

# Actionreport

February  
2011

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



Jeffrey Lieberman, page 4



Carol Hardy-Fanta, page 8



Fred Fontaine, page 11

## CONTENTS

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

## Tax Rate a Step in the Right Direction

When the Brockton City Council set the tax rate for 2011, the Metro South Chamber of Commerce considered this the right message to both residential and commercial property owners. We believe that, in order to attract more businesses and retain those that are already in the City, Brockton must be competitive with comparable cities and surrounding communities.

The City Council took a step in the right direction when they adopted the tax fairness strategy by a 6 - 5 vote at the hearing held on December 13. This step is part of a larger strategy that will attract and retain businesses in Brockton thereby increasing the commercial tax base and alleviating the burden to residents. This step was taken by Councilors Tom Brophy, Tim Cruise, Chris Macmillan, Tom Monahan, Todd Petti and

Paul Studenski who voted to set a tax rate that is more equitable and sustainable for all.

The Chamber considers the move to be smart because, in the long run Brockton residents benefit when businesses locate and grow here. 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 historical and future importance of Brockton businesses.

The Metro South Chamber of Commerce is very pleased with the step taken to more equitably share the tax burden in 2011. We will continue to work hard on strategies to reduce the tax burden on the City's business community - the backbone of Brockton.

## Mayor at Next Breakfast

Wednesday, February 16, 2011

Join us at the next Good Morning Metro South Breakfast on **Wednesday, February 16** from 7:30am-9:00am at the **Shaw's Center, 1 Feinberg Way, Brockton**. The featured speaker is Brockton Mayor **Linda Balzotti**.



Mayor Linda Balzotti

Linda Balzotti, first female Mayor of Brockton, served as a Brockton Councilor for more than a decade, providing strong constituent services, advocacy for neighborhoods and a strong focus on fiscal restraint. A lifelong Brocktonian, she also served as a member of the Brockton Planning Board and as

a resident activist.

Linda was elected as Ward 4 Councilor in 1998. She worked with the City Council to ensure a multi-million dollar restoration to Brockton's Wastewater Treatment Plant; built a coalition to defeat the proposed reopening of the BFI Landfill, and fought for the construction of the Brightfields.

Linda is a 1979 graduate of Brockton High School and holds a bachelor's degree from Syracuse University. In addition to serving four terms as a ward councilor and two terms as a councilor-at-large and Council President in 2001, Linda was a former legislative aide to Representative Christine Canavan, and was employed as the Public Information Officer

Continued on page 2

Sponsored by:



## Taste of Metro South



**Wednesday, March 23, 5:30 pm - 8:00 pm**  
**Shaw's Center, Brockton**

**Over 50 restaurants and 600 guests expected!**

*Celebrate living and working in the Metro South region.*

*Sample tastes from area restaurants.*

*Discover cultural and community service organizations.*

*Enjoy live entertainment from local performers.*

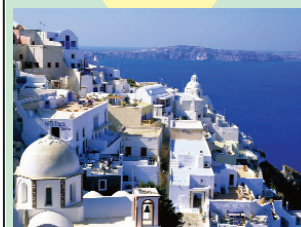


**Tickets are now available at the Chamber  
or online at  
[www.metroouthchamber.com/register.html](http://www.metroouthchamber.com/register.html).**

\$25 in advance/ \$30 at the door  
Call 508.586.0500 x 231 for more information.

Continued on page 6

## Last Call for Greece Trip



See page 6

## Visit Thailand & Hong Kong



See page 7

## Explore China; Beijing & Shanghai



See page 7

## Action Report Available Online

The Action Report Newsletter is available online for download! Celebrate the Good News of the Business Community and stay up to date with Chamber and regional events. Visit [www.metroouthchamber.com/reportlist.html](http://www.metroouthchamber.com/reportlist.html) for a list of all archived newsletters.

Sign up for the Chamber e-update on the Chamber homepage at [www.metroouthchamber.com](http://www.metroouthchamber.com) to keep up to date with Chamber news and events on a weekly basis.



## 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.

**Friday, February 11, 2011**

Join us on February 11, at 12:00 pm at the Chamber for our monthly Government Affairs Meeting. The guest speaker will be **John Regan, Executive Vice President of Government Affairs for Associated Industries of Massachusetts (AIM).**



John Regan

AIM's mission is to improve the economic climate of the Commonwealth of Massachusetts by proactively advocating fair and equitable public policy, and by providing relevant, reliable information and excellent services.

As Executive Vice President, Mr. Regan is responsible for overseeing AIM's activities in legislative, regulatory issues, litigation and ballot initiatives. In addition to overall management, Mr.

Regan focuses on specific issues dealing with economic development, tort and product liability reform, unemployment insurance and workers compensation insurance.

Mr. Regan joined the staff of AIM in December 2000. Prior to AIM, he served as Executive Vice President for Operations at MassDevelopment and also served under Governors Weld and Cellucci as the state's director of the Office of Business Development.

If you would like to attend this meeting, please contact Lisa at the Chamber, 508.586.0500 x 225 or register at [metrosouthchamber.com/register.html](http://metrosouthchamber.com/register.html). The cost to attend is \$5 for members and \$15 for future-members and includes lunch.

*Sponsored by:*



UMass Boston is happy to sponsor the 2011 season of Government Affairs. UMass Boston offers over 150 academic programs for undergraduate, graduate and non-degree-seeking programs, with over 15,000 students and 900 faculty members. For more information about UMass Boston, visit [www.umb.edu](http://www.umb.edu).



Thomas J. Calter

### Government Affairs - Save the Date Friday, March 11, 2011, 12:00 pm

Featured Speaker: Thomas Calter, State Representative of the 12th Plymouth District.

If you would like to attend this meeting at the Chamber office, please contact Lisa at 508.586.0500 x 225. The cost to attend is \$5 for members and \$15 for future-members and includes lunch.

### Mayor at Next Breakfast, Continued from page 1

at Bridgewater State College.

Also speaking will be Arthur Bakis from the **US Census Bureau**, discussing the results of the 2010 US Census. In addition, **Rob Peters of Rob Peters Entertainment** will conduct a special networking exercise.

The Breakfast is sponsored by **Good Samaritan Medical Center** and **Health Services Administrators**.

Good Samaritan recently welcomed Jeff Liebman as the new president and chief executive officer. For more information on Liebman, see page 4. Good Samaritan continues construction of its new \$30 million Emergency Department. The medical center was named a Leapfrog "Top Hospital" in December of 2010 and its Radiation Oncology Center recently received accreditation from the American College of Radiology, one of only 20 in

the Commonwealth.

Health Services Administrators, established in 1969, is New England's largest small group employee benefits provider for small businesses, associations and chambers of commerce. They specialize in one stop shopping for all benefit needs including medical, dental, disability, life insurance, long term care insurance and more. Learn about the insurance opportunities available as a Metro South Chamber of Commerce member.

As always, the GMMS breakfast program is a great networking opportunity. Guests are encouraged to stay for the informal networking immediately following the program. The cost to attend is \$20 for members and \$35 for future-members. Register by calling Kim at 508.586.0500 x 231, email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com) or register online at [www.metroouthchamber.com/register.html](http://www.metroouthchamber.com/register.html).

## Network at Business After Hours

**St. Joseph Manor, Wednesday, February 9, 5:30 pm - 7:30 pm**



Please join us on Wednesday, February 9, 5:30 pm - 7:30 pm for a Business After Hours event at St. Joseph Manor, 215 Thatcher Street, Brockton, for an evening of networking and refreshments.

St. Joseph Manor provides high quality, compassionate care for people of all beliefs and traditions. Here at St. Joseph Manor, we provide short-term rehabilitation care, including: physical therapy, speech therapy, occupational therapy, pain management, wound care, intra-



venous therapy and hospice care. Other services include long-term care, respite care and an adult day health program. Most of our long-term residents live in private rooms and the remainder live in semi-private rooms. For more information, visit [www.sjmbrockton.org](http://www.sjmbrockton.org).

The cost to attend is \$5 for members and \$15 for future-members and includes hors d'oeuvres and beverages. If you would like to register, please call Kim Prosper at 508.586.0500 x 231, email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com) or register online at [metrosouthchamber.com/register.html](http://metrosouthchamber.com/register.html). Don't forget your business cards!

