for AMP partnerships; and
- o How to market as an AMP participant to state entities.

These trainings are designed as an introduction to the services that AMP provides and what it means to be a certified vendor. All M/WBES in all fields including goods, services, construction and design are welcome to join us.

When: Thursday, April 17, 2008, 2:00 p.m. - 4:00 p.m.

Where: Metro South Chamber of Commerce, 60 School Street, Brockton

Cost: Free

To Register: Please contact Lisa 508-586-0500, ext. 225

or by email lkeene@metrosouthchamber.com

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Do You Know Someone Who Deserves Recognition?

16th Annual Small Business and Entrepreneur of the Year Awards

Recognizing the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region.

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 April 11, 2008. 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.



2007 Entrepreneur of the Year Award Recipient Howard Wright of Wright Technology

Prior Entrepreneur of the Year Recipients

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

Sponsored by:

Bank of America



2007 Small Business of the Year Award Recipients Harry Minassian Sr. and son, Jason, of Westgate Lanes

Prior Small Business of the Year Recipients

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

9th Annual Athena Awards

Honoring the highest level of professional excellence, a devotion to the community, and the opening of doors of leadership opportunity for women

The Metro South Chamber of Commerce and Sovereign Bank are pleased to announce the 2008 ATHENA Awards program. The program was created in 1982 and has expanded to over 350 cities in the United States, Russia, and Canada. It is presented in the form of a hand-cast bronze sculpture, symbolizing the strength, courage and wisdom of the recipient.

The Metro South Chamber of Commerce believes in the values underlying the ATHENA Foundation's philosophy of incorporating the talents and expertise of women into the leadership of our businesses, our communities, and our government. The spirit of the ATHENA Program is captured in 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 Tuesday, June 17, 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 Kim Bewsher at 508.586.0500 ext 231. An ATHENA Award nomination form will be mailed upon request. **Nominations are due by Friday, May 2.**

Prior Entrepreneur of the Year Recipients

2006 Loretta Degrazia, East Coast Petroleum
2005 Marianne Wroble Cox, WXBR 1460am Radio
2004 Shailah Stewart, Brockton Public Schools
2003 Linda Faria Braun, The Adult Learning Center
2002 Christine Karavites, Proteas Consulting
2001 Barbara Duffy, My Turn, inc.
2000 Noelle Foye, Brockton Elementary School Nurse
1999 Janice Cunningham, East Bridgewater Police



Susan Szachowicz, 2007 ATHENA Award Recipient

Sloan Awards

Recognizing companies that demonstrate flexibility in the workplace

Does your business value its employees? Are morale and a sense of job satisfaction important to your organization? Is there an attempt to reduce stress in the workplace so that employees can work productively? If you answered yes to any of these questions you may be a candidate for receiving the Alfred P. Sloan Award for Business Excellence in Workplace Flexibility.

The When Work Works program wants to recognize exemplary employers that are using flexibility as a tool to enhance business, employee, and community success. The Metro South Chamber has been selected for a second time as one of 24 communities nationwide to present the Alfred P. Sloan Award to a deserving organization.

Why apply for the Sloan Award? All applicants benefit from technical assistance on creating an effective and flexible workplace, and also receive customized benchmarking reports comparing their organization with nationally representative data. Award recipients receive local and national recognition, including recognition in a local awards ceremony and a full-page ad in USA Today.

W H E N
W O R K
W O R K S

To begin the application process, complete the brief online questionnaire at www.whenworkworks.org.

For qualifying employers, a sample of employees will be surveyed about their access to workplace flexibility and about the organizational culture. Award recipients are selected based on a composite of employer and employee responses and there is no limit to the number of recipients within a given community.

For more information, please call Lisa Keene at the Metro South Chamber at 508-586-0500 x225.



Greg Roth, Institute for Competitive Workforce at the U.S. Chamber of Commerce and Diana DiGiorgi, Old Colony Elderly Services, 2007 recipient of the Sloan Award

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

Last year, over 13,000 walkers raised more than \$293,000 for cancer programs at Signature Healthcare and cancer services supported by The Chrystine M. Sullivan Memorial Foundation.



