



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.



Denise Moreira, page 5



Joe Kameese, page 10



Claudia and Dave Denelle, page 11

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Action report

U.S. Commits \$200 Million Dollars to Cape Verde

American Businesses Encouraged to Bid on Projects

Cape Verde, a democratic country comprised of ten islands located off the west coast of northern Africa is home to a half million people and is considered among the strongest democracies in Africa (Annual GDP growth of over 5% since 2005). It is estimated another half million Cape Verdeans live in the Americas with the largest concentration located in the city of Brockton and the Metro South region of Massachusetts.

This is reason for both the U.S. Ambassador and the Cape Verdean Consul General to reach out to the Metro South Chamber of Commerce and elected officials within Brockton. "In March of last year, we received a call from the Cape Verdean Consul General in Boston requesting a meeting between the Metro South Chamber and the Cape Verdean Investment Corporation. The Chamber's Board



Pedro Pires (middle) Past President of Cape Verde, Adelia Pires and Christopher Cooney, Chamber President & CEO (right)



Praia City Hall, Santiago, Cape Verde

received a briefing in May which in turn generated additional interest." said Chamber President and CEO Christopher Cooney.

Over the summer, Brockton City Councilor, Jass Stuart visited Cape Verde and upon his return invit-

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Health Care Cooperative To Provide Lower Health Insurance Costs



Derek Haas (right), Founder & CEO of Affordable Futures presents information on the Health Care Cooperative at a recent Board Meeting

On January 1, 2012, the Massachusetts Association of Chamber of Commerce Executives (MACCE) was certified as one of the first small business health insurance Group Purchasing Cooperatives in the state. The Cooperative will help lower health insurance costs for small businesses through a combination of its buying power and the programs it is putting in place to make its members healthier and to promote the use of lower cost settings of care. The Cooperative is not a health insurance issuer, but instead allows its members to receive a discount on the health insurance they purchase from the insurance carriers that contract with the Cooperative. The Cooperative plans on offering insurance coverage in the late spring or early summer of 2012. The Metro South Chamber of Commerce looks forward to offering lower health insurance costs and continuing to provide Members with greater benefits. For more information, contact Christopher Cooney at 508.586.0500 x 223.

Phantom Gourmet at Breakfast

Wednesday, February 15, 2012

Join us at Good Morning Metro South Breakfast on **February 15, 2012 from 7:30am-9:00am** at the **Martin Institute** on the **Stonehill College** campus. The featured speakers are Dave Andelman, President/CEO of the Phantom Gourmet and Dr. Susan Windham Bannister, President & CEO of the Massachusetts Life Sciences Center.

Sponsored by:



Dave Andelman

Dave Andelman was born in Boston and grew up in Lynnfield, MA. He's both an attorney and an M.B.A. In the same year that he began graduate school, Dave started **Phantom Gourmet, Inc.** The show is now on myTV38, WBZA, and 96.9FM in Boston, and CW28 in

Providence. The company produces several major events each year, including the BBQ Beach Party. He recently created the Restaurant and Business Alliance, a trade association employing a full-time lobbyist to pass laws that will encourage hiring and investment, and stop laws that would do the opposite.

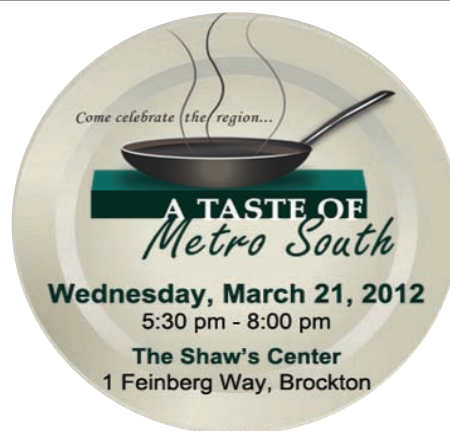


Dr. Susan Windham-Bannister

Dr. Susan Windham-Bannister is the first President and CEO of the **Massachusetts Life Sciences Center**, a quasi-public organization charged with administering the 10-year \$1 billion life sciences initiative enacted by

Continued on page 9

Taste of Metro South



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 events.metroouthchamber.com

Tickets: \$35. Must be purchased in advance. All attendees will be entered to win a Boston MassPass Coupon Book.

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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 metrosouthchamber.com/reportlist.html for a list of all archived newsletters. Sign up for the Chamber e-update on the Chamber homepage at metrosouthchamber.com to keep up to date with Chamber news and events on a weekly basis.

Day & Night Market Opens in Brockton



Ribbon Cutting Ceremony

Sunday, February 12, 2012

12:00 pm

Day & Night Market

96 North Main Street, Brockton

Join the Metro South Chamber of Commerce in welcoming the newest Brockton business to the community with a ribbon cutting ceremony on Sunday, February 12, 12:00 pm at Day & Night Market located at 96 North Main Street, Brockton, in the former Old Country Garden building. At the reception, there will be refreshments, fresh produce for purchase, networking, and entertainment, including music and traditional Chinese lion dancing. For more information, contact Tom Chung at 617.438.4234.

Day & Night Market is dedicated to providing excellent value with a wide variety of quality products combined with exceptional customer service. Offering fresh fruits, vegetables, milk, grocery items and other essential daily need products at the lowest prices in town. Meat department with food court serving fresh food made daily opening soon.



GOVERNMENT Affairs

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

Friday, February 10, 2012

Join us on February 10, at 12:00 pm at the Chamber for our monthly Government Affairs Meeting. The guest speaker will be **State Representative Daniel K. Webster**.

Representative Webster was elected to the Massachusetts House of Representatives in 2002 representing the 6th Plymouth District (Duxbury, Halifax, Hanson, and Pembroke). Webster currently serves on the Joint Committee on Election Laws, Joint Committee on Ways and Means, House Committee on Ethics, and House Committee on Ways and Means.

Prior to serving as State Representative, Webster served as a Selectman for the town of Hanson and was elected Chairman in 1999 where he served until 2002. He was appointed to the Board of Trustees at Massasoit Community College by former Governor Paul Cellucci. He has also been a longtime member of the



Daniel K. Webster

Sponsored by:
Plymouth County GOP. Additionally, he has been a member of the Massachusetts Bar Association, the Plymouth County Bar Association, the Plymouth District Bar, the Hanson Lions Club, and the South Shore Chamber of Commerce.

Representative Webster is currently a partner in the Law Firm of Webster & Webster. His practice has expanded to include various types of civil and criminal litigation. Although he is primarily a trial attorney, his practice does include real estate and corporate matters.

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

MA Taxpayers Foundation Speaks to Chamber



Michael Widmer, President of the Massachusetts Taxpayers Foundation, recently spoke at a Government Affairs Luncheon about state and local fiscal, tax, and economic policies. For more information, call 508.586.0500 x 225. Pictured: State Representative Michael Brady, Government Affairs Chair Sue Joss, Michael Widmer, President of the Massachusetts Taxpayers Foundation and City Councilor Jass Stewart.

