

# Actionreport



February 2013

www.metroouthchamber.com

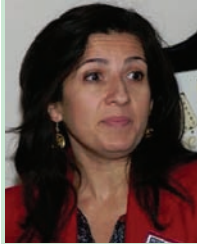
Leading Businesses  
Leading Communities



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



Linda Werman, page 5



Mahsa Khanbabai, page 6



Jake Lynch, page 11

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## Business Love & Inspiration as Chamber Celebrates 100 Years!

Metro South Chamber Celebrates **100 Years** of Service!

**GOOD MORNING METRO SOUTH**  
 "Love Your Business"  
**February 14, 2013, 7:30 am - 9:00 am**  
**The Shaw's Center, Brockton**

Featuring **Speed Networking & Motivational Speaker Norm Bossio**

**LOVE IS IN THE AIR.** Show your love for your business by joining us on Valentine's Day, February 14, for a special Good Morning Metro South Breakfast from 7:30 am - 9:00 am at The Shaw's Center, 1 Feinberg Way, Brockton.

February 14 also marks the 100th anniversary of the Chamber's inception. To celebrate this momentous occasion, there will be networking, exciting speakers, a Valentine's Day themed breakfast courtesy of The Shaw's Center, delicious birthday treats courtesy of Montilio's Baking Company, unique give-aways including a free personalized business card holder courtesy of FUN Enterprises, Inc., music by the Brockton Symphony Orchestra, and massages by Michele's Massage Studio.

The program will start promptly at 7:45 am with a special **SPEED NETWORKING** session. This session, similar to the popular "speed dating" concept, will allow you to share your professional backgrounds and business goals with other business leaders on a one-to-one

basis. Join us and accelerate your business contacts and build lasting business relationships with fellow business leaders.

The featured speaker of Good Morning Metro South will be national renowned **motivational speaker Norm Bossio**, who will teach you how to *Love Your Business*. For over 30 years, Norm Bossio has spoken in front of 3 million audience members. Having keynoted national conferences in virtually every major industry, Norm's audiences have included clients ranging from Bill Clinton to Stephen King. For 8 years prior, Norm was an adjunct faculty member and consultant to



Norm Bossio

Continued on page 9

Sponsored by:

## Taste of Metro South to Feature Over 55 Restaurants; Live Music

Take Part in the Region's Most Anticipated Annual Food Event!

Come celebrate the region...

**A TASTE OF Metro South**

**March 20, 2013**  
 5:30 pm - 8:00 pm  
 The Shaw's Center  
 Brockton

**Wednesday, March 20, 2013**

5:30 pm - 8:00 pm

The Shaw's Center, 1 Feinberg Way, Brockton

- Sample tastes from area restaurants.
- Celebrate living and working in the Metro South region.
- Discover cultural and community service organizations.
- Enjoy live entertainment including:  
**THE BROCKTON HIGH JAZZ BAND**  
**BROCKTON SYMPHONY ORCHESTRA**  
**ROB PETERS ENTERTAINMENT**  
 And More To Be Announced...

**Tickets now on sale**

\$35 At the Chamber Office,  
 60 School Street, Brockton or online at:  
[WWW.METROSOUTHCHAMBER.COM](http://WWW.METROSOUTHCHAMBER.COM)

More on page 6

## Chamber Offers Health Insurance Options

The Chamber offers options for Chamber members seeking health insurance. For more information or to join the Chamber, contact Kathleen Lynch, 508.586.0500 x 229, klynch@metrosouthchamber.com.



The Massachusetts Association of Chamber of Commerce Executives is now offering the Chamber Health Coop, a group purchasing program that makes health insurance more affordable for businesses with 1 to 50 full-time employees. Chamber members can save hundreds of thousands of dollars a year on health insurance from Fallon Community Health Plan (3% savings), Harvard Pilgrim Health Care (3% savings) and Health New England (5%). In addition, the Chamber Health Coop provides wellness programs free to all covered employees and their families, to help them live healthier lives that in turn may help keep premium costs at bay. To learn more, visit ChamberHealthCoop.com, or call 617-800-9970. Reference the Metro South Chamber when contacting. **Open enrollment starts April 1!**