SUNDAY, MAY 4

Rain or Shine!

Walk Starts at Brockton High School 8 am – 10 am

Walk Finale at Signature Healthcare Brockton Hospital Campus

Gala Celebration ☆ Cookout ☆ Fun ☆ Entertainment

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

Need more information or want to volunteer?

Call 508-941-7078 or email Jennifer at

jlynch@signature-healthcare.org

Visit signature-healthcare.org ☆ chrystinesullivan.com

The 9th Annual Champions Fighting Cancer Walk is sponsored by Signature Healthcare and The Chrystine M. Sullivan Memorial Foundation. All proceeds will go toward the fight against cancer. Please help us. Thank you.

"Taste" Draws Hundreds to Shaw's Center

The 2008 "A Taste of Metro South" entertained a crowd of over 750 people with food, music, and fun. The evening promoted many of the positive aspects of living in the Metro South Region. A portion of the proceeds benefit the Metro South Chamber of Commerce Foundation for Education.



Gigi Johnson and Kristen Barnes of Christo's serve food to a Taste attendee



Leanne Champagone and Jessica Hogg from Chili Head Barbecue Co.



The Brockton High Jazz Band under the direction of Vincent Macrina



Debra Galinatti, Maureen Pires, Gayle Kelley, and Chiffawn Johnson of Tamboo



Glen Hardy of Hardy Catering

Photos by Rich Morgan, www.richmorganphotography.com



James Wade of Costco's Avon with Brockton ROX mascot K-O



A crowd enjoys the entertainment at the Taste



George Aronstein, Alex Aronstein, and Ed Maclean of Stoneforge Grill



Photo Courtesy of Eagle Photography

Free cholesterol screenings were held on site by Signature Healthcare Brockton Hospital

Economic Stimulus Bill Benefits Business

The Economic Stimulus Act of 2008 provides stimulus payments to individuals and incentives to businesses including:

50% Special Depreciation Allowance
Depreciation is an income tax deduction that allows a taxpayer to recover the cost or other basis of certain property over several years. It is an annual allowance for the wear and tear, deterioration or obsolescence of the property. Under the new law, a taxpayer is entitled to depreciate 50 percent of the adjusted basis of certain qualified property during the year that the property is placed in service. To qualify for the 50 percent special depreciation allowance under the new law, the property must be placed in service between Dec. 31, 2007 and Jan. 1, 2009. To reflect the new 50-percent special depreciation allowance, the IRS is developing a new version of the depreciation and amortization form for fiscal year filers. The new form will be designated as the 2007 Form 4562-FY. A draft version is available on IRS.gov.



Section 179 Expensing
In general, a qualifying taxpayer can elect to treat the cost of certain property as an expense and deduct it in the year the property is placed in service instead of depreciating it over several years. This property is frequently referred to as section 179 property, after the relevant section in the Internal Revenue Code. Under the new law, a qualifying business can expense up to \$250,000 of section 179 property purchased by the taxpayer in a tax year beginning in 2008. Absent this legislation, the 2008 expensing limit for section 179 property would have been \$128,000. The \$250,000 amount provided under the new law is reduced if the cost of all section 179 property placed in service by the taxpayer during the tax year exceeds \$800,000.

www.irs.gov

Brockton; A Gateway City

Ed Lambert, Director, UMASS Dartmouth Urban Initiative in partnership with MassInc has created a plan of renewal for 11 Massachusetts Gateway Cities including Brockton, Fall River, New Bedford and Lowell.