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:

SCORE- Counselors to America's Small Business, **MSBDC**- Mass Small Businesses Development Centers, **BIC's**- Business Resource Centers, **SBA Guaranty Loan Programs**: 7(a), Micro Loans, Patriot & SBA Express, Loans & 504-Project Loan Development, **Government Contracting Opportunities**: 8(a) business Development, HUBZones (Historically Underutilized Business Zones), Small Disadvantaged Business, and Surety Bonding (when applicable - 2 yrs in-business experience required), **Disaster Assistance**.

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 15 and March 21, 2012**. Contact CareerWorks at 508.513.3400 for further workshop information.

Business Start-Up: Basic Concepts

Thursday, February 9, 2012, 8:00 am - 10:00 am



This workshop focuses on initial startup business concepts and provides guidance in:

- How to research your idea
- Define your market
- Define your competition &
- Forms of business ownership

The workshop will also briefly review the various forms of business ownership and the benefits of each.

At the conclusion of the workshop you will be able to identify your target markets, describe your products and services, and begin to collect competitive information.

You will have an initial feasibility plan to determine if your concept is viable or not. Bring your ideas and

any information you have collected for your startup business to this workshop.

Join us on **February 9 from 8am-10am** at the **Metro South Chamber of Commerce, 60 School Street, Brockton**.

The workshop leader is John Rogozenski, a SCORE volunteer and business mentor. SCORE provides free counseling sessions on at the Chamber offices weekdays.

This workshop is free to attend, but registration is required. To register, contact Lisa Keene at 508.586.0500 x 225, email lkeene@metroouthchamber.com or register at events.metroouthchamber.com.

Buying a Franchise, Is It For You?

Thursday, March 15, 2012, 8:00 am - 10:00 am

The Metro South Chamber of Commerce is happy to announce the upcoming workshop, **Buying a Franchise, Is It For You?** This workshop will be held at the Chamber, 60 School Street, Brockton, on March 15, 2012 from 8-10 am.

Business franchising offers many opportunities; this form of ownership has helped many entrepreneurs get started in business and succeed. A well-known brand name, a clear business model to follow and mentors on hand to give advice may be that franchising is an ideal solution for you.

Learn from our franchising industry expert Mr. John Rogozenski, a Business Counselor from SCORE who has helped hundreds of individuals in evaluating the franchise industry. He has been associated with the franchise



industry for more than 35 years and has worked for national retail concepts including Dunkin Donuts and Baskin-Robbins. He was personally responsible for developing over 300 new facilities and was a senior development executive for many years.

The content is designed to provide you with what you need to know about deciding if franchising is the right vehicle for you, selecting a brand, financing and the due diligence process. The instructor brings years of experience in all aspects of the franchising industry. Attendees are encouraged to bring their specific questions to the workshop.

This workshop is free to attend. Reserve your space today by calling 508.586.0500 x 225 or emailing lkeene@metroouthchamber.com.

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/
Interim Membership Services x 227

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

Robert Kenworthy - Bank of America

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 Vlaco -
Brophy & Philips Company, Inc.

Dr. Charles Wall -
Massasoit Community College

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Newsletter Designed by
Alison van Dam

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The Chamber wishes to assure our members of our intention to provide physically challenged participants equal access to all programs. If you or your employees have special needs in this area, please let us know by calling the Chamber at 508-586-0500 at least 48 hours in advance.

Networking at Events

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

FEBRUARY Calendar

8	Ambassador Meeting	8:00 am
9	SCORE Business Start-Up Workshop	8:00 am
10	Government Affairs	12:00 pm
12	Day & Night Market Ribbon Cutting 96 North Main Street, Brockton	12:00 pm
15	Good Morning Metro South Martin Institute, Stonehill College, Easton	7:30 am
15	SBA Workshop CareerWorks, 34 School Street, Brockton	2:00 pm
20	President's Day - Chamber Closed	

Coming Up March

7	Ambassador Meeting	8:00 am
9	Government Affairs	12:00 pm
13	Executive Committee	3:00 pm
15	SCORE Franchising Workshop	8:00 am
21	SBA Workshop CareerWorks, 34 School Street, Brockton	2:00 pm
21	Taste of Metro South The Shaw's Center, 1 Feinberg Way, Brockton	5:30 pm
28	Board of Directors	12:00 pm

Save the Date

April		
4	Ambassador Meeting	8:00 am
12 or 13	Legislative Luncheon (TBD) Bridgewater State University	12:00 pm
16	Patriot's Day - Chamber Closed	
18	SBA Workshop CareerWorks, 34 School Street, Brockton	8:00 am
28	China Trip Info Session Brockton Public Library, 304 Main Street, Brockton	2:00 pm

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



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Photography by Rich Morgan
www.richmorganphotography.com

Pinheiro Joins Mechanics Cooperative Bank

Mechanics Cooperative Bank is pleased to announce the appointment of Americo Pinheiro as Vice President of Compliance and Risk Management. Pinheiro has worked for Centreville Savings Bank as Vice President of Internal Audit, Control Solutions International, as Project Manager for Internal Audit, Accume Partners as the Senior Audit Manager for Accume Partners and for Shatswell & MacLeod managing the outsourced internal audit and compliance functions for over sixty banking clients.

Children's Museum in Easton Celebrates 20 Years

Easton Community Access and local videographer Danny Corona have partnered with the Children's Museum to help raise awareness about the Museum's 20th anniversary. The video is a key piece of the Museum's 20 years, 20 reasons to give campaign in which people were interviewed about the personal impact the Museum has had in their lives. To check out the video visit the Children's Museum's website; www.childrensmuseumineaston.org. The Children's Museum 20th Anniversary Fundraiser, Never Stop Playing night, will take place on Saturday, March 10, 2012 at the Canoe Club in West Bridgewater — featuring amazing food, great dancing, a wild lip sync contest and a Fabulous Silent Auction. To donate an item to the silent auction, call Sandy at 508-230-3789.

Mayor Balzotti Receives Richard Carroll Award

The Brockton Housing Partnership recently held its annual meeting. At the meeting, Mayor Linda Balzotti was presented with the Partnership's Richard Carroll Award in recognition of her many efforts to improve the quality of life in the city. Balzotti was praised especially for her work with Neighborhood Housing Services of the South Shore (NHS) which she designated as a Community Housing Development Organization (CHODO). She also provided funding to NHS for Foreclosure counseling and selected it to participate in HOME down payment assistance. Mayor Balzotti was also recognized for her leadership work with the Brockton Redevelopment Authority, the Neighborhood Stabilization Program, and the city's Revership program to rehabilitate vacant and abandoned foreclosed properties.