Health Service Administrators (HSA) offers Chamber members a variety of different health insurance options, including Aetna/US Healthcare, Harvard Pilgrim Health Care, Neighborhood Health Plan, Cigna Health Care, Tufts Health Plan, Blue Cross Blue Shield, United Healthcare, Assurant Health, Colonial Life, Reliance Standard, Network Health, Altus Dental and Delta Dental. Established in 1969, HSA offers a comprehensive understanding and One-Stop-Shop of all your benefit needs, including healthcare, dental, life, disability group, long term care and integrated solutions. For more information, call 888-703-3335 or email info@chamberinsuranceservices.com.



# 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 8, 2013, 12:00 pm**

Join us on Friday, February 8, at 12:00 pm - 1:15 pm at the Chamber, 60 School Street, Brockton, for our monthly Government Affairs Meeting. The guest speaker will be **State Representative Geoff Diehl**.

Inaugurated to the State House in 2011, Geoff Diehl represents the 7th Plymouth District (Abington, East Bridgewater and Whitman). He currently serves on the House and Joint Committee on Ways & Means, the House and Joint Committee on Rules and the Committee on Personnel and Administration. In 2011, he was named an "Emerging Leader" by the State Legislative Leadership Foundation, and was an alternate delegate to the 2012 GOP National Convention, representing the 8th



Geoff Diehl

Congressional District.

Prior to serving as State Representative, Diehl served as an Account Executive at Sign Design then Poyant Signs while assisting wife Kathy Joe in the opening of their small business, Boss Academy of Performing Arts in Hanson.

If you would like to attend this meeting, please contact Yara at the Chamber, 508.586.0500 x 227, ycardoso@metrosouthchamber.com, or register online at metrosouthchamber.com/calendar-registration. The cost to attend is \$8 for members and \$15 for future-members and includes lunch.

Sponsored by:



## GOVERNMENT AFFAIRS - SAVE THE DATE

12:00 pm - 1:15 pm, Chamber Office, 60 School Street, Brockton



Claire Cronin

**Friday, March 8: State Representative Claire Cronin**, 11th Plymouth District (Brockton and Easton), elected in November of 2012. Claire is a graduate of Stonehill College and Suffolk University Law School. Prior to being elected State Representative, Claire maintained a law practice in Brockton. Register online at metrosouthchamber.com or contact Yara Cardoso at 508.586.0500 x 227, ycardoso@metrosouthchamber.com.

## Attorney General Representatives Speak to Chamber



Laurin Mottle, (left) Director of the HomeCorps Program, Britte McBride (right) Deputy, Chief of Staff, and Brooke Thomson (not pictured), Chief, Business, Technology & Economic Development from the Attorney General's Office speak about the HomeCorps program and the mortgage/ financial crisis. The HomeCorps Loan Modification Program works with and provides advocacy to distressed borrowers in Massachusetts facing foreclosure. There is a HomeCorps office located in the Chamber building, 60 School Street Brockton. Call 617-573-5333 to schedule an appointment.

## Need Help Starting Your Business? Searching for Money to Start Your Business?

The Metro South Business Assistance Center (BAC), a partnership of over twenty organizations, is a high-tech, one-stop business resource center that offers counseling, technical assistance, and financing to potential, existing and expanding businesses.

### FREE services offered

- Premier Sponsor: **ROCKLAND TRUST**
- Business Related Software
- Access to Computers & Online Resource
- Comprehensive Reference Library
- Informational & Instructional Videos
- Professional Counseling (by appt.)
- Workshops & Seminars (fees may apply)

Located at 60 School Street, Brockton, in the Chamber Building. Call 508.586.0500



# Business After Hours Invites All Generations

Tuesday, February 26, 2013

5:30 pm - 7:30 pm

Tutto Bene, 1050 Pearl Street, Brockton

Join us on Tuesday, February 26, 5:30 pm - 7:30 pm at Tutto Bene, 1050 Pearl Street, Brockton for a Business After Hours Networking event. Business After Hours are informal gatherings at Chamber member establishments where like-minded business people can exchange ideas, develop new relationships, and enjoy delicious food and a cash bar.