## Legal Workshop for Small Businesses

**Wednesday, February 9, 2011**

**10:00 am - 12:00 pm**

**Metro South Chamber of Commerce, 60 School Street, Brockton**

Explore the advantages and disadvantages of each form of business & the best fit for your business; LLC, S-corp, partnerships.

The Lawyers' Committee's Belin Economic Justice Project provides free legal assistance to small businesses on many issues, including:

- Business Entity Formation
- Real Estate (including leases and zoning)
- Contracts
- Employment Matters
- How to protect yourself and your business

The Lawyers' Committee, in association with WilmerHale, the Supplier Diversity Office, and the chamber are hosting a free business legal workshop where business attorneys will give an overview of legal issues and answer questions on the above topics.

To register, visit [www.somwba.state.ma.us/WorkShop/xwrk\\_main.aspx](http://www.somwba.state.ma.us/WorkShop/xwrk_main.aspx).



## 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 **February 16, 2011 and March 16, 2011**. Contact CareerWorks at 508.513.3400 for further workshop information.





**BOARD OF DIRECTORS****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  
**David Orloff**  
Sharkansky & Co., LLP, CPA's

Vice Chair Community Affairs  
**Andrea Papadopoulos**  
Arista Associates, Inc.

Vice Chair Economic Development  
**Pat Ciarabella**  
Old Colony Planning Council

Vice Chair Government Affairs  
**Susan Joss**  
Brockton Neighborhood Health Center

Vice Chair Membership Development  
**Patricia Williams**  
HarborOne Credit Union

Immediate Past Chair  
**Scott Sanborn**  
Sovereign Bank

**CHAMBER STAFF**

**Christopher Cooney**  
President and CEO x 223

**Lisa Keene**  
Business Development x 225

**Kathleen Lynch**  
Connecting Activities x 227

**John Nesti**  
Member Services x 229

**Jane Callahan** - HR Alternatives  
**Richard Colon** - Verizon Communications

**John Costa** - Backstage Hardware  
& Theatre Supply  
**Loretta DeGrazia** - East Coast Petroleum  
**Peter Dello Russo** - Bridgewater Savings Bank

**Anne DeMinico** - St. Joseph Manor  
**Francis Dillon** - Stonehill College  
**Jeffrey Dukess** - Frenette & Dukess, PC

**Sheila Gonzalez** - Bank of America  
**Steven Gordon** - Good Samaritan  
Medical Center

**Steve Hall** - National Grid  
**John McGovern** - Rodman & Rodman,  
PC, CPA's

**Edward Minnock** -  
Bridgewater State University

**Jim Murphy** - Wheatstone Engineering  
& Consulting, Inc.  
**Gerald Nadeau** - Rockland Trust Company  
**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

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*

**Networking at Events**

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

**FEBRUARY Calendar**

<b>9</b>	<b>Taste Committee Meeting</b>	9:00 am
<b>9</b>	<b>Legal Workshop for Small Businesses</b>	10:00 am
<b>9</b>	<b>Business After Hours</b> St. Joseph Manor, 215 Thatcher Street, Brockton	5:30 pm
<b>11</b>	<b>Government Affairs</b>	12:00 pm
<b>16</b>	<b>Good Morning Metro South</b> Shaw's Center, 1 Feinberg Way, Brockton	7:30 am
<b>18</b>	<b>Board Member Orientation</b> X&O, 217 Washington Street, Stoughton	12:00 pm
<b>21</b>	<b>President's Day- Chamber Closed</b>	

**Coming Up  
March**

<b>2</b>	<b>Ambassador Meeting</b>	8:00 am
<b>2</b>	<b>Taste Committee Meeting</b>	9:00 am
<b>3</b>	<b>Diversity Business Celebration</b> Shaw's Center, 1 Feinberg Way, Brockton	4:30 pm
<b>9</b>	<b>Taste Committee Meeting</b>	9:00 am
<b>11</b>	<b>Government Affairs</b>	12:00 pm
<b>12</b>	<b>Metro South Chamber Day at Costco</b> 120 Stockwell Drive, Avon (See Good News)	9:30 am
<b>15</b>	<b>Executive Committee</b>	3:00 pm
<b>16</b>	<b>Taste Committee Meeting</b>	9:00 am
<b>23</b>	<b>Taste of Metro South</b> Shaw's Center, 1 Feinberg Way, Brockton	5:30 pm
<b>30</b>	<b>Board of Directors</b>	12:00 pm

**Save the Date  
April**

<b>6</b>	<b>Ambassador Meeting</b>	8:00 am
<b>12</b>	<b>Enterprise Career Day</b> The Shaw's Center, 1 Feinberg Way, Brockton	8:15 am
<b>13</b>	<b>Business After Hours at the Brockton VNA</b> 500 Belmont Street, #200, Brockton (co-sponsored by Old Colony Hospice)	5:30 pm
<b>15</b>	<b>Legislative Luncheon</b> Massasoit Conference Center, 770 Crescent Street, Brockton	12:00 pm
<b>18</b>	<b>Patriot's Day - Chamber Closed</b>	
<b>20</b>	<b>Marketing Strategies Using Social Media</b> Crescent Credit Union, 115 Commercial Street, Brockton	9:00 am
<b>28</b>	<b>HRMC- Employment Law Update</b> Irish Cultural Centre of NE, 200 New Boston Drive, Canton	8:00 am

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.

**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 2**

(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.

## GOODNews

*Celebrate the great things going on!*

*Members send your Good News to  
avandam@metrosouthchamber.com*

### Tracy Named VP of Student Services & Enrollment

Massasoit Community College announces the appointment of David Tracy to the position of Vice President of Student Services and Enrollment Management. Mr. Tracy was formerly the Associate Vice President of Enrollment Services and Technology at Bristol Community College. David has 16 years of experience at Southern Maine Community College in several student affairs positions including Associate Dean of Enrollment Services and Director of Student Development. Mr. Tracy has a B.A. and an M.Ed. from the University of Maine.

### Good Samaritan Center Accredited

Good Samaritan Medical Center's Radiation Oncology Center has been awarded a three-year accreditation by the American College of Radiology. This is the first time the center, which opened in December of 2008, was surveyed for the accreditation. The Good Samaritan Radiation Oncology Center is only one of 20 in the commonwealth to achieve the designation as an ACR-accredited facility. The ACR, headquartered in Reston, VA, awards accreditation to facilities for the achievement of high practice standards after a peer-review evaluation of the practice. The radiation oncology services at the Good Samaritan Cancer Center feature a state-of-the-art linear accelerator and the latest CT scan equipment. The Center, located at 818 Oak St., is open Monday-Friday from 8 a.m. to 5 p.m. Dr. Brown and staff may be reached at 508-427-2900.

### Braver Named Chairman of Youth Council

The Brockton Area Workforce Investment Board (BAWIB) announces the appointment of Neal Braver, Owner/Franchisee of Liberty Tax Service in Brockton, as the new Chairman of the Youth Council. Mr. Braver has been an active member of the BAWIB Full Board since September 2008. His extensive background in employee development and management training, positions him to take on the Chairmanship of the BAWIB Youth Council. Neal is an experienced, independent consultant with a broad financial, entrepreneurial and management background. With strong project management and technical skills that targets a unique process focus, his clients include Fortune 100, software, retail, and tax preparation companies.

### HarborOne Credit Union Scholarship Program

HarborOne Credit Union has announced that it will renew its college scholarship program for 2011. Ten, one thousand-dollar, scholarships will be offered subject to the following conditions: Eligible candidates include high school seniors legally residing in the credit union's field of membership, consisting of Plymouth, Norfolk, Bristol or Barnstable counties whose immediate family has an active membership account at HarborOne. Applications will be accepted at HarborOne offices between February 1 and March 31. Only the first fifty completed applications received by the

HarborOne Scholarship Committee will be considered and no more than the first five received from any particular high school will be given consideration. Evaluation will be based upon Academic Record, Community and School Activities, Recommendations, Awards and Recognition, an Essay and the Presentation of the Application. Applications and other details are available at [www.harborone.com](http://www.harborone.com).