Dr. Campbell Joins Orthopedic Care Specialists

Dr. Robert Campbell, a board certified orthopaedic surgeon who specializes in treatment of the spine, has joined Orthopedic Care Specialists in North Easton. Dr. Campbell, who completed a fellowship in spine surgery at Brown Alpert Medical School in Rhode Island, is also affiliated with Good Samaritan Medical Center. Following an orthopaedic trauma fellowship at Brown, he served in the U.S. Army Medical Corps between 2006 – 2010. He is a member of the American Academy of Orthopaedic Surgeons and is a member of the Massachusetts Medical Society. As an orthopaedic surgeon who specializes in care of the spine, Dr. Campbell has a special clinical interest in adult degenerative spinal disorders, minimal and less invasive spinal surgery techniques; surgical treatment of metastatic disease of the spine and orthopaedic

trauma, spinal and extremity.

BAWIB Names New Directors

Four new directors have been named to the Brockton Area Workforce Investment Board: Juliana Badaro Langille, Executive Director of Community Connections of Brockton, Anita Monteiro, Director of Associccao Caboverndiana De Brockton, Inc, Rob Sheldon, Sales Manager for ABC Specialties in Whitman, Christopher J. Sulmonte, CPA at Sulmonte & Frenier, LLP in Brockton. The group's newest board members will work with the existing board, led by Chair John D. Lloyd, Principal of Lloyd Consulting Group.

Read Retires from Mutual Bank

Samuel A. Read has retired as a director of Mutual Bank. Read, 75, served for 33 years as a member of the bank's board of directors, and also served on the board's Executive Committee. He was first elected to the Board of Directors of Security Federal Savings Bank in 1978. After serving 28 years as a director of that Brockton-based institution, he helped oversee the transition when it merged with Mutual Bank in 2006 and has continued to serve for two more terms. A retired manager with Eastern Edison, Read served with the Massachusetts Air National Guard reserve, and was activated and sent to France during the Berlin Crisis of 1961, where he worked on F86 jet fighter aircraft.

B.C. Tent Hires LaPierre

B.C. Tent & Awning, the region's leading provider of tents, awnings and accessories, has named Gene LaPierre of West Springfield, MA as the company's Director of Special Projects. In this role, he will work with B.C. Tent & Awning owner Bob Costa to help with growth and business development for the 31-year old company. LaPierre is well-known in the rental industry, having served in numerous leadership positions nationally, regionally and locally. He is currently serving as the Executive Director of the American Rental Association of Massachusetts (ARAM) and in a similar capacity in Connecticut (ARAofCT). Between the two states, he oversees organizations with more than 150 rental members.

Fuller Craft Museum Presents Mens et Manus

Fuller Craft Museum, New England's home for contemporary craft, presents Mens et Manus on display February 4, 2012 – April 29, 2012. The exhibit features complex folded paper sculptures by staff, students, faculty, and alumni of the Massachusetts Institute of Technology. Latin for "mind and hand," the MIT motto mens et manus is meant to exemplify the relationship between the work of the intellect and the work of the hand. This exhibit draws a connection between origami, a folk art with roots in the 17th century and contemporary complex mathematical inquiry. For more information on Fuller Craft exhibitions and events please visit www.fullercraft.org or call (508) 588-6000.

Bridgewater Savings Bank, SBA Preferred Lender

Bridgewater Savings Bank has been designat-

ed as an "SBA Preferred Lender." Under the Preferred Lenders Program (PLP), high-volume SBA lenders such as Bridgewater Savings Bank are delegated loan approval, closing and most servicing and liquidation authority, enabling them to make loan decisions more rapidly. The SBA generally assigns a loan number instantaneously for approved PLP loans submitted by participating lenders. To earn the PLP designation, lenders must establish a successful track record and display a thorough understanding of SBA lending policies and procedures. The SBA, under its 7(a) Loan Guaranty Program, can guarantee loans up to \$5 million. For more information about SBA, visit www.sba.gov/ma.

BKA Architects Hires

Andy Estabrooks, Mai Ha, Cristina DesLoges, and Edward Partens have joined BKA Architects located in Brockton, Massachusetts as part of the firm's effort to expand and strengthen its retail team. BKA Architects provides architectural services to retail clients throughout North America. Andy Estabrooks is a project manager tasked with overseeing multiple projects for lululemon athletic. Cristina DesLoges is part of the retail team dedicated to providing architectural services to lululemon athletic. Mai Ha is currently applying her knowledge of Revit for the coordination of construction documents for projects completed for Chipotle Mexican Grill. Edward Partens is supporting the lululemon athletic retail team.

HarborOne U® Celebrates Banner Year

HarborOne U®, one of the country's first centers devoted to financial education, life and career support services and small business assistance, today recounted a successful 2011. More than 2,000 community members benefited from the diverse number of classes offered, designed to enrich and educate members both personally and professionally. The more than 100 classes explored business oriented topics including the popular Intro to Quickbooks, Intro to WordPress, Google 101 and even Zumba! The U also celebrated its first Gallery Gala, featuring local artists and their work from throughout the year. To view photos from the event visit our Facebook page: www.facebook.com/HarborOneU.

Harbor Insurance Group New Associate

Harbor Insurance Group, LLC is proud to introduce the Newest Associate, Terrence Fife. Terry's focus will be "Voluntary Worksite Employee Benefit Programs" designed for Small to Mid-Sized Employer Groups in the New England Area. With more and more companies having to reduce benefits due to financial constraint, Voluntary Employee Benefits offer employees access to Disability, Life, Accident, Critical Care and Medical Bridge Plans on a payroll deducted, group rated basis. Terry co-founded and presently serves as President of 27 Highland Avenue, Inc., A non-profit organization whose primary purpose is to raise money to donate to local charities.

Ward Named Caregiver Advisor at OCES

Kathleen Ward, LPN has recently been

appointed as Caregiver Advisor at Old Colony Elder Services (OCES). In her new position as Caregiver Advisor in the Family Caregiver Support Program at OCES, Ms. Ward will conduct home visits with elders and their caregivers to assess caregivers' support needs. She will provide one-on-one counseling and offer guidance should any additional resources be required, thereby ensuring that caregivers are taking care of themselves as well as elders.

Bridgewater Savings Bank Hires; Dello Russo Promoted

Bridgewater Savings Bank is proud to announce the promotion of Peter Dello Russo to Executive Vice President and Chief Operating Officer and welcomes two new employees, Suzanne Catraio, Vice President and Marketing Officer, and Russell F. Dupuis, Jr, Branch and Client Relationship Officer. Peter Dello Russo brings over 30 years of financial management experience, including 12 years of dedicated service to Bridgewater Savings Bank. Most recently, Dello Russo held the position of Executive Vice President and Senior Loan and Retail Banking Officer. In his role as Chief Operating Officer, Dello Russo will oversee lending, information technology, deposit operations, security, facilities, marketing and retail banking.