The Gateway Cities continue to struggle with persistent job losses, low education levels and limited traction in the knowledge economy. The MassInc and UMass initiative are committed to fixing the basics through a more consistent flow of local aid dollars, building the middle class workforce of



tomorrow by boosting education efforts, and creating new economic connections for the 21st century through use of rail, internet and cross-boundary collaboration. To learn more, contact Ed Lambert at elambert@massd.edu

Open Enrollment-Health Insurance Begins April 1

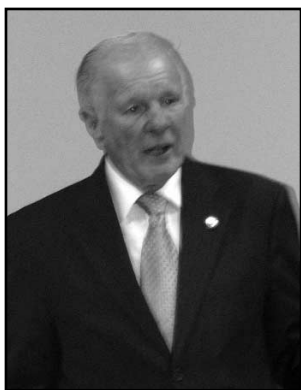
This is an excellent opportunity for Chamber of Commerce members to review their benefit options, to make changes to their health coverage plans, and to enroll any eligible employee who may have previously waived coverage.

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.

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.



Representative David Flynn Speaks to Chamber Government Affairs Committee



State Representative David Flynn



Chamber Chairman, Ray Ledoux of the Brockton Area Transit Authority, Christine Karavites of Proteas Consulting, Representative Geraldine Creedon, Senator Robert Creedon, State Representative Allen McCarthy, Attorney Larry Siskind, and Chamber President & CEO Christopher Cooney

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Legislators Attending Legislative Luncheon

April 11, 2008 at 12:00 pm

State Representative
Geraldine CreedonState Representative
Christine CanavanState Representative
Louis KafkaState Senator
Robert HedlundState Senator
Brian JoyceBrockton Mayor
James HarringtonState Representative
Allen McCarthyState Representative
Thomas Kennedy

Earned Income Tax Credit Program Returns

FREE Tax Preparation Available January 21 - April 12! Main Public Library, 304 Main St., Brockton - Mon. & Tues., 4 - 7pm and at the Self Help Energy Offices, 1362 Main St. Brockton, Sat., 9 am - 3pm.

With both the federal and state tax credits, workers may get up to \$4,700 in refunds. Workers can claim both the federal and state EITC, even if they do not owe income tax, simply by filing federal and state income tax returns. You will receive a state credit equal to 15% of the federal amount.

You are eligible if you have: More than one child and earn \$36,348 or less; One child and earn \$33,241 or less; No children and earn \$12,590 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.

Chamber Supports Brockton's Vision



Front Row: Nancy Stack- Savoie, City Planner, Hubert Murray, Boston Society of Architects, Christopher Cooney, Chamber President & CEO, Andy Jasmin, Office of the City Planner
Back Row: Christine Karavites, Proteas Consulting, Sheila Sullivan-Jardim, BAWIB, John Vlado, Brophy & Philips, Ray Ledoux, Brockton Area Transit, Sue Joss, Brockton Neighborhood Health Center, Jay Gormley, Developer

Employers Invited to Join the 2008 Youth Employment Campaign

The Mayor, along with the Brockton Area Workforce Board and many city agencies have kicked off the 2008 Youth Employment Campaign. Announced at a Press Conference on March 6th, this campaign is aimed at providing 300 jobs for at-risk youth in the region.

As a follow-up to the Press Conference, on March 7th there was a telethon, during which local and state dignitaries called businesses to locate positions within those businesses for our youth. This Campaign is a one of a kind collaborative effort to put our at-risk youth to work.



According to Mayor Harrington, "It is well documented that a working youth who is engaged in community

activities and is being mentored by a caring adult is less likely to be involved in criminal activities & violence." BAWIB Chair John Costa stated, "Our young people need to learn and earn." This program is supported by the Metro South Chamber of Commerce, MY TURN, Brockton Area Private Industry Council, Brockton 21st Century Corp., YouthWorks, Faith-based organizations and the Brockton School Department.



The Youth Employment Campaign has set two goals in regard to the summer of 2008. The first is to secure \$130,000 in funding to be used for the placement of one hundred youth in subsidized summer work experiences within local public, community, and faith based organizations. The Second goal is to develop two hundred private sector job pledges within companies such as yours. We are asking you to commit to one, or both of these options. Whatever the position, we have youth in our community who are eager to work and to learn. Please make your pledge now to hire a youth or to help subsidize employment through a donation.



