

Actionreport

December
2011

www.metroouthchamber.com

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.



Amy Rossi, page 7



Rob Hamalian, page 8



Heather Hanson, page 9

CONTENTS

Calendar of Events	3
Good News	4
Renewing Members	10
New Members	10
Member Profiles	12

Chamber Revenues, Reserves, Relevancy, Results. Up!

Chairman's Remarks by Peter Neville at the Metro South Chamber's 98th Annual Meeting.

It is hard to believe a year has passed since I accepted the role of chair of this extraordinary chamber of commerce. When I say "extraordinary", several examples come to mind. I first think of the Commercial Tax-Rate Setting hearings held in Brockton this past December, where more than fifty businesses attended to show support for our volunteer leaders in the form of Mark Donahue, Gary Oman and Larry Siskind who testified before the City Council encouraging the council to set a tax rate that kept Brockton competitive and attractive to existing and relocating businesses. The presentation was exceptional and the council approved a reduction in the commercial tax rate for 2011.

The next example of extraordinary comes to mind when I think of the Chamber Board and staff who worked tirelessly to submit more than one thousand



Peter Neville, Chamber Chair

pages of documents and data to the U.S. Chamber of Commerce in application for Re-accreditation, a process that is ongoing but requires the completion of an application every five years. The result of all this hard work was an announcement in March by the U.S. Chamber that the Metro South Chamber of Commerce had earned a five-star accreditation. This is an achievement earned by fewer than three percent of chamber's nationwide.

The next thought of extraordinary comes to mind when I think of the chamber members and partners responsible for the recent announcement that the Metro South Chamber of Commerce was awarded \$250,000 from the Massachusetts Workforce Training Fund for this coming year. This initiative will provide training to incumbent employees in the healthcare sector. In turn, allowing our healthcare members to develop and retain existing employees in skills that will

- Continued on page 10 -

Public Policy, Toy Drive and Book Fair at Next Breakfast

Thursday, December 15, 7:30 am - 9:00 am



Dr. Michael Goodman

Join us at the next Good Morning Metro South breakfast on Thursday, December 15 from 7:30 am - 9:00 am at The Charlie Horse, 674 Old West Center Street (route 106) in Bridgewater, in the new function hall. The featured speaker is Dr. Michael Goodman.

Dr. Michael Goodman is associate professor and chair of the Department of Public Policy at the University of Massachusetts Dartmouth where he directs the face-to-face and fully online Master's in Public Policy program.

A leading analyst of the Massachusetts and New England economies, Professor Goodman is a past president of the New England Economic Partnership, a non-profit organization made up of leading regional analysts that produces semi-annual economic forecasts of the economic outlook for each of the six New England states. He currently serves as Co-Editor of MassBenchmarks, the journal of the Massachusetts Economy published by the UMass Donahue Institute in cooperation with the Federal Reserve Bank of Boston. Dr. Goodman earned his Masters and Ph.D. at Boston University.

Good Morning Metro South is being sponsored by United Way of Greater Plymouth County and St. Joseph Manor.

The mission of the United Way of Greater



Plymouth County is to increase the organized capacity of people in the Plymouth County area to care for themselves and for one another. St. Joseph Manor is a 118-bed non-profit nursing home located on a 26 wooded acre campus. The campus also houses the Mater Dei Adult Day Health program offering support and relief to caregivers by providing your family member a place to spend the day.

Guests are encouraged to bring an unused toy to the breakfast as part of the City of Champions Toy Drive (see page 5). Those who donate a toy will be entered to win a Shaw's gift card.

The cost to attend is \$25 for members and \$35 for future-members and includes breakfast and networking opportunities. If you would like to register, please call Kim Prosper at 508.586.0500 x 231, email kprosper@metrosouthchamber.com or register online at events.metroouthchamber.com.

HOLIDAY BOOK FAIR

Purchase a book as a gift for someone this holiday season! Current authors displaying will be Janice Clark, author of Roscoe is a RAKster/You Can Be One Too, a children's book promoting random acts of kindness at home, and Mark Singer, author of The Changing Landscape of Retirement.

If you are an author and would like to be featured at the Good Morning Metro South Book Fair, contact Kimberly Prosper at 508.586.0500 x 231, kprosper@metrosouthchamber.com.

It's Time to Speak Up!

New Tax Rate Set on Dec. 12 or 14

Chamber Advocates for Irresistible Tax Rate; Factor of 1.5 Sought To Spur Growth.

Brockton is the hub of the Metro South Region (south of Boston). With Brockton's extensive infrastructure, ample workforce and strategic location it is a natural hub of business. "We want Brockton businesses to think of Brockton when contemplating business growth and expansion. We want Brockton to equal value in the minds of decision makers. We want key indicators to all point to Brockton as a place that has everything a business needs to thrive", said Christopher Cooney, Chamber President and CEO.

Among top indicators business people consider, aside from location, infrastructure and workforce, the commercial tax rate is perhaps the most prominent. This is particularly true when comparing a nearby community or a similar sized "gateway city". When combining the commercial tax rate with water and sewer rates, a city like Brockton can gain a significant strategic advantage by pricing to attract and retain business. Brockton, with its new water supply and recently renovated waste water treatment plant is poised for growth. In order to achieve growth, Brockton must provide an irresistible value to business.


- Continued on page 5 -

Visit The Amalfi Coast, Italy March, 2012



See page 11 for more on this trip





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 **Friday, December 9, 2011** at the Chamber Office. The featured speaker will be **State Representative Michael Brady**.

Michael Brady was born and raised in Brockton, Massachusetts. He has represented the 9th Plymouth District, and Ward 2 since 1996, first as a Member of the School Committee (1996-1997), then as City Councilor (1997-2009), and City Council President (2002). In 2008, Michael Brady was elected State Representative of the Ninth Plymouth District.

Michael has worked at various local businesses throughout the City, including Superior Baking Company, Mullare News Agency, and Massasoit Community College, facilitating the Citap Grant Program for Construction

Sponsored by:



Michael Brady

Industries Training and Placement. He also worked with Metropolitan Life Insurance, Boston Mutual Life and several other insurance companies in addition to working in the Massachusetts State Lottery, Customer Service Department.

Brady currently serves as Vice Chair of the Joint Committee on Public Safety and Homeland Security and on the Joint Committee on State Administration and Regulatory Oversight, Joint Committee on Ways and Means and House Committee on Ways and Means.

To attend this meeting, please contact Lisa at 508.586.0500 x 225, email lkeene@metrosouthchamber.com, or register online at events.metroouthchamber.com. The cost to attend is \$5 for members and \$15 for non-members and includes lunch.

IHOP, Sushi at Westgate Mall, Brockton




A New IHOP has opened in Westgate Mall in the Old Bugaboo Creek building. For more information, visit www.ihop.com.

Yamato Hibachi Sushi will be opening soon at the former Uno's Restaurant building. For more information, visit yamatosushi.com

Market Basket has begun construction and will open in the Spring of 2012.

The Ambassador Team • Win-Win Opportunity!




Friend Weiler,
Ambassador
Team Chair

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 meeting** will meet on **Wednesdays, December 7 and January 4** from 8:00 - 9:00 am at the Metro South Chamber of Commerce, 60 School Street, Brockton. To become an Ambassador, call John at the Chamber at 508.586.0500 ext. 229, or email jnesti@metrosouthchamber.com.

Supplier Diversity Office Pre-Certification Workshop

Friday, December 16, 2011
10:00 am - 12:00 pm
Metro South Chamber, 60 School Street, Brockton



Learn about the state certification process and explore how certification can benefit your business from the Supplier Diversity Office (formerly the State Office of Minority and Women Business Assistance)


The Supplier Diversity Office requires all interested businesses to attend this session in order to apply for certification as a Minority, Women, or Disadvantaged Business Enterprise. This session will include information about the regulations, qualifications, process, and other information needed to begin the certification process. It will also include information from the Supplier Diversity Program (formerly AMP) detailing the process to take advantage of upcoming opportunities for certified M/WBE's.