### Mechanics Bank Supports P.R.I.D.E.

Mechanics Cooperative Bank is once again proud to support our local community with a \$2500 charitable gift to P.R.I.D.E. Inc. (Preparatory Rehabilitation for Individual Development and Employment, Inc.), directly supporting their annual capital campaign. P.R.I.D.E. Inc. is a non-profit organization located in Taunton, MA but serves hundreds of individuals from the surrounding towns. P.R.I.D.E. Inc.'s mission is "to improve the quality of life of individuals with disabilities, empowering them to become productive and valued members of their community." Since its inception in 1969, P.R.I.D.E. has progressively expanded programs and services to meet the needs of the community. PRIDE currently offers a range of high-quality, community-based programs including Day Habilitation, Career to work, vocational rehabilitation and Job Placement programs.

### How To Hire a Top Performing Salesperson

February 17, 2011: How to Hire a Top Performing Salesperson. Winfree Business Growth Advisors will conduct a free workshop for business owners, Sales Managers and Independent Agents. Tired of mediocre results or complacency. Get the answers here. The session will be held from 8:30 am to 10:30 am at 25 Braintree Hill Office Park, Suite 200, Braintree, MA. For reservations call Ken Cheo at 781-930-3220 or email [kcheo@winfree.org](mailto:kcheo@winfree.org).

### Morey of Ocean Spray Joins United Way Board

United Way of Greater Plymouth County is pleased to announce that local businesswoman Katie Morey has recently joined their Board of Directors. Ms. Morey is the Vice President of Human Resources and Organized Development for Ocean Spray Cranberries, Inc. She is accountable for the development and implementation of organization-wide policies and programs encompassing all aspects of human resources management. In addition to serving on the Board of Directors for the United Way of Greater Plymouth County, Katie is currently on the Board of Directors of the Urban League of Southeastern MA and Co-Chairs the Personnel Committee.

### Good Samaritan Medical Center New President

Steward Health Care System (Steward) has named Jeffrey Liebman as president of Good Samaritan Medical Center. Liebman joins Good Samaritan from Beth Israel Deaconess Healthcare (BID) - Needham where he has



Jeffrey Liebman

served as president and chief executive officer since 2003. Prior to that, Liebman held a number of senior executive positions and brings more than 25 years of health care experience to Good Samaritan. While at BID-Needham, Liebman led a financial turnaround to make the hospital profitable for the first time in its history. He oversaw a significant expansion of the hospital and the development of state-of-the-art facilities and innovative health care services. Liebman also serves as a finance committee member for the Massachusetts Hospital Association. "Good Samaritan Medical Center is one of the busiest hospitals in the region and an essential resource for the people of Brockton and the surrounding communities. I am excited to lead such a well-respected institution," said Liebman.

### IKEA Stoughton Donates to Old Colony Hospice

IKEA Stoughton Helps Create Staff Resource Center @ Old Colony Hospice. Furniture Donation in memory of former employee George Eaton of Randolph. George Eaton was a lifelong resident of Randolph and worked for the postal service. After his retirement, he became a greeter at IKEA Stoughton. "George set a record for receiving 100 customer comment forms for his kindness and helpfulness. When Old Colony Hospice asked if we could assist them with a furniture donation for their Staff Resource Center we thought it would be a great way to honor George's memory. George always spoke so highly of Old Colony Hospice and the care they gave to his wife that we were, and are, happy to help them continue their good work," said Frank Briel, store manager. "IKEA's donation to our Staff Resource Center completes a project for us to house our education and resource materials," said Catherine M. Congo, MPA/HA President and CEO. Staff Education Coordinator, Kathleen Diamond, RN uses this area to train new and existing members of the Old Colony Hospice patient care team on the latest information related to pain and symptom management.

### Crescent Credit Union Collects 626 Coats

Crescent Credit Union partnered with Anton's Cleaners and Dermody's Cleaners to collect and clean 626 winter coats, which were then delivered to non-profit community organizations for distribution to those who need them most. The 626 coats collected this year exceeds the 559 coats collected in 2009, the inaugural year of Crescent Credit Union's annual winter coat drive. In Brockton and Norwell, Crescent branches collected coat donations in partnership with Anton's Cleaners, who cleaned the coats at no charge and distributed them via BU Medical Center's Outreach Van, Catholic Charities, Community Giving Tree, Cradles to Crayons, MA Coalition for the Homeless, MASSCAP, The Salvation Army, and many more.

### Brockton Day Nursery Back Safety Training

Brockton Day Nursery will be hosting a Back Safety Training on February 22nd from 6:30 - 8:30 pm. This free workshop presented by WorkTerrain will provide an introduction to Ergonomic Guidelines and neck and back injury prevention. RSVP by sending an email to [pwilson@brocktondaynursery.org](mailto:pwilson@brocktondaynursery.org) or calling 508-588-2700.

### Mardi Gras Madness

Join us for a spectacular Mardi Gras event and enjoy the flavors, sights and sounds of The Big Easy on March 12 at the Shaw's Center in Brockton! Come in festive, casual attire! Partake in some delicious foods from the bayou and exotic drinks from Bourbon Street.. Enter the chapeau making contest and parade to see if your chapeau takes the prize... Bid on fabulous silent auction items... Eat, drink and be merry to the sounds of the Hot Tamale Brass Band playing your Dixieland favorites and DJ Rob Peters spinning the latest and greatest. Tickets are \$50 each or 4 for \$150 (save \$50). Or reserve a table of 8 for \$300 (save \$100) Visit [www.brocktondaynursery.org](http://www.brocktondaynursery.org) or call 508-588-2700 for tickets. Proceeds benefit the Brockton Day Nursery, Brockton, MA.

### Costco Free Shopping Day for Chamber Members

 Metro South Chamber Members are invited to join us for Costco Wholesale's FREE Shopping Day on Saturday, March 12, 2011 from 9:30 am - 6:00 pm. Brought to you by Costco Wholesale and the Metro South Chamber of Commerce, please pick up a Free Day Pass flyer at the Metro South Chamber or Costco Avon. Shop during the event with a FREE Shopping Pass or become a Costco member and receive: 2 Money Saving Membership Options. 1) \$10 Costco Cash Card for a \$50 GoldStar Membership. 2) \$20 Costco Cash Card for a \$100 Executive Membership.

### Brockton Historical Society to Host.

The Brockton Historical Society will host the DW Field Park Association on Tuesday, February 15, 2011 beginning at 7:00 p.m. at the Brockton Historical Museums, 216 N Pearl St in Brockton. The public is invited to this complimentary event to learn the history of Daniel Waldo Field. For more information please contact Anne at 508-584-6919.

### Brockton Symphony Chamber Concert

Sunday, March 6: 3:00 P.M., Brockton Symphony presents a chamber music concert "From Bach to Bartok" at Christ Congregational Church, 1350 Pleasant St. Brockton. Shorter works by different composers make this a good learning experience for younger listeners. Tickets Adults \$10, students under 18, \$5. [www.brocktonsymphony.org](http://www.brocktonsymphony.org) or call 508-588-3841.

## MEMBERProfile



Joe Kameese

### American Bookkeeping Solutions

**Address:**  
240 West Center  
Street,  
W. Bridgewater,  
02379

**Phone:**  
508-584-8084

**Year Established:**  
1973

**What is your market area:**  
The entire South Shore

**What markets do you serve:**  
Small to Mid size companies in all  
business entities.

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

We are members of the National Society of Accountants, National Society of Tax Professionals, National Association of Tax Preparers and Certified by the Better Business Bureau.

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

To provide services that help our clients to make intelligent and profitable decisions in this difficult economic time. We also provide guidance to our clients on making profitable decisions in their companies.

To Join the Chamber, contact  
John Nesti at 508.586.0500 x 229.

**Number of Employees:** 1

**Products or Services:**

Bookkeeping, Taxes, and Strategic Consulting

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

Our firm is a complete bookkeeping service from data entry to trial balance. We also provide all tax services that are needed by small to mid size companies. New this year is our strategic consulting service that provides assistants obtaining information for cash flow and bottom line strategies.