The Chamber wishes to welcome the new generation's workforce and future community leaders as we celebrate our Centennial Year! At this After Hours, we invite **all area young professionals of all levels and background experiences to attend, inspire, network, and grow.** You never know who you will meet at a Business After Hours and what business opportunities and professional partnerships will form! If you are a member that currently attends Business After Hours, please engage and encourage younger employees to attend with you.

Tutto Bene, formerly Pasta Bene, offers the best in authentic Italian

food as well as contemporary Mediterranean fare. Tutto Bene also still sells their fine pasta products under the Pasta Bene name in their retail shop. Tutto Bene is open Monday-Saturday starting at 4:30 pm. Tutto Bene also offers catering options and trivia energy Wednesday night. For more information, visit [www.benemeansgood.com](http://www.benemeansgood.com).

This event is \$5 for members and \$15 for future-members and includes complimentary hors d'oeuvres. Register by contacting Kimberly Prosper, 508.586.0500 x 231, kprosper@metrosouthchamber.com, or online at [www.metroouthchamber.com/calendar-registration](http://www.metroouthchamber.com/calendar-registration). As always, don't forget your business cards!

# Regional Non-Profits Discuss Efficiency; Effectiveness

Wednesday, February 6, 2013

9:30 am - 12:30 pm

Metro South Chamber, 60 School Street, Brockton

For any company, having the tools to understand and manage your finances is the key to success. However, as a non-profit, you have the added benefit of tax exemption, deductions, applying for public and private grants, in addition to employing volunteers. Tracking it all can be time consuming and confusing. This workshop will help you establish guidelines and policies, allocate for



profit/cost centers, maintain records, raise capital, and measure results. This workshop is presented by Coastal Community Capital and Stonehill College's Center for Nonprofit Management.

To register for this free workshop, visit [www.metroouthchamber.com/calendar-registration](http://www.metroouthchamber.com/calendar-registration), or contact Yara Cardoso, 508.586.0500 x 227, ycardoso@metrosouthchamber.com.

# Regional Economic Development Partners Meet



In January, various Resource Partners met at the Chamber to discuss current initiatives and programs of each organization. The purpose of the meeting with to create a greater synergy in order to best collaborate and market the services available to the business community. Represented was the Metro South Chamber of Commerce, CareerWorks, Brockton Area Workforce Investment Board, Brockton Redevelopment Authority, Brockton 21st Century Corporation, Small Business Administration, Supplier Diversity Office, SEED Corp, Massachusetts Small Business Development Center, SCORE and the Brockton Area Workforce Investment Board. For more information, call 508.586.0500.

**BOARD OF DIRECTORS****OFFICERS**

Chair of the Board

**William Morse***Mutual Bank*

President and CEO

**Christopher Cooney***Metro South Chamber of Commerce*

Chair-Elect

**Susan Joss***Brockton Neighborhood Health Center*

Treasurer

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

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**Loretta DeGrazia***East Coast Petroleum*

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

**Peter Neville***Concord Foods***CHAMBER STAFF****Christopher Cooney, CCE**

President and CEO x 223

**Yara Cardoso**

Connecting Activities x 227

**Kathleen Lynch**

Membership Director x 229

**DIRECTORS****Jane Callahan** - *On Deck Sports/Promounds***Joe Cardinal** - *National Grid***Peter Dello Russo** - *Bridgewater Savings Bank***Francis Dillon** - *Stonehill College***Gregory Hart** - *Ercolini & Company, LLP***Kim Hollon** - *Signature Healthcare***Richard Hynes** - *Barbour Corporation***Robert Kenworthy** - *Bank of America***Ray Ledoux** - *Brockton Area Transit***Jeffrey Liebman** -*Good Samaritan Medical Center/Steward***Dr. Dana Mohler Faria** -*Bridgewater State University***Jim Murphy LSP** - *Geolnsight***Gerald Nadeau** - *Rockland Trust Company***Jonathan "Jay" Pike** - *Sharkansky LLP***Andrew Raczka** - *Abington Bank***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*508-586-0500 **Front Desk** x 221**Kimberly Prosper**