This workshop is free to attend. To register, visit events.metroouthchamber.com. If you have any additional questions, contact Lisa Keene at 508.586.0500 x 225 or email lkeene@metrosouthchamber.com

Chamber to Host Business Plan Workshops

Thursday, January 12, 9 am - 12 pm < (Session I) >
Thursday, January 12, 1 pm - 4 pm < (Session II) >
Metro South Chamber of Commerce, 60 School Street, Brockton, MA

The South Eastern Economic Development (SEED) Corporation will hold free basic business workshops aimed at assisting potential and existing entrepreneurs.



Session 1: "Learn the Fundamentals in Planning, Preparing For, and Financing Your Business" is geared toward helping potential entrepreneurs evaluate and understand the fundamentals of owning one's own business. Information on how to get started, where and how to get financing and the loan application process will be presented. Attendees will also be provided with a free guide to writing a business plan and other materials.

Session 2: "Understanding the Purpose of Financial Statements and How They Can Help Determine the Health of Your Business" is focused on helping attendees understand a balance sheet, income statement, and cash flow statement. The workshop also explains how a small business owner can anticipate financial needs in order to operate his/her business more efficiently.

Please call SEED Corporation at 508-822-1020, for more information or to register for a free workshop. Breakfast and lunch will also be provided free of charge to attendees.

For more information on SEED and its programs, please call the SEED office at 508-822-1020 or visit www.seedcorp.com.

U.S. Small Business Programs Offered

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 the third Wednesday of each month. The next workshops will be held on **December 14, 2011** and **January 18, 2012**. Contact CareerWorks at 508.513.3400 for further workshop information.



BOARD OF DIRECTORS**OFFICERS**

Chair of the Board
Peter Neville
Concord Foods

President and CEO
Christopher Cooney
Metro South Chamber of Commerce

Chair-Elect
William Morse
Mutual Bank

Treasurer
John McGovern
Rodman & Rodman, PC, CPA's

Vice Chair Community Affairs
Andrea Papadopoulos
Arista Associates, Inc.

Vice Chair Economic Development
Steve Hall
Prism Energy Services

Vice Chair Government Affairs
Susan Joss
Brockton Neighborhood Health Center

Vice Chair Membership Development
Patricia Williams
HarborOne Credit Union

Immediate Past Chair
Scott Sanborn
TD Bank

CHAMBER STAFF

Christopher Cooney
President and CEO x 223

Lisa Keene
Business Development x 225

Kathleen Lynch
Connecting Activities - Internships x 227

John Nesti
Member Services x 229

DIRECTORS

Jane Callahan - HR Alternatives

Richard Colon - Verizon Communications

Loretta DeGrazia - East Coast Petroleum

Peter Dello Russo - Bridgewater Savings Bank

Francis Dillon - Stonehill College

Kim Hollon - Signature Healthcare

Jeffrey Liebman -
Good Samaritan Medical Services

Marc Lucas - Attorney at Law

Dr. Dana Mohler Faria -
Bridgewater State University

Jim Murphy LSP - TRACEY Environmental

Gerald Nadeau - Rockland Trust Company

Jonathan "Jay" Pike - Sharkansky LLP

Bill Scanlon - Community Newspapers
(The Enterprise)

Andrew Schwartz
Law Office of Andrew H. Schwartz, LLC

Larry Siskind -
Siskind and Siskind Attorneys at Law

Art Sullivan - Consultant

Peter Vlado -
Brophy & Philips Company, Inc.

Dr. Charles Wall -
Massasoit Community College

508-586-0500 Front Desk x 221

Kimberly Prosper
Program Director x 231

Kerry Sullivan
Finance x 230

Alison van Dam
Director of Communications x 222

*Newsletter Designed by
Alison van Dam*



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
tel: 508 586-0500/fax: 508 587-1340
info@metrosouthchamber.com
www.metroouthchamber.com

Photography by Rich Morgan
www.richmorganphotography.com

ACTION Report Volume 11 - Issue 12

(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

Networking at Events

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

DECEMBER Calendar

7	Ambassador's Meeting	8:00 am
9	Government Affairs	12:00 pm
13	Executive Committee	3:00 pm
14	Italy Trip Info Session & Webinar <i>At the Chamber Office, 60 School St., Brockton, or Online</i>	6:00 pm
15	Good Morning Metro South <i>The Charlie Horse, 674 Old West Center Street, W. Bridgewater</i>	7:30 am
16	SDO Pre-Certification Workshop	10:00 am
21	Board Meeting	12:00 pm
26	Chamber Closed (for Christmas)	

Coming Up January

2	Chamber Closed (For New Years Day)	
12	SEED Workshop	8:30 am
13	Government Affairs	12:00 pm
16	Martin Luther King Jr. Day - Chamber Closed	
19	Good Morning Metro South <i>The Shaw's Center, 1 Feinberg Way, Brockton</i>	7:30 am

Save the Date February

10	Government Affairs	12:00 pm
15	Good Morning Metro South <i>Martin Institute, Stonehill College, Easton</i>	7:30 am
20	President's Day - Chamber Closed	

GRO-N-THINGS, INC.

Interior Plant Maintenance and Design Service

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



Shelley Tierney
OWNER

SERVING AREA BUSINESS SINCE 1975

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

Old Colony Elder Services Awarded

Old Colony Elder Services (OCES) of Brockton is one of five agencies that has been awarded the Resident Opportunities and Supportive Services (ROSS) federal grant of \$240,000 which will be disbursed to OCES over the next three years. The ROSS grant links elderly and disabled public housing residents with supportive services they need to maintain independent living. The grant will allow for full time OCES staff coverage at Northfield and Highcliff housing sites in Plymouth. Supportive Housing Programs exist at each of the Plymouth Housing Authority's five housing sites: Northfield, Cherry Hill, Southfield, High Cliffs and Castle Court. Each site serves more than 100 elders.

Michael E. DeBarros Joins HarborOne

Michael E. DeBarros has been added to the Residential Mortgage Team at HarborOne Credit Union. DeBarros is responsible for the origination of loans for purchase, refinance, and construction of residential homes. He brings with him extensive knowledge with over 35 years in the financial industry. DeBarros recently served as a Home Mortgage Consultant, renovation specialist and FHA specialist for Wells Fargo Home Mortgage.

Michael R. DeMarco Joins Randolph Savings

Michael R. DeMarco has been named Vice President Commercial Loan Officer at Randolph Savings Bank according to President and CEO Jack Doyle. In his new capacity DeMarco will be reaching out to businesses in the region to provide lending solutions to support their growth. Prior to joining Randolph Savings Bank, DeMarco was a Vice President in the Commercial Banking Group of Citibank, N.A. where he was responsible for building banking and credit relationships with small and mid-market businesses. Prior to that, he was a Business Development Officer with Citizens Financial Group where he focused on Small Business clients.

B.C. Tent & Awning Holds Statewide ARAM Meeting

Tents that are put up for reunions, graduations, special business events or weddings are required by law to be permitted. Often, obtaining a permit can be time-consuming and in some cases actually hinders the event going on as planned. The statewide organization ARAM is looking for consistency and simplification in the permitting process. Nearly 50 members of the statewide ARAM (American Rental Association of Massachusetts) trade organization were

hosted by Bob Costa and the team at B.C. Tent & Awning (www.bctent.com) to discuss strategy to find relief – and consistency – in the way that municipalities require vendors to obtain permits to install temporary tents. The organization plans to meet with state legislators in the coming weeks to seek their help in finding a solution that will simplify and streamline the process. For more information on ARAM, please contact ARAofMA@gmail.com. For additional information on B.C. Tent & Awning, please call (508) 586-0900 or visit www.bctent.com.