## Marketing Strategies Using Social Media

Wednesday, April 20, 2011  
9:00 am - 11:00 am

Crescent Credit Union, 115 Commercial Street, Brockton



Basic overview of social media tools to include: search engine optimization (SEO), social networking (Facebook, LinkedIn, Twitter, YouTube and Myspace), Blogs and e-newsletters. Online reservation is required, visit [www.msbdc.org/semass](http://www.msbdc.org/semass). This event is free to attend.

This workshop is part 1 in a Social Media Series sponsored by the Metro South Chamber, Crescent Credit Union and the Massachusetts Small Business Development Center. The workshops are presented by Tricia White of the MSBDC. For more information, contact Tammi or Alison at the MSBDC office at 508.673.9783.



Join us at our Brockton location every Saturday in February to receive waived activation fees and 25% off accessory purchase.\*

\*Chamber members only.

Come by for a free wireless bill review, save money with at&t service!

Also, drop your business card for a chance to win a free Bluetooth Headset!!!!\*

\*\$130 retail value, no purchase necessary.



at&t Brockton  
641 Pleasant St.  
Brockton, MA 02301  
508-427-0553

Saturday store hours  
10am - 8pm

## Employment Law Update, What You Need To Know



Thursday, April 28, 2011, 8:00 am - 11:30 am  
Irish Cultural Centre, 200 New Boston Drive, Canton

The experienced attorneys of Murphy, Hesse, Toomey & Lehane, LLP, will provide an overview of major developments in employment law over the past twelve months. Emphasis will be placed on the implications of these legal developments for day-to-day HR administration and tips for minimizing liability. In addition, attorneys will be discussing topics in greater detail including:

- Health Care Reform
- Criminal Offender Record Information (CORI) Reform
- Legal Issues Regarding Social Networking
- Wage and Hour Law
- Privacy Issues

Registration and networking will begin at 8:00 am. The cost of this workshop is \$49 for members and \$69 for non-members and includes coffee, full breakfast, and extensive handouts including best practices. RSVP for this event by contacting Kim Prosper at 508.586.0500 x 231, email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com), or register online at [www.metroouthchamber.com/register.html](http://www.metroouthchamber.com/register.html).

Murphy, Hesse, Toomey & Lehane, LLP is a multi-service law firm based in Quincy, Boston and Springfield. One of the 50 largest firms in Massachusetts, their years of experience and resources offer clients a wide range of legal services while maintaining a "hands-on-touch" that is important in Client-Attorney relationships. For more information about Murphy, Hesse, Toomey & Lehane, visit [www.mhltl.com](http://www.mhltl.com).

## Development Planner Brings Focus to Brockton

Written by Mary Waldron, Brockton 21st Century Corporation

The Brockton 21st Century Corporation has completed its review and selection of a development planner consultant made possible through funds received by the Patrick/Murray Administration via Undersecretary Tina Brooks and Mayor Linda M. Balzotti. The Board of Directors are pleased to announce along with Mayor Balzotti and the Brockton City Council the selection of McCabe Enterprises.

**The criteria for the selection were based on the following:**

- Experience in evaluating, assessing and coordinating development
- Outreach skills (verbal and written)
- Ability to facilitate
- Knowledge of grants/ funding resources
- Submitted timeline/ work plan
- Employment/ experience in a Gateway City
- Experience/knowledge of Brockton
- Can this firm/product advance Brockton to leverage additional resources

McCabe Enterprises, whose Principal is Kathy McCabe has a strong planning and

economic development background. In addition to Kathy's expertise, she has pulled together a team made up of various resources: Jen Mecca is an Urban Planner with architectural experience, Betsy Lane (a Brockton native) and Jeanne McKnight of Kopleman & Paige PC (A law office with experience in real estate/zoning) and Peter Bradley of Project Management & Cost will provide cost estimate for the projects to keep on task and on budget.

The work plan for the McCabe team includes for Downtown; moving projects (three buildings) towards implementation, development of a strategy, and building the pipeline of potential development. In the Campello Neighborhood; neighborhood stabilization, collaborative Community planning and ready two projects.

The planning and economic development efforts through the Department of Housing & Community Development grant will lay the foundation for a focused planning strategy. The Brockton 21st Century Corporation will oversee the work plan so that it results in bringing developers and businesses to Brockton.

## May Membership Month Kicks Off With Drive, May 4

May is membership month at the Chamber. The month-long campaign will kick off on Wednesday, May 4 at Stonehill College with a focused call drive to area businesses that can benefit from joining the Chamber's network. The Membership Drive will take place at Merkert Tracy Hall at Stonehill College from 8:30 am - 4:30 pm. If you are a Chamber member who would like to participate in the drive in order to form a stronger business community and express to others what Chamber membership has meant to you, please contact John Nesti at 508.586.0500 x 229 or email [jnesti@metrosouthchamber.com](mailto:jnesti@metrosouthchamber.com). We are also accepting prize donations for drive participants.



## A Taste of Metro South Sizzling Up

Calling All Restaurants - Gain Patrons & Exposure



**Wednesday, March 23, 2011**

19th Annual  
Come celebrate the region

**A TASTE OF Metro South**

Wednesday, March 23, 2011  
5:30 pm - 8:00 pm

The Shaw's Center  
1 Feinberg Way, Brockton

**Tickets available at [metrosouthchamber.com/register.html](http://metrosouthchamber.com/register.html)**  
\$25 in advance/ \$30 at the door  
Call 508.586.0500 x 231 for tickets and more information  
*\*Attend for your chance to win a free Boston MassPass Book*

The Taste of Metro South is a highly visible, much publicized and well-received evening of enjoyment for everyone. This event has traditionally drawn between 600-700 people. A diverse group of restaurants, organizations and performers participate from throughout the Metro South region.

Area restaurants and local organizations are encouraged to participate by renting booth space or sponsoring the event. All those who do participate will

gain exposure through direct interaction with new potential customers, word of mouth, through advertisements in the Enterprise, Action Report and Program Guide, and potential coverage on the Brockton Community Access Channel and WXBR 1460 AM.

Don't miss this invaluable opportunity. For more information, please contact Kim Prosper at 508.586.0500 x 231 or email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com)

## Enterprise Career Day

April 12,  
2011

The Enterprise Newspaper In Education (NIE) program is proud to announce its 13th Annual Career Day sponsored by The Enterprise, BAWIB, Rotary Club of Brockton, Brockton Public Schools and the Metro South Chamber of Commerce. This event will be held on Tuesday, April 12th at The Shaw's Center in Brockton from 8:15-11:45. 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.

## Last Call for Greece!



Metro South Chamber of Commerce Trip to  
**ATHENS & THE GREEK ISLANDS**  
MAY 14 - 23, 2011

**METRO SOUTH CHAMBER OF COMMERCE**

**Featuring a 4-Night Cruise:**  
Mykonos, Kusadasi, Patmos, Rhodes, Crete & Santorini

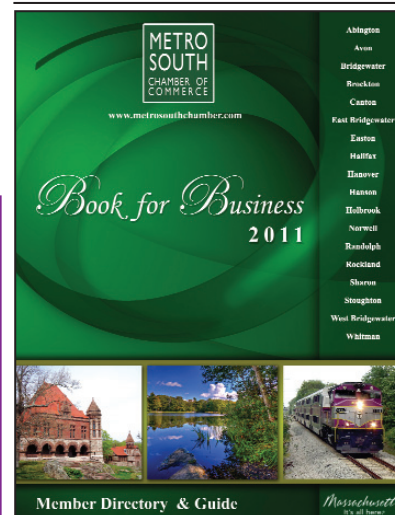
**10 Days \* 18 Meals**

Other trip Highlights: Mycenae, Athens, The Acropolis, Olympic Stadium, Taverna Dinner Show, beautiful beaches, and many tours and attractions.

**-\$2,849 per person**  
(Price includes Port Charges, Hotels, Transfers, Cruise, Round Trip Air Fare from Logan, Luxury Tour Buses and more.)

For more information:  
visit [www.metroouthchamber.com/greece.html](http://www.metroouthchamber.com/greece.html),  
call Alison van Dam at 508.586.0500 x 222  
or email [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com).