Program Director x 231

**Lisa Pearce**

Finance x 230

**Alison van Dam, IOM**

Director of Communications x 222

*Newsletter Written & Designed by Alison van Dam***ACCREDITED**  
CHAMBER OF COMMERCE**CHAMBER MISSION:** To serve the interests of member businesses while providing community leadership to ensure the economic advancement of the Metro South region.**Metro South Chamber of Commerce**

Sixty School Street, Brockton, MA 02301-4087

tel: 508 586-0500/fax: 508 587-1340

info@metrosouthchamber.com

www.metroouthchamber.com

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The Metro South Chamber of Commerce is solely responsible for the editorial content of this publication.

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

## Networking at Events

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

## FEBRUARY Calendar

<b>6</b>	<b>Ambassador Meeting</b>	8:00 am
<b>6</b>	<b>Non-Profit Financial Optimization Workshop</b>	9:30 am
<b>8</b>	<b>Government Affairs</b>	12:00 pm
<b>14</b>	<b>Good Morning Metro South (Chamber Turns 100)</b>	7:30 am
	<i>The Shaw's Center, 1 Feinberg Way, Brockton</i>	
<b>14</b>	<b>STEP Trade &amp; Export Grant Info Session</b>	9:30 am
	<i>The Shaw's Center, 1 Feinberg Way, Brockton</i>	
<b>18</b>	<b>President's Day - Chamber Closed</b>	
<b>26</b>	<b>Business After Hours at Tutto Bene</b>	5:30 pm
	<i>1050 Pearl Street, Brockton</i>	

### Coming Up March

<b>5</b>	<b>Executive Board Meeting</b>	3:00 pm
<b>6</b>	<b>Ambassador Meeting</b>	8:00 am
<b>8</b>	<b>Government Affairs</b>	12:00 pm
<b>20</b>	<b>Taste of Metro South</b>	5:30 pm
	<i>The Shaw's Center, 1 Feinberg Way, Brockton</i>	
<b>27</b>	<b>Board of Directors</b>	12:00 pm

### Save the Date April

<b>3</b>	<b>Ambassador Meeting</b>	8:00 am
<b>TBD</b>	<b>Legislative Luncheon</b>	TBD
	<i>Location TBD</i>	
<b>15</b>	<b>Patriot's Day - Chamber Closed</b>	
<b>25</b>	<b>Business After Hours at Wood Palace Kitchens</b>	5:30 pm
	<i>7 Mill Street, Middleboro</i>	
<b>29,30</b>	<b>Small Business Summit</b>	
	<i>Washington, DC</i>	

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

### Rogers & Gray Grant Awards

The Rogers & Gray Charitable Foundation recently disbursed over \$25,000 in grant awards to various programs. Rogers & Gray Charitable Foundation giving is focused on the knowledge, prevention and intervention as it relates to physical safety, security and well being. Grants were awarded to the American Red Cross, Cape Cod Chapter, Friendship Home of Norwell, Community Health Center of Cape Cod, Latham Centers, the Plymouth Area Coalition for the Homeless, Samaritans of Cape Cod & the Islands, The Family Centered Institute and the Junior Fire Marshal Safety Program.

### Michele's Massage Studio New Service

Michele's Massage Studio, located at 455 West Center Street in West Bridgewater, is now offering Lypossage, all natural non-surgical body contouring treatment. For more information, call 781-504-3443

### Southeastern Regional Vo-tech Co-op Partnerships

Southeastern Regional Vocational Technical High School has announced a new initiative to expand their cooperative education partnerships. Since its founding in 1968 Southeastern Regional has produced outstanding graduates from in the 'trades' programs. Now, they additionally offer new and innovative programs like Engineering, Environmental Technology, Design and Visual Communications, Computer Networking, Criminal Justice and more. Co-ops allow qualified grade 12 students the opportunity for paid, on the job, work experience while still attending Southeastern for their academic work. Businesses interested in learning more about Southeastern Co-Op, the over 21 program majors, or who would like to hire a Southeastern Co-op student should contact Chuck Burgess at 508-230-1294, email [cburgess@sersd.org](mailto:cburgess@sersd.org) or visit [www.sersd.org](http://www.sersd.org).