SEED Corp Hires Anne Trevisani

SEED Corporation is pleased to announce that Anne Trevisani has joined its lending staff as vice president and commercial loan officer. Prior to joining SEED, Anne was a first vice president and commercial lender at Rockland Trust Company for 18 years. Her 31 years of banking experience includes commercial lending positions at Shawmut Bank, State Street Bank, and Union Bank. Anne graduated from the University of Denver in 1980 with a Bachelor of Science in Business Administration.

Fundraising Calendars to Benefit Seniors

Old Colony Elder Services (OCES), the Brockton based regional elder services agency, is selling Fundraising Calendars for \$5 each. Proceeds from the calendars will benefit the agency's Emergency Assistance program for seniors on a fixed income and in a crisis situation in 23 towns in the Plymouth county and Brockton areas. OCES provides assistance with food, fuel and medications. The Fundraising Calendars, which will offer cash prizes, are available now and may be purchased through January 2012. To obtain a Fundraising Calendar, contact OCES at (508) 584-1561 or send an email to LDallaire@oldcolonyelderservices.org.

Marine Toys for Tots at Smith Buckley & Hunt

Marine Toys for Tots of Greater Brockton - Smith Buckley and Hunt Insurance located at 500 Forest Ave in Brockton will be a Toy Drop Off location, Monday-Friday 8:30 am - 4:30 pm from November 16-December 16th. More locations available at <http://ayerma.toysfortots.org/local-coordinator-sites/lco-sites/donate-toys.asp>

Holiday Traditions and Transitions

Friday, December 9: The Brockton Garden Club will present "Holiday Traditions and Transitions" on Friday,

December 9 from 12 noon till 8:00 p.m. and Saturday, December 10 from 11:00 a.m. till 7:00 p.m. a Holiday House Tour at the former Packard Estate, 276 Prospect Street, Brockton. Tickets are \$15.00 in advance (\$20.00 at the door) and can be purchased at John's Greenhouse, Alexander's Restaurant or by contacting Ellen at 508-857-5595.

HarborOne Named Top Place to Work

HarborOne Credit Union has been named one of the Top Places to Work in Massachusetts in the fourth annual employee-based survey project from The Boston Globe. The report can be found at www.boston.com/topworkplaces. The Top Places to Work recognizes the most progressive companies in the state based on employee opinions about company leadership, compensation and training, diversity/inclusion, career development, family-friendly flexibility, and values and ethics. Private companies and nonprofits as well as publicly-held businesses were included in the analysis. This year the rankings were organized into three categories: Large, Midsize, and Small companies. HarborOne was ranked 15th in the midsize category.

Chancellor Motley Named to Power 50 List

University of Massachusetts Boston Chancellor J. Keith Motley has been named to the Boston Business Journal first Power 50 list of the region's most influential businesspeople in 2011. "Boston is overflowing with power and leadership in all its business sectors," said Chris McIntosh, publisher of the BBJ. "Our readers weighed in with nominations this summer, and our list reflects business and civic leaders with remarkable track records who are continuing to shape our economy."

Catholic Charities Toy Drive & Turkey Distribution

HarborOne Credit Union pledged their support to the City of Champions Toy Drive. Photographed here are Mayor Linda M. Balzotti, Catholic Charities President Deborah Kincaid Rambo, HarborOne Credit Union Dr. VP of Marketing Jim Rice and Catholic Charities South Advisory Board Chair Jerry Burke,

during the annual Thanksgiving Turkey Distribution at Catholic Charities South on November 22, 2011

Space Themed Kids Activities This Winter

December 26-December 30 is school vacation week. Stop by the Children's Museum in Easton for a week of space themed activities. Be an engineer and design a rocket. Make a comet that sails through the air. Try some physical challenges and see if you have what it takes to work in space. Be sure to check out the Museum's newest exhibit, featuring the Rocket Ship and Command Center. For more information, visit www.childrensmuseum-mineaston.org or call 508-230-3789.

Holidays Around the World

Monday, December 12: The Brockton Public Library will host "Holidays Around the World" on Monday, December 12, 2011 from 5:00 p.m. to 7:00 p.m. at 304 Main Street. This event is free and includes such guests as Winnie the Pooh, Tigger and Santa Claus, too. For more information contact Malice Veiga at 508-580-7890, ext. 205.

Bridgewater Savings Donates to 9/11 Fund

Bridgewater Savings donated 2,500 to the 9/11 West Bridgewater Memorial Fund. The money will pay for a monument that will be placed next to an actual piece of one of the towers.

Sapphire Events Group "Share A Party"

Eat, drink and be merry at Sapphire Event Groups fun filled evening mingling in the holiday lounge, feasting on gourmet cuisine and dancing with friends. 7-11pm at the Villa, 390 Oak Street, E. Bridgewater. \$50 per person. Please RSVP by December 9. Register by emailing info@SapphireEventGroup.com or by calling 781-784-240.

Rob Peters Entertainment For Your Holiday Party

Book Rob Peters Entertainment for your successful and festive holiday party. Offering Boston's BEST DJ entertainers, bands and live musicians, comedians, stage hypnotists, impressionists, digital photo booths, visits from santa and much more. For more information, call 781-848-4235 or visit www.robpetersonentertainment.com.

Best Selling Author & Business Owner Tony Rubleski Promotes Chamber Membership

Article By: *Tony Rubleski*



In a world loaded with marketing options and information overload I'm often asked by new and existing business owners for a simple, inexpensive way to increase their local visibility and marketing efforts to produce more opportunities and sales. Without a doubt, I always ask a stunningly simple question, Are you a member of your local chamber of commerce? I get one of three answers:

- 1. Yes
- 2. No, but tell me more
- 3. We used to be a member

Now I know every person has opinions but I'd like you to take a moment to read this brief article to discover seven reasons why I strongly feel that every business and non-profit organization should be a member of their local chamber regardless of the size of their organization, marketing budget, years in business, or even if they've heard or possibly had a negative chamber experience in the past. In light of the current challenges in the economy, this article is even more relevant than when I first wrote it two-years ago.

1. Visibility. Yes, you've heard it said time and time again, that out of sight means out of mind. This is not a smart strategy for any business, especially when times are good. A market can change quickly. As Jim Collins says, good is the enemy of great. This is a great statement, but I'd like to add to it as it relates to marketing. While good is the enemy of great, complacency and short term thinking is the enemy of sustained marketing breakthroughs.

Let's look at a real world example of chamber complacency in action. Having worked with hundreds of chambers throughout North America, I'm simply baffled that within many communities how few real estate agents and automotive sales reps are either non-exis-

tent or barely active within their local chamber. In these two highly competitive and crowded markets you'd think these folks would do anything to stand out from the competition and fully leverage the chamber to get an edge. Nope. It's as if they have no idea the local chamber exists and how it can benefit their business.

2. Access. Unless you're crazy or like consistent rejection, no one enjoys making cold calls all day long. It's a painful, tedious process that often wastes far too much time and mentally drains even the most upbeat and friendly person after a while. When you join a chamber and actively get involved you'll discover that meeting prospects who may have an interest or who can refer you to key contacts you're trying to reach, is a huge benefit of membership. From being on committees, serving as an ambassador, or attending specific events where prospects are likely to be, you'll find yourself in situations where you can identify and meet decision makers face-to-face versus making cold calls.

3. Ongoing training and education. Unless you have the luxury of a training budget or can afford to bring in local, regional or nationally known experts on different topics, I firmly believe that there's no other organization in America that delivers timely programs at such an affordable price as the local or regional chamber of commerce. By spreading costs among fellow members through registration fees and sponsorships, members can stay updated, informed and educated at a bargain price.

4. Networking. From seminars, leads groups, luncheons to business expos and various business and community committees, there's absolutely no excuse for not being able to meet new contacts, referrals and people who can help you with ideas and additional ways to grow your business.

The old adage, out of sight, out of mind, is so true when it relates to networking. The chamber gives you several different venues to meet new people. My entire career I've utilized the power

of networking in my home chamber's ranging from serving as co-chair of the ambassador league to sponsoring and speaking at different events. The positive outcomes on the bottom line and great people I've met have been great. In addition, doing business with fellow member who offer wonderful products, services, and ideas has also been a big plus.