## Book For Business Arriving Soon



**METRO SOUTH CHAMBER OF COMMERCE**  
[www.metroouthchamber.com](http://www.metroouthchamber.com)

*Book for Business*  
2011

Abington  
Avon  
Bedford  
Brockton  
Canton  
East Bridgewater  
Easton  
Haithe  
Hanson  
Holliston  
Norwell  
Roslindale  
Rockland  
Sharon  
Stoughton  
West Bridgewater  
Waltham

Member Directory & Guide

golf courses, recreation, legislative leaders, community demographics, regional and economic data and a complete membership listing. The book also includes a full color map of the Metro South region, highlighting hotels, golf courses, industrial parks, town halls and other points of interest.

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

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

The Chamber of Commerce will soon be distributing the 2011 **Metro South Book for Business**. The book features area dining, lodging, public



Since 1927  
3rd Generation  
Family Owned  
& Operated

**HOLMES-McDUFFY 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](http://www.holmesmcduffy.com)

## Travel Abroad with the Chamber and CITSLINC This Fall

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

### HONG KONG & THAILAND

November 1-9, 2011



9 Days • Only \$2,649 inclusive

#### Bangkok

Visit the Golden Palace containing work of art in Thai and European styles. View The Emerald Buddha. Explore the Art of the Kingdom Exhibition at Anata Samakhom Throne Hall. Take a Klong Tour passing Wat Arun, a trip on the canals of Thonburi on a long-tailed boat. Visit the National Snake Farm & Leather Shop and Four Face Buddha. Enjoy a BBQ seafood buffet and Ramayana buffet dinner with puppet show.

#### Pattaya

Relax during the morning on the beautiful beach at Coral Island. Visit Nong Nooch, a world renowned place for its impressive Elephant and Thai Cultural Shows along with what is considered the biggest and most beautiful botanical garden in Southeast Asia. Take an elephant ride, then visit the Pattaya Four Regions Floating market. Visit World Gems Pattaya and local produce market.

#### Ayuthaya

Ayuthaya is a ruined city built in 1350 A.D. that had been the capital of Siam. Visit the temples of Wat Yai Chai Mongkol, Wihan Phra Mongkhon Bophit, and Wat Phra Si Sanphet.

#### Hong Kong

Fly to the city known as the east pearl—Hong Kong. Cross the Tsing Ma Bridge, the longest suspension bridge. Visit the Avenue of Arts, which pays tribute to outstanding professionals of Hong Kong's film industry. Look down from The Peak and get the incredible view of the city and Victoria Harbor. Take a one way ride with Peak Tram. The Ngong Ping 360, consists of a cable car journey and a themed village. Visit the Repulse Bay with its clean and well tended beach. Finally, visit Stanley, a former fishing village.

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

### CHINA

November 1-9, 2011

For Only \$2,050.00



Beijing • Shanghai • Suzhou • Hangzhou

Discover what over 200 travelers in the region have seen and explored in the Chamber's 3rd 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 Linger 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. \$200 deposit due April 15. For more information, contact **Alison van Dam** at 508.586.0500 x 222 or email [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com)

# TIME + UNDERSTANDING = SOLUTIONS.

*Expect all three.*

BUSINESS BANKING

**We** take your business banking personally.



At Webster, we're all about making your business equations work. We'll take the time to recognize your unique financial needs and help you find the solutions that fit. Expect a wide range of business solutions to help you keep your business on the plus side.

Contact your Regional President, Bob Twomey at 508.235.1301 for more information.



[WebsterBank.com/ExpectIt](http://WebsterBank.com/ExpectIt)



Webster Bank, N.A.  
Member FDIC

The Webster Symbol and Webster Bank are registered in the U.S. Patent and Trademark Office.



## Employment Law Topic at Breakfast

Sponsored By:



DJ service by Rob Peters Entertainment. Photography by Rich Morgan



Katherine Hesse,  
Murphy, Hesse, Toomey & Lehane



Dr. Art Goldstein, Dean of the College of Science and Mathematics  
at Bridgewater State University



Past Chair Scott Sanborn of TD Bank served as the  
emcee of the Breakfast Program.



Dan Trout of Mutual Bank (left) interviews Catherine Congo, President  
& CEO of Old Colony Hospice and Beverly Pavasaris, President of  
Brockton Visiting Nurse Association



100 people recently attended the Good Morning Metro South  
Breakfast Meeting now held at the Shaw's Center, Brockton



Attendees enjoy a hot breakfast buffet prior to the event.

## Call For Small Biz Award Nominations



The Metro South Chamber of Commerce recognizes the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region. All members are invited to participate in the selection process to name the 2011 Annual Small Business of the Year and Entrepreneur of the Year award winners.

### 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 here. 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...

**Small Business of the Year Award:**  
50 or less full-time equivalent employees (Two part-time employees = one full-time); in business more than 3 consecutive years under the current ownership; for-profit business.

**The Entrepreneur of the Year Award:**  
10 full-time employees or equivalence; in business less than 3 years; a for-profit-business.

Companies will be rated on their creativity and imagination in the development of their business, their demonstration of growth, and a reflection on internal and external social responsibility.

Nominations are due by April 1, 2011. Call the Chamber office at 508-586-0500 ext 231 to request an easy-to-complete nomination form. Winners will be announced at the Small Business and Entrepreneur Luncheon on May 18th, 2011 and will receive an engraved plaque and publicity.



Left: Patricia Winberg, Topnotch Design Studio, 2010 Entrepreneur of the Year. Right: Stephen Priso, Priso's Market, 2010 Small Business of the Year



### Prior Small Business of the Year Recipients

- 2009 MCG Partners
- 2008 Heights Crossing
- 2007 Westgate Lanes
- 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

### Prior Entrepreneur of the Year Recipients

- 2009 Michelle Cully, XPressman Trucking & Courier
- 2008 Robert Monahan of UPPAbaby
- 2007 Howard Wright of Wright Technology
- 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

## ATHENA Awards Recognizing Women

Thursday, June 16, 2011, Call for Nominations

On Thursday, June 16, at the Shaw's Center, Brockton, the Metro South Chamber of Commerce and **HarborOne Credit Union** will present the 13th Annual **ATHENA Award** during a special breakfast 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.

The **ATHENA Awards** Program was created in 1982 and has expanded to over 500 cities in the United States, Russia, Canada, China, The United Arab Emirates and the United Kingdom. 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, communities and government.



Carol Hardy-Fanta

The featured speaker is Carol Hardy-Fanta, Director of the Center for Women in Politics and Public Policy at UMass Boston's John W. McCormack Graduate School of Policy and Global Studies. Dr. Hardy-Fanta is a nationally recognized scholar on Latina/o politics and has published widely on the intersection of gender, race and ethnicity in politics and public policy. Her public policy focuses on benchmarking women's economic and political progress.

The breakfast awards program will begin at 9:00 am with the **ATHENA Woman's Expo** running from 8:00 am - 11:00 am. Tickets are \$25 for members and \$35 for future-members. To register or to nominate an individual for an **ATHENA** award, please call Kim Prosper at 508.586.0500 x 231, or visit [www.metroouthchamber.com](http://www.metroouthchamber.com).

## Do You Have an HR Question?

### Try the Human Resource Hotline

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

The Metro South Chamber of Commerce has developed a hotline for your business to receive professional advice from experts in the HR field. Simply e-mail your questions to the HR hotline at [hrhotline@metrosouthchamber.com](mailto:hrhotline@metrosouthchamber.com) or log onto [www.metroouthchamber.com](http://www.metroouthchamber.com).

For more information contact **Kim Prosper** at 508.586.0500 ext. 231.

## 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 March 2 and April 6, 2011 from 8:00 - 9:00 am at the Metro South Chamber of Commerce, 60 School Street, Brockton. To become an Ambassador, contact John at the Chamber at 508.586.0500 ext. 229, [jnesti@metrosouthchamber.com](mailto:jnesti@metrosouthchamber.com).



## Metro South Partnership Recognizes Student Friendly Employers

The Metro South Connecting Activities Partnership is a collaboration of the Brockton Area Workforce Investment Board and the Metro South Chamber.

Connecting Activities is a unique program that creates a competitive workforce linking employers with students by providing young people with business experience. Through this program, employers provide a meaningful worksite learning experience that builds academic, technical, and workplace skills.