### Mechanics Bank Partners with Subway

Mechanics Cooperative Bank is partnering with local SUBWAY® franchise owners to help promote "Eat Fresh. Bank Local." Now, through March 31st Mechanics Cooperative Bank Debit Card holders will be eligible for a FREE gym bag and water bottle just for using their cards (7) separate times at local participating SUBWAY® locations. Each purchase will be tracked on special cards that can be found at any Mechanics Cooperative Bank location or at participating SUBWAY® locations. A list of participating SUBWAY® locations throughout Taunton, Raynham, Swansea, Somerset, Fall River, Dartmouth, Bridgewater, Tiverton, Freetown and Assonet can be found at [www.Mechanics-Coop.com](http://www.Mechanics-Coop.com). Limit one (1) gym bag and

water bottle per debit card.

### HarborOne Promotes Alfieri

HarborOne Credit Union has announced the promotion of Edward Alfieri to Vice President, Regional Manager. In his new role Alfieri will provide direction and support to various branch locations with regards to all lines of business. He will also be responsible for developing and implementing strategies to assist the continuing growth of HarborOne in the marketplace. Alfieri started his career with HarborOne over 15 years ago. He was recently selected as 40 under 40 award recipient 2012 Cape & Plymouth Business.

### Brockton Purchases Streetlights from National Grid

Mayor Linda M. Balzotti today announced that the City of Brockton recently finalized the purchase of streetlights from National Grid, yielding the City a total of \$649,656 in first-year savings alone. As part of the deal, Brockton purchased 7,734 streetlights from National Grid. In the past, residents wanting to report a broken street light would have to contact National Grid. Residents now can easily contact the Highway Department at (508) 580-7810 between the hours of 8:30 a.m. and 4:30 p.m. Monday through Friday to report streetlight outages. Non-functioning streetlights can also be reported via email at [dpw@cobma.us](mailto:dpw@cobma.us).

### Patrick Connolly Joins BlumShapiro

Patrick Connolly has joined BlumShapiro as the newest partner to the firm. He will work out of the Boston and Rockland offices. Pat has over 22 years of experience at Ernst & Young, most recently as Executive Director in Business Tax Services in the role of Tax Account Leader and previously as New England Director of Tax Compliance Services. His industry specific experience includes retail and consumer products, manufacturing, venture capital and real estate. Pat also worked in the tax department of Needel, Welch & Stone, and as an Internal Revenue Service agent, specializing in employee benefit plans and exempt organizations. As a partner in BlumShapiro's tax department, Pat will provide planning, transaction analysis and tax compliance services for privately held businesses and their owners. Contact Patrick at 781.610.1207, [pconnolly@blumshapiro.com](mailto:pconnolly@blumshapiro.com)

### Sefogbe Joins G.T. Reilly

Jonathan K. Sefogbe, MBA, EA has joined G.T. Reilly as a senior tax accountant. Sefogbe holds the enrolled agent designation with the IRS, and previously worked for CPA firms in the greater Boston area. He has an MBA degree from Curry

College, and a Bachelor of Science in Management from the University of Massachusetts. G.T. Reilly & Company is a full-service accounting and consulting firm whose clients include corporations, individuals, closely-held family businesses, multi-national companies, nonprofit organizations and financial institutions. The firm offers accounting, auditing and tax services, as well as management consulting and estate planning.

### Brockton Symphony Orchestra Concert

Sunday, February 17: 3:00 P.M. at West Middle School, West Street Brockton, the Brockton Symphony Orchestra presents a concert which will prove a good introduction to classical music for young people. Children 12 and under are admitted free of charge. This family-oriented concert entitled "Invitation to the Dance" features selections from the Nutcracker Suite, Dvorak Slavonic Dances, Brahms Hungarian Dances, Sarasate Spanish dances featuring some fancy fiddling and much more. Remainder of the season also includes Chamber Music Concert on March 10, at the Christ Congregational Church in Brockton and the orchestral finale "Love's Eternal Flame" on April 28, 2013 at the West Middle School. Visit [www.brockton-symphony.org](http://www.brockton-symphony.org) or 508-588-3841 Visit the Brockton Symphony on Facebook.