Family Literacy Day at Brockton Public Library

Saturday, February 11: Brockton Public Library is sponsoring Family Literacy Day in celebration of Black History Month. Drop by from 10am to 3pm for a day filled with history and fun. With thanks to WODA (Wiping Out Drug Abuse, Inc.) our focus is on African American inventors. Indaba Theatre of New England will perform monologues based on these historical inventors from 12pm to 1pm. Come make an African Wrap Doll or paper figure with Doll E. Daze Project & Museum Inc. Historical tours of the library will be conducted including a stop at our famous Liberty Tree. Musical performances are scheduled. Light refreshments will be served. For more information and schedule of events, check our online calendar at www.brocktonpubliclibrary.org.

Brockton Symphony Orchestra Concert This Month

Sunday, February 26: 3:00 P.M., West Middle School, West Street, Brockton. Brockton Symphony presents a concert entitled "Life", a sure cure for the winter doldrums. Sixteen-year old violinist Enchi Chang will play the popular Mendelssohn concerto and the orchestra will tour Europe musically: to Czechoslovakia, with Dvorak's "In Nature's Realm", to Spain, with Chabrier's "España", to Russia with Rimsky-Korsakov's "Russian Easter Overture" and Borodin's "Polovstian Dances." Keep in mind the free family concert. NOTE CHANGE OF DATE AND VENUE from season brochure: SOUTH MIDDLE SCHOOL, 105 Keith Avenue ext. MARCH 31, 3:00 P.M. Fun music and petting zoo for instruments.



Brockton Area CAP Coordinates 1st Groundhog Day Job Shadow

On February 2nd, Groundhog Day, Students from the Brockton Area CAP (Connecting Activities Partnership) were provided with the opportunity to observe local employees from the Metro South Region in a real-life workplace setting. Student applicants were required to submit resumes and applications indicating their career interests prior to being placed. The goal of the program was to help young people identify their career interests while learning about the educational and skill requirements for the job. Additional students will be placed in job-shadow experiences throughout the school year. The Brockton Area Connecting Activities Partnership is a collaboration of the Brockton Area Workforce Investment Board and the Metro South Chamber of Commerce. The participating schools are: Brockton Public Schools, Whitman-Hanson Regional School District, Southeastern Regional School District, Stoughton Public Schools and North River Collaborative. For more information about the job shadow program or to get involved contact Kathleen Lynch, klynch@metrosouthchamber.com



Denise Moreira of Brockton (right) with Patti Plummer Wilson (left) of Brockton Day Nursery



David Mitchell of Abington with Officer Tom Viglas of Rockland Police Department



Lt. Robert Hendrigan of Brockton Fire Dept., Mario Moniz of Brockton and Capt. Robert McGrann of Brockton Fire Dept.

John Nesti Accepts New Position



John Nesti

The Metro South Chamber bids a fond farewell to John Nesti. John had been the Membership Director for 3 years. John has accepted a new position at Comcast Business Class covering Hull, Cohasset, Hingham, Weymouth, Rockland, Abington and Holbrook.

"We thank John for his exceptional service to the Metro South Chamber of Commerce and wish him luck in his future role," said Christopher Cooney, Chamber President & CEO.

Capeway Aluminum Gets New Home

Capeway Aluminum & Vinyl has moved from Crescent Street, Brockton, to its new location at 188 Court Street, Brockton.

Capeway Aluminum is a family owned business started in 1963 (pictured right: Steve Fishman). Capeway is a certified remodeling company that also holds a contractor license. Capeway takes pride in supplying, manufacturing, and installing only the best quality exterior products for your home. Services include doors, windows, screen enclosures, car ports, patio roofs, aluminum siding, awnings and more. Call 508-588-3499 or visit www.capewayaluminum.com for more information.



Cape Verde (Continued from Page 1)

ed the Chamber to host a meeting with Carla Brigham of the U.S. Ambassador's office. In October, the meeting was held with two dozen interested business and community leaders at the chamber's offices in Brockton.

In January of 2012 Chamber President and CEO Christopher Cooney visited Cape Verde with Chamber Board member Dr. Dana Mohler Faria, President of Bridgewater State University (BSU). BSU has an active partnership with the University in Praia, the largest city in Cape Verde (pop. 125,000). While in Cape Verde, Mohler Faria and Cooney met with the U.S. Ambassador, Adrienne O'Neal, Prime Minister Jose Maria Neves, Cape Verdean Investment Officials, Cape Verde Chamber of Commerce President, the Mayor of Praia Ulisses Silva, Santiago Rotary Club President and other leaders of the Cape Verdean business and community leadership.

Upon Cooney's return from Cape Verde, the Chamber coordinated a meeting with Praia Mayor Ulisses Silva and Cape Verdean Parliament member Candido Rodrigues. Attending the meeting was Harbor One President James Blake and BSU Vice-President Fred Clark Jr. Following the meeting, Leo MacNeil of Harbor One toured Silva and Rodrigues around the Multi-Cultural Center in Brockton.

Businesses interested in participating in a return mission to Cape Verde in April should contact Chamber President Chris Cooney. Renewable energy, waste-



Delegation in the Capital City of Praia



Praia Mayor Ulisses Silva, Candido Rodrigues, Member of Parliament and Christopher Cooney, Chamber President & CEO during meeting at HarborOne Multicultural Center

water treatment, solid waste management, construction, financial services, technology, paper products and health-care industry sectors are among the top industry sectors sought for participation. "With a stable Cape Verde government offering significant incentives, U.S. government investment of millions of dollars, low per capita wages (\$3,400. a year) and consistent growth in GDP, it's a market that could make sense for many area businesses," said Chris Cooney, CEO.

Flights from Boston to Cape Verde leave every Tuesday and Friday and arrive at the newly opened Mandela International Airport on the Island of Santiago close to the U.S. Embassy in the city of Praia.

Visit Netherlands, Belgium & Paris

Featuring the Floriade World Horticultural Expo, held only once every ten years



The Metro South Chamber is offering an exclusive trip to Netherlands, Belgium and Paris, featuring historic Bruges and Floriade 2012. On this special tour you will enjoy immersion in the culture of the Benelux region. Cruise the canals of Amsterdam by candlelight, stroll through the colorful displays of Keukenhof Gardens, explore historic Bruges and stroll the boulevards of Paris, France. This trip is any horticulturists fantasy as you will visit the world famous Floriade exhibition, held just once every 10 years. See flora from around the world as well as more than 300 cultural and green tech presentations across the 165 acre park in Venlo Netherlands. Also on display are living cultural exhibitions representing more than 30 countries from around the world. You will also visit Giverny in France, the place that gives life to Monet's Water Lilies, the cathedral of Notre Dame and enjoy dinner in the Eiffel Tower. Dates open now-September, starting at just \$2,399. Price includes airfare, transportation to Logan, accommodations, tour guides, most meals, attractions and more. Contact Alison van Dam, 508.586.0500 x 222, avandam@metrosouthchamber.com for more information and pricing.

A Taste of Metro South Sizzling Up

Calling All Restaurants - Gain Patrons & Exposure

WEDNESDAY, MARCH 21, 2012



Come celebrate the region...