High School students participate in workplace structured internships that assist

them in making more informed decisions about the education that they will need to be successful in a variety of career paths, including college, technical training, apprenticeships, and more.

Over 100 Metro South Region Employers who provided internships to high school students during the 2010-2011 Academic Year are being recognized with special gratitude for their commitment to the region's youth and the future workforce by the Connecting Activities Partnership.

### *Metro South Connecting Activities Partnership Employer Honor Roll*

Adventure Dental  
American Real Estate  
Apolos Imports Exports Inc.  
Associacao Caboverdiana de Brockton  
Athletic Republic Kingston  
B.N. Yanow Inc  
BAMSI Inc.  
BayPointe Rehab Center  
BD Mart  
Blue Hills Alzheimers Care Center  
Boys & Girls Club of Brockton  
Brockton Community Access Cable  
Brockton Adult Day Health Center  
Brockton After Dark  
Brockton Area ARC  
Brockton Area Workforce Investment Board  
Brockton Day Nursery  
Brockton Housing Authority  
Brockton Mural Arts  
Brockton Parking Authority  
Brockton public schools  
Brockton Signature Healthcare  
Bumper to Bumper Accessories Inc.  
Burrito Wraps  
CareerWorks  
Catholic Charities Brockton  
Cedar Hill GC  
Charity Guild  
Chuck N Cheese House of Pizza  
City Gas and Service  
City of Brockton - Mayors Office  
Committee for Public Counsel Services  
Superior Court Trial Unit  
Community Connections of Brockton  
Conley Elementary School  
CRT Recycling  
Department of Mental Health

DeSantis  
Dr. John Coyne  
Duval Elementary School  
Emmanuel House  
Express Newspapers  
Father Bills & Main Spring  
Fuller Craft Museum  
George Washington Toma  
Gill Metal Fabrication Co  
Greater Youth Resource Services Inc.  
Hanson Childrens Museum  
Hanson Middle School  
HarborOne  
Head Start  
Hillard House of Candy  
Hope For Children International Inc.  
InStyle  
Jack n Jill ChildCare of Whitman  
John Russell Insurance  
Johnny Macaronis Restaurant  
Kiddie Haven  
Kylas Auto Rental  
Lincoln Technical Institute  
Little Prince and Princess Preschool  
Lively Stone Christian Center  
Lutheran Community Services  
M&M Seafood  
Main St. Variety  
Martins and Associates Real Estate  
Mass Rehab  
Massasoit Community College  
Mayors Office-park  
Maytag Laundry and Dry Cleaning  
Metro South Chamber of Commerce  
Moses E. Barbour Power Construction  
Neighborhood Health  
Neighborhood Housing Services  
New England Sinai Hospital

North End Motors  
North River Collaborative  
Norwood Hospital  
Old Colony Cabinets  
Old Colony Council BSA  
Old Colony YMCA Brockton  
Old Colony YMCA Stoughton  
Old Colony YMCA YouthBuild  
Old Colony Planning Council  
Pattavina Networks  
Plymouth County Sheriffs Department  
Rakis Productions  
Reservitz Law Firm  
Rices Market  
Rose Grows Hair  
Salvation Army  
SDJ Custom Art  
Seidel and Lana Painting  
Self Help Inc.  
Sign Design Inc.  
Signature Healthcare  
South Shore Hospital  
Stoughton Public Library  
Stoughton Public Schools  
Stoughton Rec. Dept.  
Stoughton Town Hall  
Summer of Work & Learning  
The Arbors at Stoughton  
The Education Resources Institute Inc.  
TJ MAXX Stoughton MA  
Tuffs Medical Center  
Universal Food Market  
Whites Pastry Shop  
Whitman Academy of Performing Arts  
Whitman Middle School  
Whitman Police Department  
Whitman-Hanson Regional School District  
Yogi Tobacco Inc.



Participating Area High Schools: **Brockton Public Schools, North River Collaborative, Southeastern Regional Vocational Technical High School, Stoughton High School, Whitman-Hanson Regional High School**

For information or to become a participating employer in the Connecting Activities Initiative contact: Kathleen Lynch, Connecting Activities Coordinator, Metro South Chamber of Commerce, (508) 586-0500 ext.227, [klynch@metrosouthchamber.com](mailto:klynch@metrosouthchamber.com), or visit [www.metroouthchamber.com/ca.html](http://www.metroouthchamber.com/ca.html).

## MSBDC Marketing Workshop at the Chamber

**Leave Your Competition in the Dust!**

**Tuesday, May 24, 2011**

**8:30 a.m. Registration, Workshop 9:00 a.m. - 11:00 a.m.**

**Metro South Chamber of Commerce, 60 School Street, Brockton**



Times are tough. But this is not the time to cut your marketing efforts and budget. Come and learn low cost ways to actually increase your market penetration and sales revenue at this FREE workshop. We will be discussing marketing and sales tactics including: branding, promotion, pricing, networking and e-tools.

For Registration contact Alison Moriarty at the MSBDC @ 508-673-9783 or register online @ [www.msbdc.org/semass](http://www.msbdc.org/semass) under Event Calendar

### **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)

## Members Provide CHOICES to Stoughton Youth



Students Ben Morgan, Allison McEachern and Desirae Carter from Stoughton's O'Donnell Middle School participate in CHOICES, a drop-out prevention program facilitated by the Metro South Chamber of Commerce and led by Angel Nieves, volunteer presenter. For more information, or to participate as a CHOICES presenter, contact Kathleen Lynch at 508.586.0500 x 227 or email [klynch@metrosouthchamber.com](mailto:klynch@metrosouthchamber.com).

## RENEWINGMembers Thank You !

Abington Family Dental Care  
AFLAC-Brockton  
Asphalt Paving by J. A. Cooper  
Backstage Hardware & Theatre Supply  
Bank of America  
Baynes Electric Supply Co., Inc.  
Beacon Financial Planning, Inc.  
BKA Architects, Inc.  
Brian Healey Contractor, Inc.  
Brockton 21st Century Corporation  
Brockton Visiting Nurse Association  
Churchill Linen Service, Inc.  
Colony House Skilled Nursing and Rehabilitation Ctr  
Conway Insurance Agency, Inc.  
Dahlborg-MacNevin Funeral Home  
Direct Media  
Edible Arrangements  
Energy Conservation, Inc.  
Four Points Realty  
Franklin Sports, Inc.  
Giannaros, Inc.  
Grant's Rental

HarborOne Credit Union  
iComplyNow a unit of ITLNOW  
Law Office of Mark D. Petti  
M. Donahue Associates, Inc.  
Massasoit Community College  
McCormick & Sons Insurance Agency, Inc.  
McDonald's  
Murphy, Hesse, Toomey & Lehan, LLP  
Mutual Oil Company, Inc.  
Ocean Real Estate Investment, LLC  
Olde Northeast Realty L.P.  
Pawtucket Red Sox  
Rockland Trust Company  
Roger Ferguson, Horticulturist  
Signature Healthcare  
Smith, Buckley & Hunt Insurance Agency  
Stonehill College  
Sullivan Tire & Auto - Rockland  
Sullivan Tire & Auto Service - Abington  
Sullivan Tire & Auto Service - East Bridgewater  
The Crazy Chefs Caterers  
W. B. Mason Company, Inc.

## Brockton Diversity Business Celebration

**Thursday, March 3, 2011 • THRIVE Award Presentation**

The Brockton 21st Century Corporation in conjunction with Mayor Linda M. Balzotti and the Brockton City Council will be holding a Diversity Business Celebration on **Thursday, March 3rd, 2011**



community that help us "THRIVE" not just survive!

The event agenda includes keynote speaker Mayor Linda Balzotti in addition to a panel discussion by the stake-

holder organizations offering advice and information. Light fare and refreshments will be served throughout the duration of the program.

Those interested in attending or nominating a business should contact the Brockton 21st Century Corporation at **508-586-0021** or email **smallbusiness@brockton21.com**. This event is free to attend, but RSVP is mandatory. If you are a woman and/or minority owned business, entrepreneur or start up business in Brockton, this event is for you.