### Brockton Fair Housing Event

The City of Brockton, Mayor Linda M. Balzotti, Brockton Redevelopment Authority, Brockton Housing Authority, Father Bills and MainSpring, Neighborhood Housing Services and Self Help present the Brockton City of Champions Fair Housing Event on Saturday, March 23, 12pm-6pm at Westgate Mall. A day of answers to questions regarding a variety of home issues, help for homeowners or potential homeowners, foreclosure prevention assistance, rental assistance, lead paint issues and more. The event will feature forty vendors consisting of banks, credit unions, realtors, financial organizations, non-profit agencies and more. To exhibit at this event, Please contact Robert Jenkins at the Brockton Redevelopment Authority at 508-586-3887 by February 25.

### June Hickey, Top Sales Agent of 2012

Optimum Real Estate, Inc. would like to congratulate June Hickey, Realtor as Top Sales Agent of 2012, at Optimum Real Estate, Inc. Let the "Nurse of Real Estate" ease your pain. June says "No task is too small for the 'Nurse of Real Estate' So...let this nurse show you how to mend a property with little effort, and lots of smiles. I

welcome your friends, [and] family...This nurse will leave you with a smile on your face and laughter in your heart, along with all your tasks completed.

### Bridgewater Savings Bank Donates

The Bridgewater Savings Bank Charitable Foundation donated \$1,000 to the Bristol County Fire Chiefs Association. The Bristol County Fire Chiefs Association was seeking funds to purchase equipment needed for the Bristol County Technical Rescue Team. The Bristol County Technical Rescue Team provides emergency rescue assistance to all area communities at no cost to the individual or the community.

### Randolph Savings Bank Celebrates Successful Year

Randolph Bancorp, Inc., the holding company for Randolph Savings Bank, reported preliminary net income for the year ended Dec. 31, 2012 of \$1.6 million, an increase of 140 percent, or \$923,000 from the prior year. Total assets increased \$4.3 million, to \$387 million on Dec. 31, 2012. Richard Pierce, Chairman of the Board, attributed the strong earnings increase to the extraordinary performance of the residential lending division. He reported residential loan originations more than doubled over last year to \$206.8 million. Pierce also cited Randolph Savings Bank's reputation for responsible lending and strong ties to the communities it serves as major contributing factors to the Bank's success. Randolph Savings Bank is a state chartered savings bank founded in 1851. It has seven branches and two lending centers in Massachusetts and Rhode Island.

### Crescent Credit Union & Brockton Postal Merge

Crescent Credit Union and Brockton Postal Employees Credit Union have agreed to merge. Both are member-owned credit unions in Brockton and expect to complete the union by the end of March, subject to regulatory and member approvals. Both credit unions are state-chartered and will operate under the Crescent Credit Union name, charter and bylaws once the merger is finalized. Officials of both credit unions cited improved economies of scale and more efficient operations as reasons for the merger. Crescent is a state chartered credit union, established in 1919. As of December 31, 2012, Crescent had assets of \$401,759,132, and deposits totaling \$258,521,150. Crescent operates 8 full service branches in Brockton, Taunton and Norwell. Brockton Postal is a state chartered credit union, established in 1923 and located in Brockton, primarily

Members send your Good News to [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com)

## Chamber Partner SCORE Offers Business Courses

serving current and retired employees of the US Postal Service and government employees. Brockton Postal had assets of \$10,136,399 and deposits of \$9,376,884. It operates inside the US Postal Facility located at 225 Liberty Street, Brockton. It has one on-site ATM which Crescent intends to continue to operate.

### HarborOne Credit Union Promotes

HarborOne Credit Union has promoted Adam Cupples to Assistant Vice President, Digital Marketing Officer. Cupples has been with HarborOne for almost 3 years and has more than 10 years of experience in the field of online marketing. He is responsible for developing and executing online marketing strategies for HarborOne's web initiatives, including interactive marketing, website monitoring, social media, online

lead generation, and content management for both the credit union's corporate website and the site for HarborOne U, its community education center. He serves on the board of directors for the New England Financial Marketing Association (NEFMA) and is the Chair of Marketing, United Way of Plymouth Marketing Committee.