5. Low cost advertising opportunities. As far as visibility at the local level, a chamber offers a wide range of affordable advertising options and sponsorship packages for just about every business or non-profit, regardless of how big or small their budget may be. I've bought and sold traditional media and I can tell you it's not cheap. For the price of a few ads within a major media outlet, you can often sponsor an entire program with the chamber, give a short commercial about your company, meet new prospects and follow up with the list of attendees who may have a need for your offering. This is a wonderful way to hold your marketing dollars accountable and see them working hard right before your eyes.

A common area to get low cost or free advertising is submitting updates or news briefs for possible inclusion within the chamber "Member News" section of the newsletter or eletter. Amazingly, a lot of members do not take advantage of this wonderful free marketing opportunity provided with their membership. The chamber is always on the lookout for member related news. I make it a goal to get over a small news update or announcement at least every two to three months to my local chambers because I know many times it will get printed and read by key people in the business community.

6. Advocacy. A foolish belief among large companies, especially national retail outlets, is that they're too big or not local enough to care about getting involved or joining their local chamber of commerce. A few things they should think about: Are their employees and customers local? Are taxes and school systems important to finding and retaining a high quality work force?

These are key areas that the chamber researches, lobbies and routinely discusses with local and regional government units, politicians and the media to keep people up to date on central issues of importance pertaining to their membership and the community.

What happens to your local employees and customers does have an impact on your business even if you're a national chain. In addition, missing out on networking, sponsorship and other business building news and benefits, I think it looks incredibly tacky if four or five local businesses are active in the chamber and a national firm in the same market area won't even join. In my mind this sends an incongruent message to the market when the national company claims to be 'a good corporate citizen' but they won't join and get involved with their local chamber of commerce.

7. Money saving discounts. If you fully leverage the cost saving discounts ranging from health insurance, office supplies, to discounted phone service to other items your business currently uses or will need, it's not uncommon for a small business to easily find enough savings in the first 30-60 days upon joining with endorsed providers or member to member discounts to recoup most, if not all of their membership dues. Being a small business owner, I can attest to the fact that being a member of the chamber and shopping around for discounts and services available makes joining achievable for any company regardless of how limited their marketing budget may be.

©2011 by Tony Rubleski. Tony is a #1 Bestselling author with Amazon.com and currently the president of Mind Capture Group. For additional information including blogs, articles, free resources and his newly released book visit: MindCaptureGroup.com.

For Metro South Chamber membership info, contact John Nesti, jnesti@metroouthchamber.com, 508.586.0500 x 229.

City of Brockton Holiday Toy Drive

The Office of Mayor Linda M. Balzotti, The Brockton Rox / The Shaws Center, Catholic Charities South, The Charity Guild, The Salvation Army, Metro South Chamber of Commerce, The Rotary Club of Brockton, United Way of Greater Plymouth County and Community Connections of Brockton / The Family Resource Center have created a collaboration to help families in need this holiday season.

You can participate in this great event by running a gift campaign, hosting a donation drop off box at your organization, volunteering on December 21st at the Shaw's Center in distributing the toys, or making a donation.

New and unwrapped gifts for children ages newborn to 13 are needed - toys, books, games, stocking stuffers, clothing, sporting goods, dvd's and cd's are just some of the great items needed to make the holidays special for our neighbors seeking assistance. Donation drop off boxes are currently located at the Brockton branches

of HarborOne Credit Union, Crescent Credit Union, The Office of Mayor Linda M. Balzotti, The Shaw's Center, The Metro South Chamber of Commerce, The Westgate Mall, and at the Family Resource Center at Community Connections of Brockton.

Volunteers are also needed during the event. Help unpack and sort gifts or assist with the over 1,600 households expected. Individuals with multi language skills are encouraged to assist as well. Register online for specific volunteer times at <http://tinyurl.com/ToyVolunteer>

This event is being sponsored in part by HarborOne Credit Union, Good Samaritan Hospital and private donations.

For more information on how you can help, please contact Nicki Meade Draves at norma_draves@ccab.org or leave a message at 508-587-0815 x264.

Families in need may register during regular food pantry hours at The Charity Guild, The Salvation Army or Catholic Charities South.



It's Time to Speak Up! Brockton Tax Hearing

... Continued from page 1

Setting a tax rate of 1.5 is a clear sign, Brockton wants business!

One year ago, the City Council took a step to attract and retain business when they adopted a tax fairness strategy by a 6 - 5 vote. This step is part of a larger strategy designed to attract and retain businesses in Brockton thereby increasing the commercial tax base and alleviating the burden to residents. Councilors Tom Brophy, Tim Cruise, Chris Macmillan, Tom Monahan, Todd Petti and Paul Studenski voted to set a tax rate that is more equitable and sustainable for all.

The Chamber considers the move toward a factor of 1.5 beneficial to Brockton residents because when businesses locate and grow here, jobs for city residents are the result. Business-friendly policies promote strong businesses and in turn good jobs. The Chamber commends these councilors for their willingness to make business attraction and job creation top priorities. These councilors understand the value in making Brockton irresistible to business.

The Brockton City Council will set new 2012 tax rates on December 12 or 14 (City to announce exact date soon). To learn more about this meeting at Brockton City Hall contact the Chamber of Commerce at 508.586.0500 x223 or chris@metroouthchamber.com.



Over \$74 Million Investment Draws Accolades!

Bernardi Auto Group, Brockton



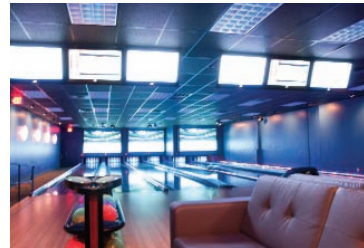
Bernardi Honda and Hyundai are conveniently located off of exit 17 on Rt 24 at 300 Manley Street in Brockton, near the intersection of Chestnut Street. The 28,000 square foot Hyundai and the 50,000 square foot Honda Dealerships opened in the summer of 2011 following the demolition of the 300,000 square foot Northern Isles building. The property represents a \$24 million investment and has created 125 jobs, expected to grow to approximately 250 jobs. Bernardi, selling and servicing automobiles for more than 40 years, has an inventory of over 350 cars at the new Hyundai dealership. The state of the art dealership offers flat screen televisions and laptops equipped with free wireless internet. With over 500 cars, Bernardi Honda has one of the largest inventories of certified Honda cars, trucks and SUVs in the Central Massachusetts area. The building features a business center with desks where customers can hook up their laptops as well as eat at the 1950's style Jimbo's Diner. For more information, visit www.bernardihyundai.com or www.bernardihonda.com.

The City of Brockton Parking Authority, Brockton



The City of Brockton Parking Authority has reconstructed the Lincoln Street parking lot in Brockton. The new lot, consisting of over 150 spaces, represents a significant investment to the city as well as providing ease for those commuting and working in the downtown area. The new lot has solar-powered revenue control equipment, video surveillance system, access gates, new landscaping, granite curbing and new lighting. The project also included reconstruction of Church Street, resurfacing of Lincoln Street, and resurfacing of West Railroad Avenue with new sidewalks and curbing. For more information, visit www.brockton.ma.us/government/departments/Parking.aspx.

The Charlie Horse, West Bridgewater



The Charlie Horse is located at 674 Old West Center Street, W. Bridgewater at the junction of routes 24 & 106, exit 16B off of rt 24. The Charlie Horse, a regional landmark, is known for great food, music, live entertainment, sports, arcade games, bowling, and more. Recent renovations include several new features including a new function room, complete with a flagstone fireplace, a nine foot HD Projection screen and seven 50" HD monitors. The room is available for private business functions, family get togethers and birthday parties. The Charlie Horse has also added a new state of the art 6 lane 2200 square foot bowling alley. The Charlie Horse employs over 100 people. For more information, visit www.thecharliehorse.com.