### THRIVE AWARD CRITERIA

- Business must be located in Brockton (specify how long in operation)
- Community involvement, achievement and accomplishments
- Outside resources received (eg. B21, Metro South Chamber, MSBDC, SEED, SBA, SCORE, etc.)

### Save Time and Money with Online Payroll Solutions

25% Discount off your service, 6 month money back guarantee from PayChoice for Metro South Chamber Members.



Online Payroll Features to include: Easy switch, "we do it for you" payroll setup, online employee access to paystubs and W2's, dedicated customer service representative, free direct deposit, custom reporting wizard, HR Support Center, CPA access. Learn more at [www.paychoice.com](http://www.paychoice.com) or by calling 978-882-2570.

## WELCOME New Members

### Making an Investment in Our Community

#### Billboard Connection

Mr. Phillip D. Jennings  
Himoor Circle  
Randolph, MA 02368  
(877) 600-1684  
[www.GO-BIG-Ads.com](http://www.GO-BIG-Ads.com)  
**Advertising**

#### Campanelli Companies

Mr. Daniel R. DeMarco  
One Campanelli Drive  
Braintree, MA 02184  
(781) 849-1440  
[www.campanelli.com](http://www.campanelli.com)  
**Real Estate/Development**

#### Capstone Communities

Mr. Jason Korb  
221 Hampshire Street  
Cambridge, MA 02139  
(617) 513-6320  
[www.capstonecommunities.com](http://www.capstonecommunities.com)  
**Real Estate/Development**

#### Commonwealth Financial Group

Mr. Mike Hamilton  
125 Summer Street, Suite 510  
Boston, MA 02110  
(617) 939-6684  
[www.commonwealthfinancialgroup.com](http://www.commonwealthfinancialgroup.com)  
**Financial Services**

#### Constables of New England

Mr. William R. Thomas  
37 Belmont Street, Suite C  
Brockton, MA 02301  
(508) 427-6598  
[www.constablesofne.com](http://www.constablesofne.com)  
**Constable**

#### Cutting Edge Carpentry

Mr. Brian Andrews  
594 Turnpike Street, Unit 1  
South Easton, MA 02356  
(508) 297-1490  
[www.cuttingedgecarpentryllc.net](http://www.cuttingedgecarpentryllc.net)  
**Contractors Remodeling**

#### Electric by Design, LLC

Mr. Rich McNeil  
120 East Bacon Street  
Plainville, MA 02762  
(617) 331-1475  
[www.electricbydesignllc.com](http://www.electricbydesignllc.com)  
**Electrical Contractors**

#### H&R Block Business Services

Mr. Michael Lemke  
165 Westgate Drive, Suite A  
Brockton, MA 02301-1819  
(508) 588-5659  
[www.hrblock.com](http://www.hrblock.com)  
**Financial Services**

#### Magoun-Biggins Funeral Home

Mr. Robert J. Biggins  
135 Union Street  
Rockland, MA 02370  
(781) 878-1775  
[www.magounbiggins.com](http://www.magounbiggins.com)  
**Funeral Directors**

#### McLaughlin Chevrolet, Inc.

Mr. Dan Adams  
741 Temple Street  
Whitman, MA 02382-0230  
(781) 447-4401  
[www.mclaughlinchevy.com](http://www.mclaughlinchevy.com)  
**Auto Sales & Service**

#### NorthEast Electrical Distributors

Mr. Don Block  
560 Oak Street  
Brockton, MA 02301  
(781) 401-8500  
[www.needco.com](http://www.needco.com)  
**Electrical Supplies**

#### Optique

Mr. Robert King  
495 Westgate Drive  
Brockton, MA 02301  
(508) 584-5151  
**Optical**

#### Patch.com

Mr. Brian Hemmert  
Metro South, MA  
(508) 954-5596  
[www.patch.com](http://www.patch.com)  
**Media**

#### Source4

Mr. Murray Vetstein  
1010 West Chestnut Street  
Brockton, MA 02301  
(508) 562-4812  
[www.source4.com](http://www.source4.com)

#### Printers

#### Promotional Products

#### South Coastal Bank

Mr. Kirk Small  
279 Union Street  
Rockland, MA 02370  
(781) 681-7231  
[www.southcoastalbank.com](http://www.southcoastalbank.com)  
**Banks/Financial**

#### Sullivan and Cogliano Training

Centers, Inc.  
Ms. Helaine Rich  
460 Belmont Street  
Brockton, MA 02301-1822  
(508) 584-9909  
[www.sctrain.edu](http://www.sctrain.edu)  
**Schools/Colleges**

#### Timberline Construction Corporation

Mr. Richard J. Gladdys  
300 Pine Street  
Canton, MA 02021  
(339) 502-5000  
[www.timberlineconstruction.com](http://www.timberlineconstruction.com)  
**Construction Management**

#### Tranquil Escape Day Spa

Mr. Brian Bezanson  
832 Crescent Street  
Brockton, MA 02302  
(508) 427-6399  
[www.tranquilescapedayspa.com](http://www.tranquilescapedayspa.com)  
**Spa**



## Members Network at Halfway Cafe After Hours and New Member Reception



Peter Neville, Concord Foods and Chair of Board; Murray Vetstein, Source4; Richard Gladys, Timberline Construction Corporation



Jonathan Parker, Eagle Eye Accounting Solutions; Joe Kameese, American Bookkeeping Solutions



Raymond Wallace, Raymond Wallace Accountants



Jesuina Henderson and Darlene Ferguson, Lincoln Tech



Jen Gallagher, Halfway Cafe



Jack Dixey, Jack Dixey CPA



Denise Cooper, John Cooper Paving & Sealing, Inc.



Sheldon Rodney, Comcast; Karen Boyle, Servpro; Fred Fontaine, Fontaine's Cleaners & Laundromat



Bob Regan, Servpro; Glen Prentice, UPS; Matt Sherlock, UPS



Bob Hughes, Hughes Global Sourcing; Mike Hamilton, Commonwealth Financial Group



Stephan Ward-Smith, Health Services Administrators; John McGovern, Rodman & Rodman PC, CPAs



John Lloyd, OnPoint Coaching; Bobby Bartlett, AFLAC; Angel Nieves, AFLAC



Andrew Milian, Liberty Mutual; Joe Kameese, American Bookkeeping Solutions; Mark Olstein, Costco; Cheryl Brady, RBC Wealth Management; David Bragg, No Need 2 Bragg Video Production



Over 100 people recently attended the Business after Hours and New Member Reception, where participants networked while learning about the Chamber. The event was held at the Halfway Cafe in Hollbrook, now with a function room, seating 50 people for a sit down dinner or 75 for a cocktail reception and boasting a 50" TV for use. For more information about Halfway Cafe, visit [www.thehalfwaycafe.com](http://www.thehalfwaycafe.com). To join the Chamber, call John at 508.586.0500 x 229.

## Chamber Affiliation News



The East Bridgewater Business Association will conduct a one-hour **networking meeting** on **Thursday, February 17th at 8:00 am** at **TJ Smith's Victorian House** in East Bridgewater. The cost to attend is \$5. To register, contact Bruce Marquis at 508.378.7890.

The Stoughton Chamber of Commerce recently celebrated their **Annual Meeting** at New England Sinai Hospital with over 80 in attendance. Guest speakers included Chris Spinazzola and Marjorie Clapprood of Christina's Fireside Grille. The 2010 Business of the Year Award was presented to Old Colony YMCA, Striar Campus. The 2010 Person of the Year was presented to Jorge Cortizo of Target Stores, and the 2010 Volunteer of the Year was presented to Joel Honig of Windsor Tire & Auto. The Special Recognition award was presented to the family of Robert F. DiMatteo, founder and original owner of Bob's Famous Food Mart. For more information, call 781-297-7450



The Norwell Chamber of Commerce recently held their **State of the Town 2011** at Not Your Average Joes. Attendees received the opportunity to meet town and state officials and hear them recap the year's events while networking with fellow Chamber members at this sitdown breakfast. For more information, visit [www.norwellchamberofcommerce.com](http://www.norwellchamberofcommerce.com)

## Workers May Qualify for EITC

Low to moderate-income families in the Greater Brockton area are again eligible for this free service. Most people can get their state refund in 3 to 5 days and their federal refund in about 7 days saving hundreds of dollars in tax preparer and loan fees. With both the federal and state tax credits, workers may get up to \$5,666 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. Millions of eligible workers risk missing out on these important federal tax benefits which are also matched to a lesser degree by the state.