A TASTE OF Metro South

Wednesday, March 21, 2012
5:30 pm - 8:00 pm

The Shaw's Center
1 Feinberg Way, Brockton

Tickets available at events.metroouthchamber.com

Tickets are \$35 and must be purchased in advance.
Call 508.586.0500 x 231 for tickets and more information

**Attend for your chance to win a free Boston MassPass Book*

Bring your appetites on March 21, 2012, 5:30 pm - 8:00 pm at the Shaw's Center in Brockton for the 20th Annual Taste of Metro South event. This highly anticipated event features an all you can eat sampling of over 50 diverse restaurants, cultural and community organizations, live entertainment, raffle prizes and more! In addition, some attendees will receive a Boston Masspass Coupon Book worth thousands of dollars in coupon savings.

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. Come celebrate the Metro South Region.

Entertainment acts to include the Brockton High School Jazz Band, Brockton Symphony Orchestra, Rob Peters Entertainment and more TBD.

Tickets are available by contacting Kimberly Prosper at 508.586.0500 x 231, kprosper@metroouthchamber.com, or by visiting the Metro South Chamber

office, 60 School Street, Brockton, on Monday-Friday, 9am-5pm. You may also purchase tickets online at events.metroouthchamber.com. Visit metroouthchamber.com/taste.html or facebook.com/atasteofmetrosouth for an updated list of participating restaurants and entertainment, and for more information.

CALLING ALL RESTAURANTS:

Area restaurants 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@metroouthchamber.com



October 17 - 25, 2012

Only \$2,199*

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.

* 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@metroouthchamber.com

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.

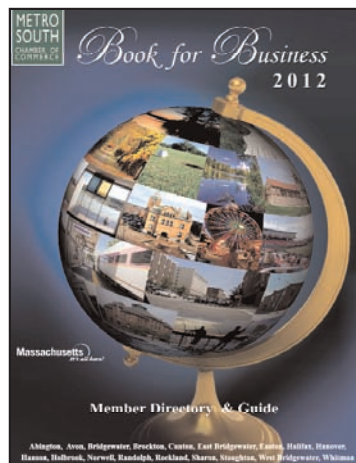
FREE INFO SESSION

Saturday, April 28, 2012, 2:00 pm

The Brockton Public Library, 304 Main Street, Brockton

Attend this free info session run by Alison van Dam, past traveler and Director of Marketing & Communications at the Chamber.

Book For Business Arriving Soon



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 **2012 Metro South Book for Business**. The book features area dining, lodging, public

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"EVERY BLOOMING THING"

Explore the Amalfi Coast

Oct. 30 - Nov. 7, 2012



It is little wonder that this country is one of the world's best loved destinations and that two-thirds of the world's historical artistic heritage is in Italy. 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. In addition, visit Pompeii, an authentic Mozzarella Cheese factory, Villa San Michele, Capri and the ruins of Paestrum.

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@metroouthchamber.com. Download the itinerary at metroouthchamber.com/pdf/amalfiitin.pdf. Deposit Due April 1, 2012.



Chance of a Lifetime: Visit Cuba This Spring



Last Chance - Deposit Due February 14, 2012

Travel to Cuba with the Metro South Chamber, May 3- 11, 2012. Highlights include: Old Havana, Cathedral de la Havana, Museo Dine Arts, Pinar Del Rio Vinales, Prehistoric Painted Caves, Cienfuegos, Jagua Castle, Trinidad, Sugar Mill Valley, Partagas Cigar Factory and more. Immerse yourself in the rich Cuban culture as you visit the La Merketa de Havana, Las Terrazas Cooperative Village, learn Salsa Dancing, visit the Traditional Pottery Studio, the Bay of Pigs Museum, Santeria Religious Center, Cuban Literacy Museum and Cuban School/Day care.

\$3,399 includes 4 and 5 star accommodations in Miami, Havana and Trinidad, round trip airfare from Miami, taxes, travel visa, health insurance, 19 meals, attraction admissions, professional English speaking tour guide, transfers and deluxe motorcoach transportation.

For more information, contact Alison van Dam at 508.586.0500 x 222, email avandam@metroouthchamber.com, or download the informational packet and itinerary at metroouthchamber.com/pdf/cuba.pdf. \$500 deposit due February 14. Additional Dates are available, call for availability.

Chamber Explorations has been issued a specific license by The Department of the Treasury, Office of Foreign assets Control (OFAC), which authorizes registered guests of our programs to visit Cuba legally. There are no applications to complete.

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Mayor Speaks at Breakfast

Sponsored By:



DJ service by Rob Peters Entertainment. Photography by Rich Morgan



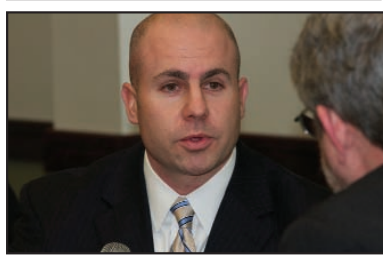
Brockton Mayor Linda Balzotti is interviewed by Charlie Hickey of CareerWorks



Jonah Wein of Crescent Credit Union, Sponsor, is interviewed by Charlie Hickey of CareerWorks



Angela Knight and Tamarah Bacon of SEED Corp discuss loans available to Brockton businesses (see page 11)



Michael Ianetta of Comcast is interviewed by Charlie Hickey of CareerWorks.



Attendees of the Good Morning Metro South meeting enjoy food provided by the Shaw's Center in Brockton



Dennis Carman, United Way of Greater Plymouth County and Dr. Matthew Malone, Superintendent of Brockton Public Schools

Workers May Qualify for EITC, Up to \$7,770

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 \$7,770 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 now through April 9 with

the exception of February 20 and **Self Help's Healthy Housing and Community Resource Center**, 142 Crescent Street, Saturdays from 8 am to 3 pm, Tuesdays 9 am- 12pm and 4 pm-7 pm, and Thursdays 4 pm-7 pm. You can also call 508-591-5479 for more information or to set up an appointment.

Who Is Eligible?

Earned Income Credit Income Limits Tax year 2011

# of children	Single	Married	Receive
none	\$13,660	\$18,740	\$464
one	\$36,052	\$41,132	\$3,094
two	\$40,094	\$46,044	\$5,112
three +	\$43,998	\$49,078	\$5,751

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 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 2012 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 develop-

ment of their business, their demonstration of growth, and a reflection on internal and external social responsibility.

Nominations are due by April 1, 2012. 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 16th, 2012** and will receive an engraved plaque and publicity.



Left: Richard Rosen, Entrepreneur of the Year, 2011
Right: Al Ata, Elie Baking Corp, 2011 Small Business of the Year



Prior Small Business of the Year Recipients

- 2010 Prisco's Market
- 2009 MCG Partners
- 2008 Heights Crossing
- 2007 Westgate Lanes
- 2006 Cindy's Kitchen
- 2005 Northeast Wholesale Nail & Fastener Supply Co.
- 2004 Duplitron, Inc.
- 2003 Modern Auto Body
- 2002 United Furniture, Inc.
- 2001 Robert Sharkansky & Company, CPA

Prior Entrepreneur of the Year Recipients

- 2010 Patricia Winberg, Topnotch Design Studio
- 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 Recognizes Women

Thursday, June 14, 2012, Call for Nominations

On Thursday, June 14, 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.