Coffman Realty (CVS), Brockton



CVS, developed by Coffman Realty, is located at 430 West Street, Brockton, replacing the old Paramount Rug building and a former Brownfield site. CVS received \$3.2 million in loans from the Recovery Zone Facility Bonds in recognition of collaboration and investment leading to new job creation. The total investment of the project was over \$4 million. The project created approximately 10-15 new jobs. The 20-30 employees at the existing store were transferred to the new location. The CVS on West Street is a 12,900 square foot pharmacy with drive-thru, parking, and landscaping on nearly two acres. The pharmacy location is a pedestrian and transit oriented site, within walking distance to residents, Brockton High School and other businesses, as well as being on the Brockton Area Transit bus route. For more information, visit www.coffman-realty.com or www.cvs.com.

Crescent Credit Union, Brockton



Crescent Credit Union has moved from 1095 West Chestnut Street to a new location in its headquarters at 1300 Belmont Street, Brockton. The new branch features a fresh, innovative design, convenient location, drive-through and lobby services, a full service ATM, safe deposit boxes and a self-serve coin machine. The 3,520 square foot branch represents a major investment and employs 8 people. Crescent Credit Union, founded in Brockton in 1919 has 8 full-service branches in Brockton, Taunton and Norwell, is rated 5 stars by BauerFinancial. It is also the winner of the Dora Maxwell Award for Social Responsibility. For more information, visit www.crescentcredit.org.

Good Samaritan Medical Center Emergency Department, Brockton



Good Samaritan Medical Center has opened a new 32,000 square foot state-of-the-art Emergency Department at 235 North Pearl Street, Brockton. The new facility is twice the size of the old department and has 45 treatment rooms, increasing from 25 rooms. Other features include 6 fast-track bays, a 2-bay trauma room, Cardiac care room, 64-slice CT scanner and X-ray suite, dedicated space for behavioral health, pediatric and gynecological patients, isolation room for patients with infectious diseases, decontamination unit, and private workroom for EMS providers. The new ER has private rooms with televisions and telephones. The project represents a \$30 million investment, employs approximately 152 people, and is expected to accommodate approximately 60,000 yearly patient visits. For more information, visit www.caritasgood-sam.org.

Porter and Chester Institute, Canton



Porter and Chester Institute, located at 5 Campanelli Circle in Canton, has been providing Career Training in New England since 1946. The Canton campus features a 40,450 square foot building with all new updated equipment in both the classrooms and lab. They employ about 100 people at the Canton location and enroll about 300 students each year. Porter and Chester has nine campuses located throughout Connecticut and Massachusetts and holds national accreditation through an agency recognized by the US Department of Education. In 2009, PCI was awarded the School of Excellence Award from ACCSC. Programs offered include Automotive Technology, CADD, Computer and Network Technology,

Since 1927
3rd Generation
Family Owned
& Operated

**HOLMES-McDUFFLY
FLORISTS, INC.**

Specializing In...

Elegant Floral Designs • Balloons
Fruit Baskets
Corporate Specialist • Wedding Consultants
Funeral Consultants

**DAILY PROMPT DELIVERIES
TO BROCKTON AND VICINITY
OR ANYWHERE IN THE WORLD**

All Major
Credit Cards
Accepted...

**110 North Leyden Street
Brockton, MA 02302**

508-586-2000

visit our website at www.holmesmcduffy.com

Electrician, Electronic Systems Technician, HVACR, Administrative Health Specialist, Dental Assisting, Medical Assisting and Practical Nursing. For more information, visit www.porterchester.com.

Salvatore Capital Partners, LLC
(Belmont Street Plaza), Brockton



Salvatore Capital Partners has built a commercial complex at 1301-1313 Belmont Street, Route 123, Brockton. The new 64,000 square foot property houses the popular bakery and café Panera Bread as well as Eastern Bank, relocated from across the street. Both businesses have drive-thru lanes. Also in the plaza are a Sprint store and Massage Envy. Approximately \$2 million dollars has been invested into the completion of the new development. The added retail plaza is a complement to 1285 Belmont Street with such tenants as Starbucks, Bertucci's, Stonebridge Café, Elizabeth Grady, H&R Block, and others. For more information, visit www.salvatorecapital.com.

Stonehill College: Merkert-Tracy Hall, Easton



Merkert-Tracy Hall at Stonehill College in Easton has undergone a full renovation to transform it from a science building to an administrative office building housing the Advancement and Finance Department as well as the Human Resources Department. Originally constructed in 1949, the newly updated Merkert-Tracy Hall has offices for 67 people and also includes conference rooms, a call center, a classroom and an observatory. The 46,000 sq ft building represents a \$6 million investment. Spagnolo Gisness & Associates served as the architect and interior designer and Auburn Construction was the general contractor of the project. For more information, visit www.stonehill.edu.

Willwork Inc., Exhibit & Event Services, South Easton

Willwork Inc., Exhibit & Event Services, located at 23 Norfolk

Businesses Rewarded for Economic Impact



Amy Rossi, Bernardi Honda & Hyundai; Fran Dillon, Stonehill College; Michael Coffman, Coffman Realty; Peter Neville, Chair of Chamber Board, Concord Foods; Robert Gustafson, Crescent Credit Union; Pat Ciarabella, Old Colony Planning Council (accepting on behalf of The Charlie Horse); Jeff Liebman, Good Samaritan Medical Center; Gregory Salvatore, Salvatore Capital Partners, LLC; Tom Ryan, Porter and Chester Institute; William Nixon, Sr., Willwork Inc., Exhibit & Event Services; Robert Malley, Brockton Parking Authority; Christopher Cooney, Chamber President & CEO



Avenue in the Easton Industrial Park has completely gutted and rebuilt their corporate office following a fire in the old building. The new state-of-the-art 40,000 square foot facility is nearly double the size of the former one. It was designed and constructed by the company's own employees. The new building features an industrial themed interior, an open floor plan for easy interaction, and as

much natural lighting as possible. Flat panel televisions mounted over staircases and on walls accentuate the contemporary design while highlighting the company's capabilities. Willwork, founded in 1988, is an event contracting, exhibit installation and dismantling labor, permanent installations and audiovisual services company. They employ 80 full time workers in Massachusetts and 500 nationwide, with another 20 jobs planned at the Easton site. Clients include AstraZeneca, Covidien, Facebook, Google, Monster.com, ICM, Nike, Reebok and Under Armour. For more information, visit www.willworkinc.com.

RadarFrog



Save here and everywhere.

Visit us at www.RadarFrog.com

Add RadarFrog to your Direct Mail campaign for 3 months for just \$75

*For more details call
The Patriot Ledger 617-786-7180
The Enterprise 508-638-5580*

“Sold Out” Chamber Expo and Annual Meeting Draws 500+

Photos by Rich Morgan Photography, www.richmorganphotography.com



Andrew Sheehan,
AFA Massachusetts



Michael Richards, Lindsay Medeiros
and Ronan McGann, Beacon Telecom



Valerie Bedsole and Bob Costa,
BC Tent & Awning



Lisa Wyn,
Bath Fitter



Danielle Wray-Walter,
Blue Cross Blue Shield of MA



Nadege Denis, Christine Dasylyva and Richard
Hooke, Crescent Credit Union



Seth Woods of Fisher College with Paul Cicone
and Heather Hanson of PrintSynergy Solutions



Bath Marzelli, Eric Wojcik and Karen Welsh,
Good Samaritan Medical Center



Bill Buress and Ashley Ferreira,
Hub Technical



Scott Cashman,
ID Sign Group



Joshua Narciso, Dianne Martin and Matt Ledin,
Mechanics Cooperative



Linda Hamalian and Rob Hamalian,
Pop's Fine Wines and Liquors



Debbie Falasca,
The Shaw's Center



Kevin Woods, Society for
Financial Awareness (SOFA)