BAWIB Executive Director Sheila Sullivan-Jardim, Mayor James Harrington, Suzanne Bump, MA Secretary of Labor and Workforce Development, and John Costa, BAWIB Chair

To Find out more about the 2008 Youth Employment Campaign, please call The Brockton Area WIB at 508-584-3234 or visit www.bawib.org.

RENEWING Members Thank You !

Albert Merola-General Contracting
 Allegra Print & Imaging
 Atlantic Pavement Maintenance
 Bridgewater Savings Bank
 Brophy & Phillips Co., Inc.
 CASSI
 Celia Insurance Agency, Inc.
 Cheryl Hodge-Spencer, DMD
 Citizens Bank of Massachusetts
 Cotter Associates
 Edward J.Thibeault, C.P.A., P.C.
 Energy Conservation, Inc.
 Everett's Auto Parts
 Executive Advertising Specialties
 Global Data Systems
 James E. Holmgren, CPA
 Jezard Carpet
 Medical Skin-Care Associates / Pediatric
 Healthcare
 Old Colony Council Boy Scouts of
 America
 Pilling Engineering Group Inc.
 Publicity, Inc.

Randstad USA
 Robert J. McDonough Insurance Agency, Inc.
 Robinson & Cole LLP
 Ronald H. Holmgren, CPA
 Shaw Glass Company, Inc.
 Shaw's Supermarkets, Inc.
 South Shore Elder Care
 Southeastern Oral & Maxillofacial Surgeons
 Southeastern Property Maintenance, LLC
 Super 8 Metro South
 Tech Mechanical
 The Children's Museum in Easton
 Thevenin, Lynch, Bienvenue LLP
 Thorny Lea Golf Club
 TWB Associates, Inc.
 U.S. Army Recruiting
 University of Phoenix-Massachusetts
 Campus
 Vega & Associates, Inc.
 VHS Transportation Company, Inc.
 Victor, Raphael, & Grimaldi PC
 Yankee Sprinkler Company

WELCOME New Members

Making an Investment in Our Community

Continuity Programs, Inc.

Mr. Larry Roache
 26 Acorn Road
 Whitman, MA 02382
 508-819-3232

Marketing

CVS

Mr. Ezio DiMartino
 355 Center Street
 Brockton, MA 02303
 781-849-7751

Pharmacies/ Retail

D&S Transportation

Mr. David Pullen
 41 Linnea Avenue
 Brockton, MA 02301
 617-909-4597

Transportation

Life Resources, Inc.

Ms. Elizabeth Aristorenas
 100 River Street
 Braintree, MA 02184
 781-849-7751
 www.liferesourcesinc.org
 Agencies/Associations

McB Management, Inc.

Ms. Karen McDonald
 1350 Belmont Street, Suite 201
 Brockton, MA 02301
 508-586-3150
 Real Estate/Property Management

Rutherford Advisors, Inc.

Mr. Warren J. Rutherford
 251 Olde Homestead Drive
 Marston Mills, MA 02648
 508-428-9345
 www.rutherfordbusinessadvisor.com
 Business Consulting Services

Schools on Wheels MA

Ms. Cheryl Oppen
 PO Box 1132
 Easton, MA 02334
 508-428-9345
 www.sowma.org

Agencies/Associations

*To join
 the Chamber:
 Call Lisa, 508.586.0500*

Interns Help Out Chamber



Christopher Cooney, Chamber President & CEO, Interns Thuy Doan and Hahn Trieu, Southeastern Tech, and Lisa Keene, Chamber Director of Membership & Business Development. Not pictured: Dilma Lebert and instructor, Isabel Nowlan

Attorney Peter Moser



Peter Moser, Partner with the law firm of Robinson & Cole LLP spoke to Human Resource people at a recent Business Issues Breakfast

Thank you!

To everyone who helped make this event a success.