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.

Prior ATHENA Recipients

- 2011 Elaine Reiser, Brockton Area Multi-Services
- 2010 Anne DeMinico, St. Joseph Manor
- 2009 Sue Joss, Brockton Neighborhood Health Center
- 2008 Vanessa Tierny, Brockton Area Multi-Services
- 2007 Susan Szachowicz, Brockton High Principal
- 2006 Loretta Degrazia, East Coast Petroleum
- 2005 Marianne Wroble Cox, WXBR 1460am Radio
- 2004 Shailah Stewart, Brockton Public Schools
- 2003 Linda Faria Braun, The Adult Learning Center
- 2002 Christine Karavites, Proteas Consulting
- 2001 Barbara Duffy, My Turn, Inc.
- 2000 Noelle Foye, Brockton Elementary School Nurse
- 1999 Janice Cunningham, East Bridgewater Police

Metro South Partnership Recognizes Student Friendly Employers

The Brockton Area Connecting Activities Partnership is a collaboration of the Brockton Area Workforce Investment Board and the Metro South Chamber of Commerce. Connecting Activities is a unique program where area employers provide youth with a meaningful worksite learning experience that builds academic, technical, and workplace skills. Internships assist students in making more informed decisions about the education they need to be successful in a variety of career paths, including college, technical training, apprenticeships, and more. The Brockton Area Connecting Activities partnership recognizes over 100 Metro South Region Employers who provided internship opportunities to high school students during the 2010-2011 Academic Year with special gratitude for their commitment to the region's youth and the future workforce.

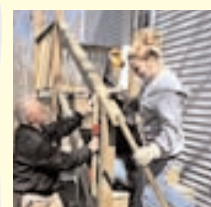
Metro South Connecting Activities Partnership Employer Honor Roll



Andrade Associates Real Estate
Apolos Imports Exports Inc.
Artists for Humanity
B.N. Yanow Inc.
Baypointe Rehabilitation & Skilled Care Center
Belle Epoque
Bernardi Honda
Blue Hills Alzheimer's Care Center
Bob's Stores
Boys and Girls Club of Brockton
Brockton Adult Day Health Center
Brockton Area Workforce Investment Board
Brockton City Hall
Brockton Day Nursery
Brockton High School
Brockton Housing Authority
Brockton Public Library
Brockton Public Schools
Brockton Rox
Brockton Visiting Nurses Association
Burrito Wraps
C Thru Glass
CareerWorks
Catholic Charities Brockton
Cavalry Cemetery
Cedar Hill GC
Charity Guild
Charlestown Lacrosse & Learning Center
Chipotle
Christian Dominion
City Gas and Service
City of Brockton
Community Bank
Conley Elementary School
Crescent Credit Union
Crown Automotive
CRT Recycling
Cruise Planners
Cutting Edge Promotions

Department of Mental Health
DeSantis
Designs by Danielle
Dr. Seth Roth Office
Dunkin Donuts
Duval Elementary School
Emmanuel House
Father Bills & Main Spring
Ferry Automotive Inc.
Firestone Complete Auto Care
Greater Youth Resource Services Inc.
Hamid's Academy
Hanna Fords
HannaFord
Hanson Middle School
Hanson Police Department
HarborOne Credit Union
Head Start
InStyle
J&R Unisex Salon
Jack n Jill ChildCare of Whitman
John Russell Studio
Kiddie Haven
Labelle Day School
Lamberts Rainbow Fruit
Lids
Little Butterflies Family Daycare
Longhorn Steak House
Lutheran Community Services
M&M Seafood
Main St. Variety
Manning Pool
Martins and Associates Real Estate
Metro South Chamber of Commerce
Montilio's Baking Company
Mount Moriah Baptist Church
Mount Morriah Baptist Church
Neighborhood Health
New England Sinai Hospital
New England Wildlife Center
New Heights Real Estate

Ninety Nine Restaurant
Norwood Hospital
Old Colony YMCA
On Deck Sports
Obesity Prevention Center for Children and Youth
Ortho- Sport & Physical Therapy
Pattavina Networks
Roots Hair Studio
Salvation Army
Self Help Inc.
Signature Healthcare
Sims and Sims LLP
South Bay Mental Health
South Eastern Technical Institute
South Shore Boxing
South Shore Hospital
Stop & Shop
Stoughton Cable
Stoughton Media Access
Stoughton Police Department
Stoughton Public Library
Stoughton Recreation Department
Stoughton Public Schools
Sullivan Tire
Tech Medix
The Arbors at Stoughton
The Cape Verdean Association of Brockton, Inc.
The Guardian Center
The Hair Solution
TJ. Maxx -Stoughton
Training Resources of America
VA Boston Healthcare System
Vicente's Tropical Grocery
Visions Forever Photo & Video
Whitman Fire Rescue & Emergency Services
Whitman Middle School
Whitman-Hanson Regional High School
Whale & Dolphin Conservation Society
Yes We Can Realty
YouthBuild



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, or visit www.metroouthchamber.com/ca.html.

Brockton Revisited Release & Reception

James Benson, past president of the Brockton Historical Society, lifelong resident of the Brockton area, and local historian, has written a book published by Arcadia Publishing titled "Brockton Revisited". In the book, he captures scenes from the city's past by drawing on vintage images from private, public and institutional resources. Included in the book are Rocky Marciano, as well as the history of the shoe industry with such industry barons as George E. Keith and William L. Douglas. The book, using many photographs by Stanley Baumen tells the story of Brockton in the 1950's and 1960's. Now available on amazon.com.



recognition of John W. Learnard of the Historical Society and a book signing with author James E. Benson and Mayor Linda M. Balzotti followed by a reception. Admission: \$5 donation to the Brockton Historical Society. Books will be available for \$22 to benefit the Society. Call James Benson at 508.586.9021 for more information.

February 12 Event:

Join the Brockton Historical Society in celebrating our history with the release of Brockton Revisited on Sunday, February 12, 2-4pm at the First Lutheran Church, 900 Main Street, Brockton. Program includes a narrated Brockton history slide show, special

Phantom Gourmet at Meeting, Continued From Page 1

the Massachusetts Legislature in June 2008. The Life Sciences Center is the hub for all sectors of the state's life sciences community – biotechnology, pharmaceuticals, medical devices, medical diagnostics and bioinformatics. The Center's portfolio of investments is promoting economic development, catalyzing innovation, strengthening Massachusetts' global leadership position in the life sciences, and accelerating the commercialization of promising treatments, therapies and cures. Under Dr. Windham-Bannister's leadership, in just three years the Center has invested \$218 million, leveraged another \$700 million in matching investment capital, and created over 7,000 new life sciences jobs in the Commonwealth. Dr. Windham-Bannister was recently named one of the 50 most powerful women by Boston Magazine.