Trained volunteer tax preparers are available at two sites in the city:

**HarborOne's MultiCultural Banking Center**, 68 Legion Parkway, Mondays from 4 to 7 PM from February 7 through April 11 with the exception of February 21 and

**Self Help's Healthy Housing and Community Resource Center**, 142



Crescent Street, Saturdays from 9 AM to 3 PM starting February 5 and Tuesday evenings from 4 to 7 PM starting February 7.

### Who Is Eligible?

- Workers who were raising one child in their home and had income of less than \$35,463 (or \$40,463 for married workers) in 2009 can get an EIC of up to \$3,043.

- Workers who were raising two children in their home and had income of less than \$40,295 (or \$45,295 for married workers) in 2009 can get an EIC of up to \$5,028.

- Workers who were not raising children in their home, were between ages 25 and 64 on December 31, 2010, and had income below \$13,440 (or \$18,440 for married workers) can get an EIC up to \$457.

Taxpayers should bring: All household W-2 and /or 1099 forms, Social Security Cards for yourself, your spouse and all dependent children from your household. Also bring a valid driver's license or photo ID and proof of health insurance.

Call 508-588-4049, ext 116 for more information.

**Woods Financial**

28 Main Street, Bldg 8, N. Easton • 508-238-5857  
Specializing in retirement programs and other employee benefits on corporate and personal levels. Kevin J. Woods is an independent insurance broker for property & casualty, life, accident and health insurances. He is a Registered Investment Advisor with the Series Exchange commission & the Secretary of State of the Commonwealth and a ChFEbc (Federal Pension Specialist) Now specializing in Safe Market (guaranteed) Investments that offer a potentially higher return.

**Constables of New England**

Serving all your process

William R. Thomas Jr.  
Constable

Tel: 508-427-6598  
Fax: 508-584-1936  
www.constablesofne.com

37 Belmont Street  
1st Floor, Suite C  
Brockton, MA 02301

37 Belmont Street, Suite C, Brockton  
508-427-6598 • www.constablesofne.com  
Located in downtown Brockton next to the district courthouse, the Constables of New England serves all processes including 24-hour subpoena service, all probate and civil process, all summons and complaints, capias civil arrests, child support orders, evictions/move outs, execution for possession, divorce orders, no trespass orders, motions, modifications, small claims complaints, letters and demands, notice to show cause.

**Sullivan and Cogliano Training Centers, Inc.**

Train For Your Dream Job!

1.888.TRAIN.77 • www.SCTRAIN.edu

460 Belmont Street, Brockton • 508-584-9909  
www.sctrain.edu  
Sullivan and Cogliano Training Centers, Inc. is nationally accredited through the Council on Occupational Education. We are a career-ready computer training institution with the core purpose of improving people's lives by meeting them at life's crossroads and providing paths to meaningful employment. It's our passion to know how to give students the training they need for the career they deserve!

**Paychoice**

Marc M. Doos  
District Manager

office: 978.624.2159  
cell: 978.882.2570  
fax: 970.232.3761  
email: marc.doos@paychoice.com

200 Ledgewood Place  
Suite 202  
Rockland, MA 02370

200 Ledgewood Place, Suite 202, Rockland  
978-882-2570 • www.paychoice.com  
Today, 125,000 small businesses and 1.8 million employees receive their payroll via PayChoice - accurate and on time. Our web-based, SaaS platform provides 24/7 access and simplifies the task of paying your employees to only minutes. We deliver payroll, tax, compliance, HR, retirement, workers comp and pre-tax plans through an intensely personal service model. For a special offer from paychoice see page 10.

**Source4**

1010 West Chestnut Street, Brockton  
508-562-4812 • www.source4.com  
Source4 provides business documents, commercial printing, direct mail, promotional products, logo apparel, fulfillment, kitting and other marketing products and services. Over 250 clients in many industries (including franchise, banks and credit unions) use Source4's IMAGE program to reduce costs, enforce brand standards and streamline ordering. The Brockton sales office, graphic design and distribution center is one of 25 facilities.

**Electric By Design, LLC**

120 East Bacon Street, Plainville • 617-331-1475  
Email: electricbydesign@aol.com  
The McNeil brothers, Rich and Steve own and operate Electric by Design, LLC, your go-to Electrical Contractor who specializes in Energy Conservation. We can show businesses how to: 1) Reduce your energy consumption, 2) Improve your lighting, 3) and take advantage of available funding through National Grid, N-Star, or other Utility incentive programs. In other words, we save you money.

**Patch.com**

Metro South, MA  
508-954-5596 • www.patch.com

Patch.com is a new way to find out about, and participate in, what's going on near you. Patch is a community-specific news and information platform dedicated to providing comprehensive and trusted local coverage for individual towns and communities. Patch wants to make your life better by giving you quick access to the information that's most relevant to you.

**South Coastal Bank**

279 Union Street, Rockland • 781-878-5252  
www.southcoastalbank.com  
South Coastal Bank is a full-service community bank headquartered in Rockland with branches in Quincy and Scituate. The bank offers commercial, installment, and mortgage loans; electronic and online banking services; telephone banking; consumer deposit products such as checking, savings, certificates of deposit, and IRAs; and commercial deposit products including checking, savings, money market, and sweep accounts.

**Tranquil Escape Day Spa**

832 Crescent St. Brockton, In Lambert's Plaza  
508-427-6399 • www.TranquilEscapeDaySpa.com  
Jen & Brian Bezanson are proud to be the new owners of Tranquil Escape Day Spa! Jen has worked as a massage therapist and spa hostess since the spa opened 8 years ago. Tranquil Escape is Brockton's premiere full service spa. We offer the highest quality massage, facials, full waxing services, body treatments, manicures, pedicures and more. Come in and take a tour, you won't believe your eyes!

**McLaughlin Chevrolet, Inc.**

Celebrating 90 years next year!

741 Temple Street, Whitman • 781-447-4401  
www.mclaughlinchevy.com

Since 1922, the McLaughlin Family has owned and operated the Chevrolet Dealership in Whitman at Rt. 27. The dealership has consistently achieved the highest customer satisfaction ratings from Consumers as well as Chevrolet. We feel giving back to the local community is an integral part of our success. We are committed to demonstrating integrity, professionalism and mirroring the expectations of our customers.

**Billboard Connection**

Randolph • 877-600-1684  
www.GO-BIG-Ads.com  
Billboard Connection is an advertising agency specializing in all types of out-of-home media. We provide full service & support in strategic planning, buying and execution of local, regional & national out-of-home media campaigns. From small, one-door retailers to fortune 500 companies and advertising agencies, no business is too large or small to take advantage of our services. www.go-big-ads.com.

**McCall Ambulance**

508-583-7772  
PO Box 6333, Brockton • 508-583-7772  
Email Matt at: Matt.Pilczak@gmail.com  
McCall Ambulance was founded 3 years ago by Brockton resident Steve McCall. Headquartered in Dorchester, McCall Ambulance has additional stations in Quincy and Brockton. We offer all forms of medical transportation including Advanced Life Support ambulance, Basic Life Support ambulance and wheelchair car in all three of our service areas. We are always looking for new ways to improve the quality of life in our communities.

**BUSINESS EVENTS Planner****February 9****Business After Hours**

5:30 pm - 7:30 pm  
St. Joseph Manor  
215 Thatcher Street, Brockton

Enjoy networking at a Chamber member business. Refreshments will be served. Do not forget your business cards! (See page 2).

Cost: \$5 members, \$15 future-members  
Please RSVP at 508.586.0500 ext. 231

**February 11****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. (See page 2).

Cost: \$5 members, \$15 future-members  
Please RSVP at 508.586.0500 ext. 225

**February 16****Good Morning Metro South**

7:30 am - 9:00 am  
The Shaw's Center  
1 Feinberg Way, Brockton

The breakfast program features informative speakers in a talk show style format and also allows for networking opportunities. (See page 1).

Cost: \$20 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