Jonathan "Jay" Pike and Mitzi Hollenbeck,
Sharkansky LLP



Erin Lyon and Liz Coty,
Home/Health and Child Care Services



Alicia Kullas,
Verizon Communications



Daniel Donovan, Amanda Foley and Sean
Boucher, Eastern Bank



Tammy Addeche,
Technical Support International



John Hoyle,
Owens Corning of New England



Brenda Viveiros and Belinda Centeo,
Boston Medical Center HealthNet Plan



Marjorie Duffy,
Curry College



Birtuka Amakelew,
Rockland Trust



Hilary Lovell,
Signature Healthcare



Kara Andrews,
Art on the Spot Studio

Chamber Elects Seven New Board Members

The Metro South Chamber of Commerce welcomes eight new members to its Board of Directors: **Kim Hollon, Signature Healthcare, Jeffrey Liebman, Good Samaritan Medical Center, Marc Lucas, Attorney at Law, Dr. Dana Mohler-Faria, Bridgewater State University, Jonathan "Jay" Pike, Sharkansky LLP, Peter Vlado, Brophy & Philips Company, Inc., Dr. Charles Wall, Massasoit Community College.**

In their new role as directors, they will be responsible for helping the Chamber carry out its mission: to serve the

interests of member businesses while providing community leadership to ensure the economic advancement of the Metro South region. The 28 member Board of Directors are elected from and by members of the Metro South Chamber of Commerce.

The Board of Directors meets regularly to address policy and issues of economic and community concern.

The next Board of Directors meeting will be held on December 21 at the Metro South Chamber of Commerce located at Sixty School Street in Brockton.



Top Row: Kim Hollon, Signature Healthcare; Jeffrey Liebman, Good Samaritan Medical Center; Marc Lucas, Attorney at Law. Bottom Row: Dr. Dana Mohler-Faria, Bridgewater State University; Jay Pike, Sharkansky LLP; Peter Vlado, Brophy & Philips Company; Dr. Charles Wall, Massasoit Community College

Christine Karavites Receives Fuller Award



Peter Neville, Chamber Chair of the Board, Christine Karavites, Proteas Consulting, Fuller Award Recipient

At its 98th Annual Meeting, the Metro South Chamber of Commerce presented the **Charles A. Fuller Chamber Service Award** to Christine Karavites of Proteas Consulting.

Prior to her current role, Christine served as Senior Consultant with the University of Massachusetts, Office of the President, Donahue Institute. She has held key leadership positions in the Commonwealth of Massachusetts for the past 20 years including the MA Department of Employment and Training, the Brockton Regional Employment Board and the Metro South Chamber of Commerce.

Christine led the team that designed and started-up the University's presence in the Metro South region with the One Stop Career Center in Brockton. Her con-

tinued collaboration with the Chamber includes authoring several successful grant proposals and the recent application that earned the Chamber a five-star accreditation designation by the U.S. Chamber of Commerce. Christine is also a key contributor of professional services to the Brockton Area Workforce Investment Board. Through her direct efforts, an increase in services to area employers and community partners has resulted.

Christine's community service includes serving on the board of the Annunciation Greek Orthodox Church in Brockton. She is a leader in the Greek Orthodox Diocese of New England serving as Diocese Advisor and Past President for the Ladies Philoptochos Society. She is a volunteer consultant for the President's office of Hellenic College/Holy Cross Greek Orthodox School of Theology and has represented the Diocese of Boston and the Archdiocese of America at national and international conferences.

The late Mr. Charles A. Fuller served as Chairman of the Board for the Chamber and was very dedicated to the organization and the community. The Fuller Award recognizes an individual whose leadership performance, personal example, and good influence has done the most to advance the welfare of the Metro South Chamber of Commerce and the community.

Annual Meeting Rewards Investment, Promotes Business



Keynote Speaker David Morales, Vice President of Public Policy and Planning for Stewart Health Care System, LLC



Linda Balzotti, Mayor, City of Brockton, networks with John King, Cires, Inc., Chamber Ambassador.



Nicki Meade Draves of Catholic Charities sings the National Anthem at the Chamber 98th Annual Meeting.



Peter Neville, Chair of the Chamber Board, Concord Foods; Christopher Cooney, Chamber President & CEO



Over 500 people attended the 98th Annual Meeting at the Massasoit Conference Center, Brockton. Pictured: Christine Karavites, Proteas Consulting

Photos by Rich Morgan Photography, Video by Brockton Community Access, Sound by Rob Peters Entertainment

Ciaramella, Costa, Dukess, Orloff Recognized for Service



Chamber Service Awards were presented at the Annual Meeting in appreciation of Board Members Significant Contributions. Pictured: Pat Ciaramella, Old Colony Planning Council; John Costa, Backstage Theatre & Hardware; David Orloff, Sharkansky LLP. Not Present: Jeffrey Dukess, Frenette & Dukess



RENEWINGMembers Thank You !

- Abington Family Dental Care
Affordable Closet Systems
Alliance Enterprises, Inc.
Annunciation Greek Orthodox Church of
Brockton, Inc.
B.E. Peterson, Inc.
Baypointe Rehabilitation & Skilled Care Center
Belmont Dry Cleaners
Boston Limo and Shuttle Service, LLC
Brennan's Smoke Shop
Brockton Neighborhood Health Center
Brothers Pest Control, Inc.
Burgess and Capeway Pest Management
Burrito Wraps, Mexican Grill
Capeway Aluminum & Vinyl, Inc.
Carol Rudick, The Print Pro
Charlie's Computers
Concord Foods, Inc.
Cushman Insurance Group
East Coast Petroleum Corp.
Edward C. Hayden CPA PC
Exta Space Storage
Fisher College
Frenette & Dukess
Global Gourmet Partners
Harrington Insurance Agency, Inc.
Health Imperatives, Inc.
- Hospice of Boston, Inc. /
DBA Hospice of Greater Brockton
Ideal Jewelry & Loan
Joe Angelo's Cafe & Deli
Mutual Bank
New England Sinai Hospital &
Rehabilitation Center
Old Colony YMCA
Paychex
Peckham & Eidlin, CPA's PC
Precision Installations Inc.
Randolph Savings Bank
Raynham Taunton Greyhound Park
Romm Diamonds
Rose Therese Cap & Gown Company
SET Associates
South Coastal Bank
Stephco Cleaning Systems Inc.
Stonehill College
Stoughton Motel
Stoughton Public Schools
Sullivan Appraisal/Marlene Ann, Inc.
Texas Roadhouse
The Crazy Chefs Caterers
Tranquil Escape Day Spa
Wal Mart #2122
Whitman-Hanson Regional School District



The Metro South Connecting Activities Partnership spotlights youth involved in structured internships with local employers. To learn more about this and other competitive workforce programs, contact Kathleen Lynch at the Chamber by calling (508) 586-0500 ext. 227 or via e-mail klynch@metrosouthchamber.com.



Intern, Elizabeth Casano (right) of Stoughton High School with supervisor Danielle Kucinski (left). Elizabeth is involved in a year long internship at the Stoughton YMCA afterschool program.

"Elizabeth Casano is an intern with the Stoughton YMCA afterschool program. She works with the staff to help promote youth development, healthy living and social responsibility to our afterschool participants. Liz works with the staff to provide opportunities for the children to grow through activities such as sports, crafts, reading buddies, and theme based curriculum. In addition to working in the afterschool program, Liz has been able to gain experience by interning at YMCA Camp Stoughton for the past 2 summers. Liz is a hard worker, is always willing to learn, takes initiative, and is always engaged with the children. Liz is an enthusiastic and caring individual who the children love to be around. She is an asset to have at the Stoughton YMCA."

- Danielle Kucinski, Afterschool Site Coordinator



Intern, Irene Giannennakis (right) of Stoughton High School with supervisor Kimberly Prosper (left). Irene is involved in a year long internship at the Metro South Chamber of Commerce.