This event is being sponsored by the Stonehill College Martin Institute. The Martin Institute seeks to prepare the stu-

dents of Stonehill College for leadership as active citizens in service to an improved human community. The Institute challenges students to explore the vital issues of public policy and social issues.

Also speaking will be Dan Gallagher, CEO of OpenCape Corporation. OpenCape Corporation offers regional broadband opportunities for Cape Cod and Southeastern MA. The core fiber optic backbone is in Cape Cod with major regional network connection centers in Brockton and Providence.

Sound at the meeting provided by Rob Peters Entertainment. Photography by Rich Morgan Photography.

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.

RENEWING Members Thank You !

Advantage Petroleum
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BKA Architects, Inc.
Bob's Ski-Doo, Inc.
Boston Business Journal
Boyo Communications
Brockton Community Access (BCA)
Brockton Visiting Nurse Association
Capstone Communities
Douglas A. King Builders, Inc.
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Independence Associates, Inc.
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Mia Regazza Ltd
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Leahy Title, Peter & Elaine Leahy
Pierce Refrigeration, Inc.
Plymouth & Brockton Street Railway Co.
Special Olympics MA
Storage Pros Self Storage
Sullivan and Cogliano Training Centers, Inc.
United Way of Greater
Plymouth County, Inc.
Viking Sheet Metal, Inc.
Westgate Lanes and Pub
Willwork Inc., Exhibit Services
W. B. Mason Company, Inc.

AMBASSADOR of the Quarter

What is your business?

American Bookkeeping Solutions is a Part Time CFO and Small Business Bookkeeping service. We provide service to small to mid size business in the South Shore and Cape region. We also provide individual family CFO Service providing budget set up and bill paying.



Joe Kameese,
American Bookkeeping Solutions

How long have you been in this business?

Our firm has been in business since February 1973.

Please list your past experience and educational background.

I worked for fourteen years in the Corp. World in various positions from Senior Accountant to CFO. While employed in the Corp. World I started to build my company from my kitchen table to now a full and professional office. Received my education from Massasoit Community College where I received my Associates in Business. Transferred from there to Stonehill College where I received my

The Ambassador of the Quarter program highlights and rewards Ambassadors who go above and beyond in their duties as a member of the Ambassador Team. Each Quarter, an outstanding Ambassador will be featured in the Action Report newsletter.

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 February 8 and March 7, 2012 from 8:00 - 9:00 am at the Metro South Chamber of Commerce, 60 School Street, Brockton. For more information, call Kathleen Lynch at 508.586.0500 x 227.

B.S.B.A. I have continued my studies by taking and attending many courses in my field of study.

How long have you belonged to the Chamber? When did you become an Ambassador?

I have been a member of the Chamber for over six years. I became an ambassador at the same time I joined the Chamber. In my position as an ambassador

it has given me the opportunity to meet many people that I can help or can help me in my business.

How does your Chamber membership work for you?

It has worked excellent by providing me with everything I would possibly expect from an organization like the Chamber.

What additional organizations do you belong to? I am also an active member of the networking group called B.A.N.G. (Brockton Area Network Group).

WELCOME New Members

Making an Investment in Our Community

Advantage Petroleum

Mr. Arthur Dauwer
415 West St. P.O. Box 400
West Bridgewater, MA 02379-0400
508-583-2880
Fuel

BayState Ford

Mr. Kevin Soares
1776 Washington Street
Stoughton, MA 02072
781-344-3500
www.baystateford.com
Auto Sales & Service

Bob's Ski-Doo, Inc.

Mr. Robert Holmberg, Jr.
198 Washington Street
North Easton, MA 02356-1199
508-238-3200
www.bobskidoo.com
Recreation

Capeway Paints

Mr. Robert Harrigan
47 Oak Street Extension
Brockton, MA 02301
508-584-2327
www.capewaypaints.com
Paint/Wallpaper

CS Consulting Services

Ms. Cheryl Showstack
134 Elm Street
East Bridgewater, MA 02333
508-254-5795
Consultant (Fund Development, Grant Writing, Project & Event Planning)

Four Deep Sports Talk

Mr. Dominic Damiano
23 Mary Lane
Bridgewater, MA 02324
866-692-3759
www.fourdeepsportstalk.com
Advertising

Geek Girl

Ms. Leslie Fishlock
645 Main Street
Hyannis, MA 02601
774-269-9222
www.geekgirlcamp.com
*Business Consulting Services
Training Consultants*

Hilliard's House of Candy, Inc.

Mr. Charles C. McCarthy
316 Main Street
North Easton, MA 02356-1107
508-238-6231
www.hilliardscandy.com
*Candy
Ice Cream*

IHOP

Mr. Hugo Buenaventura
540 Westgate Drive
Brockton, MA 02301
508-521-6050
www.ihop.com
Restaurants

Jim Rober Photography

Mr. Jim Rober
111 Magoun Avenue
Brockton, MA 02301
508-944-1285
www.jimroberphotography.com
Photography

LGD Financial Service

Mr. Tony Lao
66 Rangely Avenue
Brockton, MA 02301
508-587-5098
Financial Services

Revolutions Salon

Ms. Melissa Herry
494 West Street
East Bridgewater, MA 02333
508-962-8695
www.revolutionsalon.com
Beauty Salons/Supplies

Storage Pros of Avon

Ms. Hollie Moslet
100 Ladge Drive
Avon, MA 02322
508-586-0007
www.TheStoragePros.com
Storage

Storage Pros of East Bridgewater

Ms. Joanne Cardone
503 North Bedford Street
East Bridgewater, MA 02333
508-378-8800
www.TheStoragePros.com
Storage

Storage Pros of Holbrook

Mr. Russ Souza
692 South Franklin Street
Holbrook, MA 02343
781-767-6288
TheStoragePros.com
Storage

The Stork's Helper

Ms. Elle Montauban
PO Box 4793
Brockton, MA 02303-4793
508-638-0864
www.thestorkshelpers.com
Child Care

MEMBERProfile



Claudia and Dave Denelle,
That's Tasty Catering

Claudia Denelle
28 Bigney Ave
Brockton, MA 02301
Telephone: 617-899-0376
website: www.thatstasty.net
email: claudia@thatstasty.net

What is unique or special about your company?

That's Tasty! sets itself apart from the others by using only quality food products and utilizing local farms and food distributors. We cook everything from scratch and take great pride in providing not only top quality food, but bites that actually bring pleasure to those we serve. Passion and pride in cooking abilities and a genuine joy of life allows cook, Claudia Denelle, and her husband, Dave Denelle to give their clients restaurant quality meals assuring an elegant function. Foods offered are cooked from scratch and served fresh to optimize your dining experience.

What is your market area?