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The Enterprise

RESTAURANTS

Baypointe/Height's Crossing • Brockton High Culinary Arts Program • Brockton ROX
 Buena Vista Restaurant • Cabot Creamery • Caritas Good Samaritan Medical Center
 Chili Head Barbeque • Christo's Restaurant • Costco Wholesale • Deb's Home Cooking
 Dragonfly Deli & Gourmet Cafe • Edible Arrangements • Gourmet Cafe
 The Grill at Holiday Inn, Brockton • Hardy Catering • Honey Dew Donuts
 Jeano's Restaurant • Narragansett Brewing Company • Not Your Average Joe's
 Pogo's II • The Shaw's Center • Shaw's Supermarkets
 Signature Healthcare Brockton Hospital • Simpson Spring • Skinner's Sugar House
 Sodade Terra • Starbuck's Coffee • Stoneforge Grill • Tamboo • Texas Roadhouse
 Tiki Garden • Trader Joe's • Trio Cafe • Wildtree Herbs • X & O Restaurant

ORGANIZATIONS

Baypointe/ Height's Crossing • Brockton Hospital/ Signature Healthcare
 The Pampered Chef • Caritas Good Samaritan Medical Center • Old Colony Hospice
 Trinity Catholic Academy • Rob Peters Entertainment • Brockton Visiting Nurse Association
 Brockton ROX • Life Resources • Old Colony Elderly Services • The Enterprise
 WXBR 1460AM • Metro South Chamber of Commerce • Brockton High Key Club

ENTERTAINMENT

Brockton Symphony • Brockton High School Jazz Band
 The Mandells Band • Frank Vicatta: Frank Sinatra Tribute • Rob Peters

TASTE COMMITTEE

Michael Canina, The Shaw's Center	Moises Rodrigues, City of Brockton
Rick Colon, Verizon Communications	Cheryl Showstack, The Enterprise
John Costa, B C Tent & Awning Company	Jenna Stephenson, Bridgewater State College
Christine Karavites, PROTEAS Consulting	Daniel Trout, The Community Bank
Kelly Le, Bridgewater Savings Bank	Mary Waldron, Brockton 21st Century Corp.
Paul Morrison, Brockton 21st Century Corp.	Bob Wisgirda, 1460 WXBR Radio
Rob Peters, Rob Peters Entertainment	

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Crescent Credit Union	PROTEAS Consulting	The Community Bank

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4th 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 4th Annual "Keep Brockton Beautiful" Day on Saturday, April 26 from 9 - 12, rain or shine.

The city-wide clean up has been such a great success in the past that it has now become a part of Brockton tradition. Volunteers are needed to help clean Brockton's parks, school grounds and public spaces. You can participate by donating goods and services, donating funds, adopting a block or park or forming a team. Registration will be at 9am at Heights Crossing, Brockton. A barbeque for all participants will be held at the conclusion of the clean-up. If you would like to participate, contact the Department of Public Works at 508-580-7135. You may also obtain forms and information at www.ci.brockton.ma.us

11th Annual Career Day at Shaw's Center

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

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.

**April 30th
9 - 11:30**

Access the Small Business Administration

Attend a FREE SBA workshop designed to highlight the various SBA programs and services that are available to prospective or current entrepreneurs who need assistance in starting or expanding their business. General information will be provided on the following:

Small Business Counseling (SCORE)

Small Business | Development Centers • Business Information Center
SBA 7(a) • Loan Guaranty Program • 8(a) Business Development
HUB/Zones • Small Disadvantaged Business Assistance
Government Contracting Opportunities

The workshop will be held at **CareerWorks**, 34 School Street, Brockton from 2 - 4 pm on Wednesday, April 16, 2008. Contact CareerWorks at 508.513.3400 for further workshop information.

Chamber and ACS to Produce Technology EXPO



At the ACS Tech Expo last June, representatives from Microsoft, HP, Adtran, EMC Insignia, and AppRiver gave demonstrations on their products. This year's EXPO will be held in partnership with the Metro South Chamber of Commerce and will take place as part of the Small Business of the Year Awards on May 21 at the Shaw's Center in Brockton. (See front page)

Top row: Attendees learn more about HP and EMC Insignia; a representative from AppRiver explains their services in front of the Microsoft booth; ACS Vice President William Adams demonstrates an Adtran product. Bottom row: An AppRiver demonstration.