"Irene Giannennakis, a senior at Stoughton High School, is interning at the Metro South Chamber through the end of May, 2012. Upon graduation from High School in June, Irene will focus her studies on business management, with UMass Dartmouth being her first choice. "Irene is a wonderful addition to our staff. She is learning many new skills while working in a professional office environment. She has strengthened her customer service skills and has become proficient in responding to member inquiries. We consider Irene a part of our staff and look forward to her continued development in preparation for her promising future."

- Christopher Cooney, Chamber President and CEO

WELCOME New Members

Making an Investment in Our Community

- Lee Brokers/ Lee Associates
Mr. Ming Dong
103 Chase Run
Stoughton, MA 02072
(781) 297-5679
www.leebrokers.biz
Business Brokers
- LoJack Corporation
Ms. Jeannie Giardina
40 Pequot Way
Canton, MA 02021
(800) 456-5225
www.lojack.com
Alarms (Automotive)
- Mary Kay - Shakira Perry
Ms. Shakira Perry
5201 Stagecoach Road
Stoughton, MA 02072
(617) 653-6796
www.marykay.com/sperry41822
Beauty Salons/Supplies
- Modern Dry Cleaners
Mr. Merlin Jean-Noel
194 Oak Street
Brockton, MA 02301
(508) 583-9658
www.modern-dry-cleaners.com
Dry Cleaners/Laundries
- My Borthers Keeper
Mr. Vincent Shea
543 Washington Street
Easton, MA 02356
(508) 238-7512
www.mybrotherskeeper.org
Human Service Organizations
- ProTree Service Inc.
Ms. Julie Melo
935 Crescent Street
Brockton, MA 02302
(617) 293-3067
www.pronightscapeandirrigation.com
Landscapers/Designers
- Robert E Mance,
Wealth Management Advisor
Mr. Robert E. Mance
1 Shadowbrook Lane
South Easton, MA 02375
(508) 930-0199
www.bobmance.com
Financial Services
- University of Massachusetts Club
Ms. Cheryl Arruda
225 Franklin Street, 33rd Floor
Boston, MA 02110
(617) 287-3030
www.umassclub.com
Agencies/Association

Hanson Printing Forms Merger with PrintSynergy

Hanson Printing, formerly located at 200 Montello Street, has merged with Inkstone Printing Company and On-Cape Lithographers to form PrintSynergy Solutions, located at 129 Liberty Street, Brockton. The new merger allows for a more competitive array of capabilities and services, aggressive pricing strategies and increased shift operations. For more information, call 508-587-5200 or 1-800-696-3590, or visit printsynergysolutions.com. Pictured: Bob Donahue and Heather Hanson of PrintSynergy Solutions.



"Christmas Town" Draws Santa, Hats, Admirers



1,792 people took to the streets on November 20 in Downtown Brockton wearing santa hats, again capturing the World Record for most santa hats in the same place at one time. This is the third year in a row Brockton has held the event. Pictured to the left: Children enjoy an appearance by Santa Claus at the event.

98th Annual Meeting, continued from page 1

make our workforce stronger while improving the competitiveness of our region's largest business sector, health-care.

Finally, when I think of extraordinary I think of you. This chamber is fortunate to have a strong, diverse and committed membership who participates in a consistent meaningful manner.

Despite the economy, the chamber's revenues, reserves, relevancy and results continue to grow.

The Chamber is truly a team effort. So, I thank everyone who has served on the Board of Directors, a committee, task force or participated in a steering session this past year. Your contributions are numerous and are what makes this chamber extraordinary!

Explore the Amalfi Coast

March 27 - April 4, 2012



Whether it is culture, gastronomy, cutting edge design, sybaritic pleasures or simply the art of doing nothing and soaking up the atmosphere, Italy is a country for lovers of all that is good in life. The Amalfi Coast's mixture of history and nature are yours to discover from the Cathedral of Amalfi, to the villas in Ravello and the numerous churches. From Galli's Isles in front of Positana to the Emerald Grotto, near Conca Dei Marini, the Amalfi Coast will captivate you with its warmth and beauty.

Join the Metro South Chamber on this 9 day tour. \$2,399 includes hotels, meals, flight, transfers and transportation to and from JFK, tours, guides and motor coaches. Optional 2 night Rome extension offered.

For more information, contact Alison, 508.586.0500 x 222, avandam@metrosouthchamber.com. Download the itinerary at metrosouthchamber.com/pdf/amalfiitin.pdf. Payment due December 26, 2011



JOIN US FOR A FREE WEBINAR OR LIVE INFO SESSION

Learn more about the trip to the Amalfi Coast and Italy at the Chamber office or from the comfort of your own home or office.

DECEMBER 14, 2011, 6:00 PM

Watch the presentation live and ask your questions on December 14 at the Chamber office, 60 School Street, Brockton, or login on the 14th at www.anymeeting.com/WebConference/default.aspx?ip_ek=abccdestinations1.

Chamber Affiliation News & Events

To become an affiliate organization of the Chamber, contact John Nesti at 508.586.0500 x 229 or email jnesti@metrosouthchamber.com.



The **Bridgewater Business Association (BBA)** was formed in 1984 and is devoted to the interests of the business community in the Town of Bridgewater. The BBA works to promote unity between Bridgewater and the business community, good will among business owners, interacts with Town government and encourages growth of in-town businesses. Visit www.bridgewaterbiz.biz for more information.

The **Stoughton Chamber of Commerce** helps promote members and also represents the entire membership on matters of local and political importance. The Stoughton Chamber offers a range of tiered membership options and packages. For more information, visit www.stoughtonma.com or call 781-297-7450.



Norwell Chamber of Commerce

The **Norwell and Hanover Chamber of Commerce** will host a **Holiday Party** at Derby Street Shoppes, Summer Shack on Tuesday, December 6 at 5:30 pm. Join us for networking, food courtesy of the Summer Shack, gift bags and cash bar. There will also be horse drawn carriage rides and carolers. \$10 per person. Bring a gift card for the Food Pantry or donate online. For more information, visit norwellchamberofcommerce.com.

The **East Bridgewater Business Association** provides a unified voice for business in East Bridgewater, provides a forum for networking, provides education about matters of business importance and provides support to community activities. Call 508-378-8400 for more information.



Join the Metro South Chamber of Commerce for the adventure of a lifetime...

CHINA

October 17- 25, 2012

Only \$2,199



Beijing • Shanghai • Suzhou • Hangzhou

Discover what over 250 travelers in the region have seen and explored in the Chamber's 4th Annual Trip to China

Beijing

Visit Tiananmen Square and the Temple of Heaven- built in 1420 A.D., where the emperors prayed to heaven for a good harvest. Sightseeing includes the Palace Museum (9,999 rooms, known as the Forbidden City), the Summer Palace, Kunming Lake, Longevity Hill, Seventeen-Arch Bridge and Marble Boat. Take a Tour bus excursion to climb the Great Wall and see the 13 Ming Tombs (one of which is fully excavated and open for exploration).

Suzhou

Sightseeing includes the Lingering Garden, Tiger Hill and Hanshan Temple. Visit the National Embroidery Institute to see silk embroidery - an important local craft with 1,000 year history.

Hangzhou

Enjoy a morning boat cruise on West Lake with relaxing stop over at jewel-like pagodas and tea houses. Visit to the centuries old Lingyin Temple, with the main feature of the 64.3 ft-high camphor-wood carved Buddha. Also, visit the Economic Development Zone of Hangzhou.

Shanghai

Sightseeing includes the Yu Garden, a maze of pavilions, ponds, rocky works, and over arching trees. Visit to the Bund, a famous waterfront park. Business visit to the Pudong Economic Development Zone. Also, enjoy a visit to the Shanghai Carpet Mill.

* Prices includes roundtrip airfare, transportation to and from JFK, most meals, 4 and 5 star accommodations, deluxe bus tours, fluent English-speaking tour guides and entrance to attractions. \$300 deposit due April 15. There will be an optional trip to Xi'an to see the **Terra Cotta Soliders** for an additional \$500.