We serve and deliver our food to the Greater Brockton area but have also served clients as far away as Providence, RI and the Cape.

Avon Business Group Votes for Chamber Affiliation

The Avon Industrial Park Association (AIPA) recently voted to approve an affiliation agreement with the Metro South Chamber of Commerce. The agreement commits the organizations to work together for the benefit of their respective members and the Metro South Region. Topics of mutual concern include wastewater services, commercial tax rates, and other items that contribute

What market do you serve?

We provide full catering services to private parties as well as corporate events. We serve romantic dinners for two up to elegant affairs of up to 150 guests. Each case is customized to suit the individual needs and desires of our clients.

What is your main business objective concerning your clients and the business community?

Our main goal is to provide to an event to remember to all our clients! Most social events center around food. It is very important to us that our clients and their guests enjoy themselves to the fullest and we believe that begins with delicious food coupled with a lovely ambiance.

As for the business community, we have always believed that supporting the community in which one does business is as important to a company as their good reputation for quality services and products.

Each month a member is drawn randomly from attendees of the Good Morning Metro South Breakfast Program to be highlighted in the Action Report Newsletter.

to creating a more competitive business environment. Avon is the most recent business organization to create an affiliation with the Metro South Chamber of Commerce. Bridgewater, East Bridgewater, Norwell and Stoughton have all recently signed agreements. The next meeting of the affiliates will be held at the Chamber on February 24 at 11:30. Please email lkeene@metroouthchamber.com.

MAY IS MEMBERSHIP MONTH

In anticipation of membership month in May, the Chamber is now offering special incentives for joining: Receive a profile on the backpage of the Action Report, 2 free listings in the 2013 Book for Business, a 2012 Book for Business, listing on the Chamber website, free set of mailing labels, admittance to your first two Business After Hours, free workshops, advertising opportunities and more. For more information on joining the Chamber, contact Kathleen Lynch, 508.586.0500 x 227, klynch@metroouthchamber.com.

Loans Available for Brockton Businesses

The South Eastern Economic Development (SEED) Corporation secured an additional \$1



million grant in 2010 and needs to deploy funds to assist small businesses in the City of Brockton, and the region.

Altogether, SEED has over \$5 million in capital for loans up to \$200,000, which can be used for working capital, inventory, machinery and equipment, furniture and fixtures and refinancing business credit card debt with high interest rates. SEED also has access to another \$5 million from the U.S. Small Business Administration (SBA) for micro loans up to \$50,000.

In the past, SEED has partnered with the Brockton 21st Century Corporation, the Metro South Chamber of Commerce, and the Old Colony Planning Council to establish a Revolving Loan Fund for Brockton businesses with funding from the U.S. Economic Development Administration.

So far SEED has made the following loans to small businesses in Brockton: Adaptive Prosthetic & Orthotic Tech., Belle Epoque Foods, LLC, Corney Law Office, ENT Specialists, Inc., JM Pet Resort, Joe Angelo's Café, M&M Seafood, Inc., McGrath Insurance & Financial Services, New England Bailing Wire, Inc., Precision Textile Color, Inc., Starr Psychiatric Center,

Stephen W. Sutton, P.C., and Stop N Gas.

Micro loans up to \$50,000 are available for

existing and start-up small businesses including home based businesses. Loan funds can be used for: working capital, inventory, machinery and equipment, furniture and fixtures and refinancing business credit card debt with high interest rates. The term on the loans is up to six years and the current rate is 6 percent fixed.

SEED can also lend up to \$200,000 for working capital, equipment, furniture and fixtures, and real estate. The term on the loans is up to 10 years with longer repayment periods, if necessary. Interest rates range from 5 percent to 6 percent fixed depending on whether there is bank participation.

Under the SBA 504 Program, SEED can provide up to 40 percent of the financing needed in participation with a bank for the purchase of buildings and equipment. SEED's portion can range from \$80,000 to \$5 million for most small businesses, and \$5.5 million for manufacturing businesses, at a fixed interest rate below market for 20 years, currently 4.88 percent.

For more information about SEED's Loan Programs, the free entrepreneurial workshops and other SEED loan programs, please call 508-822-1020 or visit SEED at www.seedcorp.com.

Chamber Affiliation News & Events

To become an affiliate organization of the Chamber, contact Christopher Cooney at 508.586.0500 x 222 or email chris@metroouthchamber.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** will roast Mike Sammarco on Saturday, March 10, 7-9pm at the VFW Post 1645, 837 Washington Street, Stoughton. Sammarco is known for his decades of service to the youth through Babe Ruth baseball, and numerous charitable contributions. Hosted by Mark Snyder. Desserts by Panera Bread. \$25 per ticket. For more information, visit www.stoughtonma.com or call 617-212-2365



The **Norwell Chamber of Commerce** will hold its 3rd Annual Multi-Chamber Bowling Fundraiser Event on Tuesday, February 7, 5:30 pm at Boston Bowl Hanover. \$28 per bowler, \$12 for non-bowlers. 5 towns with 10 bowlers each. For more information, visit norwellchamberofcommerce.com.

The **East Bridgewater Business Association** will host a Board of Directors meeting on Thursday, April 21, 8am at TJ Smith's Victorian House, 13 Cross Street. Coffee, juice and pastries will be served. Networking until 8:15am, board presentation 8:15-8:45 am, speaker 8:45-9:15am. Visit www.eastbridgewaterbiz.com



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BUSINESS EVENTS Planner

February 9

Business Start Up Workshop

8:00 am - 10:00 am

Metro South Chamber of Commerce
60 School Street, Brockton

This workshop focuses on initial startup business concepts and provides guidance in researching your idea, defining your market and competition (page 2).

Cost; Free to Attend
Please RSVP at 508.586.0500 ext. 225

February 10

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. Speaker: State Representative Daniel Webster (page 2).

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

February 12

Day & Night Market Opening

12:00 pm

Day & Night Market

96 North Main Street, Brockton

Join us in welcoming Brockton's newest business with a ribbon cutting ceremony. There will also be music, a traditional Lion Dance, networking, and refreshments (page 2).

Cost; Free to Attend
Please call 508.586.0500 x 227 for more info

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



February 15

Good Morning Metro South

7:30 am - 9:00 am

The Martin Institute
Stonehill College, Easton

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

Cost; \$25 members, \$35 future-members
Please RSVP at 508.586.0500 ext. 231

March 15

SCORE Franchising Workshop

8:00 am - 10:00 am

Metro South Chamber of Commerce
60 School Street, Brockton

Learn if owning a franchise is right for you, about selecting a brand, financing and the due diligence process (page 2).

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

March 21

Taste of Metro South

7:30 am - 9:00 am

The Shaw's Center
1 Feinberg Way, Brockton

Sample tastes from over 50 area restaurants, enjoy live entertainment and celebrate living and working in the Metro South region (page 1).

Cost; \$35. Tickets must be purchased in advance
Please RSVP at 508.586.0500 ext. 231

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