Go Green Workshop

Date: Tuesday, April 29, 2008

Time: Continental Breakfast 9:15 a.m.

Training: 9:30-10:30 a.m.

Location: Metro South Chamber of Commerce

Cost: \$10.00

To Register: Call Lisa Keene, 508.586.0500 x 225

Come and learn why companies need to start thinking about energy costs and what can be done for cost savings now and in the future.

- Investigate Small Wind and Solar Energy for your establishment
- Financial logic for implementing-Return on Investment
- Case studies of companies who have implemented these initiatives successfully, could you be utility free in 5 years?
- Potential Cost savings long and short term
- Tax Breaks and State Rebate Programs
- List of resources to assist and programs for reimbursement costs

Makeovers Salon Hosts After Hours

www.makeoverssalon.com • 574 Washington St., Easton • 508.238.1211



Melissa Batty, Loco Tapas & Wine
Louise Howard, Massasoit Community College



Over 75 people attended the event held at
Makeovers Salon and Spa



Paula Peterson, Children's Museum
Easton, receives a pedicure



Danielle Goldsmith of Spirited Sisters
receives a scalp massage



Christopher Cooney, Chamber President & CEO, Andrea
Papadopoulos, Arista Associates and \$500 value raffle
winner, and Edward Blum, Makeovers Salon Owner



A normally curly haired
Humberta Faria of Interstate
Mat Corp receives a new style

Principles of Lean Manufacturing Workshop

Presented by MassMEP (Manufacturing Extension Partnership)

May 13, 2008

7:30 a.m. - 12 noon

Chamber Office, 60 School Street, Brockton

\$125/person (Continental Breakfast will be provided)

To register, contact Kathie Mahoney at 508-831-7020 or kathiem@massmep.org.



Join us for a hands-on workshop that guides participants through the transition from a traditional manufacturing environment to a lean, world-class enterprise. By introducing and implementing Lean principles, your company can improve efficiencies, reduce waste, increase profitability and provide customers with high quality products at competitive prices. Companies that are interested in reducing their inventory, improving their overall quality, improving their on-time delivery performance, improving their productivity, and lowering their manufacturing costs should attend.

Commercial Expansion and Building Boom Underway . . .



Paradise Caribbean Restaurant
Corner of Warren Ave., and West Elm St., Brockton



New Science Center
Stonehill College, Easton



Whelan Associates, LLC, Office Space for Rent
31 Roche Brothers Way, Easton



Pharmasol
Norfolk Avenue, Easton



Kinnealey Quality Meats, 70 new jobs
1100 Pearl Street, Brockton



WB Mason Expansion
70 East Battles Street, Brockton



New 12 Screen Movie Theatre
Westgate Mall, Brockton



Limited Equity Partners
560 Oak Street, Brockton

BUSINESS EVENTS *Planner*

April 11

Legislative Lunch

12:00 pm

Massasoit Conference Center

Rt. 27, 770 Crescent Street, Brockton

Join other Chamber members for this opportunity to interact with legislators and meet Senate President Therese Murray

Tickets: \$20 in advance, \$25 at the door.

Call 508.586.0500 x 225 for tickets and info.

April 17

Business After Hours

5:30 pm - 7:30 pm

The Shaw's Center with the Brockton Rox

1 Feinberg Way, Brockton

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. 231

April 23

Business Issues Breakfast

8:00 am - 9:00 am

Holiday Inn - Brockton

195 Westgate Drive, Brockton

This is a great opportunity for Human Resource managers and small business owners to sharpen their Human Resource skills.

Tickets: \$5 members, \$10 non-members

Please RSVP at 508.586.0500 ext. 231

IT'S EASY TO REGISTER!

508-586-0500 x 231



508-587-1340



E-mail: kbewsher@metrosouthchamber.com



Register online at www.metroouthchamber.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.

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Event: _____

Company: _____

Phone: _____

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