For more information and full itinerary, contact **Alison van Dam** at 508.586.0500 x 222 or email avandam@metrosouthchamber.com



Kenya Wildlife Safari Adventure

March 15 - March 29, 2012

Join the Metro South Chamber on a Trip to the Plains of Africa for a 15-day trip on March 15 - 29, 2012!

Explore Kenya's wildlife & stunning natural vistas! Numerous game drives bring you in search of the Big 5 (lions, elephants, buffalo, leopards & rhinos) on your safari adventure.

In addition to 9 wildlife safaris, learn about the culture of the Samburu, visit the equator, travel through the Aberdares mountain range and rain-forest see the Nyahururu waterfalls, enjoy an optional hot air balloon ride, see My. Kilimanjaro and visit Nairobi.

The Cost is \$6,639 per person (double occupancy); \$8,289 (single occupancy). Included in price is round trip air from Logan Int'l Airport, attraction taxes & fees, 36 meals, hotels and hotel transfers. Not included is cancellation waiver and insurance of \$260 per person.

For more information, contact **Alison van Dam**, 508.586.0500 x 222, avandam@metrosouthchamber.com or visit www.metroouthchamber.com.



Buy Local From These New Chamber of Commerce Members

Granite Payroll Associates



176 Granite Street, Quincy • 401-263-7921
www.granitepayroll.com

Granite Payroll Associates Inc is a full-service payroll company located in Quincy, Massachusetts. Our payroll and human resource services are customized for small businesses with one to several hundred employees. Work with our team of experienced payroll professionals who are committed to service excellence. To learn how we can help you increase your profitability and streamline your payroll and human resource processes contact Marco Schiappa today, 401-263-7921.

The University of Massachusetts Club



225 Franklin Street, 33rd Floor • 617-287-3030
www.umassclub.com

Boston's premier private business and social club is located atop a high rise building in the Financial District providing a central location for alumni, faculty, staff and non-alumni friends of the University to meet and develop relationships for a more prosperous community. Enjoy Grille Room dining, 7 private function rooms, second office amenities, networking and social activities, family holiday traditions and more.

Robert E. Mance
Wealth Management Advisor



Bob Mance,
ChFC, CLTC,
MBA

Wealth
Management
Advisor

1 Shadowbrook Lane, South Easton
508-930-0199 • www.bobmance.com

I help my clients plan and take action on their financial affairs so they may achieve their ultimate financial goals. Specialty areas include: Risk Management – life, disability and long term care insurance; Wealth Accumulation – college and retirement planning; Wealth Preservation & Distribution – not outliving your retirement money and achieving your legacy goals. Over 26 years experience in the industry.

Thank
You...

98th Annual
meeting

The Chamber wishes to thank the following companies for their generous donations to benefit the Chamber's Education Foundation:

On Deck Sports, Boston Business Journal, Mary Kay, Venus Cafe, Baypointe Rehabilitation Center, Bathfitter, Buttonwood Park Zoo, MIT Museum, Harvard Art Museum, Peabody Essex Museum, RBC Wealth Management, BC Tent & Awning, Timber Lanes, Pilgrim Belle Cruises, Hy-Line Cruises, Red Jacket Mountain View Resort, Mickey Malones of Brockton, McGuigan's Pub, Brockton Symphony Orchestra, The Medieval Manor, Boston Lino & Shuttle Services, Pilgrim Sands on Long Beach, Plimoth Plantation, Captain John Whale Watching, Country Inn and Suites and HarborOne Credit Union.

We would also like to thank the following for all their hard work and support during the 98th Annual Meeting:

David Morales, Nicki Meade Draves of Catholic Charities, Rob Peters Entertainment, Rich Morgan Photography, Brockton Community Access Channel, Holmes McDuffy Florists, Concord Foods, the Conference Center at Massasoit, the Chamber Ambassador Team

Featured Sponsors: Old Colony Elder Services, Comcast Business Class, Good Samaritan Medical Center, Hub Technical, Crescent Credit Union, Blue Cross Blue Shield of Massachusetts, National Grid, Health Services Administrators, Boston Business Journal.

Corporate Sponsors: Bank of America, Bridgewater Savings Bank, Bridgewater State University, Brockton Area Transit Authority, Brockton Area Workforce Investment Board, Brockton Housing Authority, Crescent Credit Union, Eastern Bank, Good Samaritan Medical Center, HarborOne Credit Union, Massasoit Community College, Mutual Bank, Old Colony Planning Council, Rockland Trust, Sharkansky LLP, Signature Healthcare, Stonehill College, The Community Bank, The Enterprise, UMASS Boston.

Modern Dry Cleaners



194 Oak Street, Brockton • 508-583-9658
www.modern-dry-cleaners.com

Located on the city's north side, Modern Drycleaners is Brockton's newest option for taking care of your garments. Competitive pricing along with convenient location in the Oak Street shopping plaza makes Modern Drycleaners an easy choice. Whether it's laundered shirts, regular dry cleaning, wetcleaning, alterations, or wedding gowns, manager Merlin Jean-Noel and his friendly staff are now open to deliver "Professional & Quality Service".

Walgreens



1101 Main Street, Brockton • 508-580-3164
www.walgreens.com

Walgreens, actively involved in the community in the last year, has donated \$35,000+ in free health tests and services, 300 volunteer hours, \$5,000 in product and monetary donations and was a sponsor with the CHNA of the Greater Brockton Health Fair. The Walgreens located at 1101 Main Street, Brockton, has completed \$100,000 in interior renovations, \$18,000 in landscape improvements underway, and the installation of an electric vehicle charging station.

Last Chance to Get in Chamber Book!



508-586-0500 • www.metroouthchamber.com
Email: jnesti@metrosouthchamber.com

Join the Chamber by December 16 to receive your free listing in the Metro South Chamber 2012 Book for Business, a 100 page full-color member directory and resource guide containing town stats, attractions, legislative information, and more. The Book for Business is distributed to over 5,000 business and government leaders, town halls, libraries and more. In addition, receive an ad here when you join today! For more information, call John Nesti at 508.586.0500 x 229.

BUSINESS EVENTS Planner

December 9

Government Affairs

12:00 pm - 1:15 pm

Metro South Chamber of Commerce
60 School Street, Brockton

Discuss issues of importance with elected officials relevant to the current business climate.

Tickets: \$5 members, \$15 future-members

Please RSVP at 508.586.0500 ext. 225

December 14

Trip to Italy Info Session

6:00 pm

The Metro South Chamber of Commerce
60 School Street, Brockton

Learn more about the Chamber Trip to the Amalfi Coast in Italy scheduled for March in this interactive info session. Webinar option also available.

Free to Attend the Info Session.

Please RSVP at 508.586.0500 ext. 222

December 15

Good Morning Metro South

7:30 am - 9:00 am

The Charlie Horse

674 Old West Center Street, W. Bridgewater

This breakfast program features informative speakers in a talk show style format and also allows for networking opportunities.

Tickets: \$25 members, \$35 future-members

Please RSVP at 508.586.0500 ext. 231

IT'S EASY TO REGISTER!

508-586-0500 x 231

508-587-1340

E-mail: info@metrosouthchamber.com

Online: www.metroouthchamber.com

Send reservation and payment to:

Metro South Chamber of Commerce
Sixty School Street
Brockton, MA 02301-4087

FIND US



facebook.com/metrosouthchambercommerce



twitter.com/MetroSouth



linkedin.com/groups?gid=1830527



youtube.com/user/metrosouthchambercom



flickr.com/photos/metrosouthchamber



issuu.com/metrosouthchamber

Happy
HOLIDAYS

from the
Metro South Chamber of Commerce

December 16

SDO Pre-Certification Workshop

10:00 am - 12:00 pm

Metro South Chamber of Commerce

60 School Street, Brockton

Attend this free workshop if you are interested in applying for certification as a Minority, Woman, or Disadvantaged Business Enterprise. Offered by the Supplier Diversity Office (formerly SOMWBA).

Please RSVP at 508.586.0500 ext. 225