### "Step Up" Documentary

Sunday, February 17: Indaba Theatre and Noube Productions presents, "Step Up" A Documentary on Fatherhood on Sunday, February 17, 2013 at beginning at 3:30 and a discussion will follow. Messiah Baptist Church on 80 Legion Parkway in Brockton will host award winning director Noube Rateau of Brockton. This event is free and open to the public and will fill up fast. Donations are welcome.

### Marketing for Small Business

Massasoit Community College is offering a six week small business marketing course targeted to business owners and marketing professionals. This course teaches practical marketing tips that will allow your business to stand out from the competition. Learn how to identify and reach potential customers, build an effective referral network, develop an effective online marketing program, and more. Classes are held on six Tuesday evenings starting March 26 from 6 to 8 pm at the Canton campus.

For course description and to register visit [www.massasoit.mass.edu](http://www.massasoit.mass.edu) Use the Course Search Selection and select Spring 2013, Canton Campus, non-credit, business skills) or call Community Education Director Rose Paquette at 508-588-9100 x1307 [rpaquette@massasoit.mass.edu](mailto:rpaquette@massasoit.mass.edu).

### Starting Business

Massasoit Community College is offering a half day course for people planning to start their own business. The course covers testing the feasibility of your idea, determining the financing you will need, obtaining financing, and how to market your new business. The course covers the steps that will turn the idea into a winning business plan. The course will be held on Saturday, April 6 from 8:30am to 12:30 pm at the Canton Campus.

For course description and to register visit [www.massasoit.mass.edu](http://www.massasoit.mass.edu) Use the Course Search Selection and select Spring 2013, Canton Campus, non-credit, business skills) or call Community Education Director Rose Paquette at 508-588-9100 x1307 [rpaquette@massasoit.mass.edu](mailto:rpaquette@massasoit.mass.edu).

## Loans Available for Brockton Businesses

The SEED Corporation has loan funds available for small businesses in the City of Brockton, and is seeking loan applications. "We would like to reach out to businesses in Brockton which need loans up to \$200,000 for working capital, equipment or real estate," stated Maria Gooch-Smith



**SEED CORPORATION** SOUTH EASTERN ECONOMIC DEVELOPMENT

cent fixed.

SEED can also lend up to \$200,000 for working capital, equip-

ment, 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 \$120,000 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 4.2 percent.

SEED is a non-profit economic development corporation certified by SBA in 1982 to assist small businesses in the region. Under various loan programs, SEED makes loans from \$1,000 to \$5.5 million to assist small businesses to grow and create jobs. SEED also provides technical assistance to small businesses and works with other economic development organizations and financing institutions in the region to ensure that individuals who are committed to owning and operating a small business are able to obtain the assistance they need to be successful. 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.seed-corp.com](http://www.seed-corp.com).

Due to the economic recession and its impact on small businesses, last year SEED was able to secure another million dollars in grant funds for loans. 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.

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 per-

## AMBASSADOR of the Quarter

Linda Werman  
Old Colony Hospice  
One Credit Union Way,  
Randolph  
781-341-4145  
[oldcolonyhospice.org](http://oldcolonyhospice.org)



Linda Werman,  
Old Colony Hospice

### What is your business?

I work for Old Colony Hospice & Palliative Care. We are a non-profit organization providing hospice and palliative care to individuals on their end of life journey.

We are located in Randolph MA and we serve more than 40 cities and towns throughout southeastern MA. I am the Director of Philanthropy and am responsible for fundraising to support our programs and services and have been with the organization since 2006.

### How long have you been in this business?

Old Colony Hospice was founded in 1979 - we are 34 years old.

### Please list your past experience and educational background.

I have worked in Philanthropy for the past 25 years. I had my own consulting practice for 7 years prior to joining Old Colony Hospice where I worked with many of Boston's major teaching hospitals and other local non-profits; I worked for the Pan-Mass Challenge as well as the Dana-Farber Cancer

Institute. I attended the University of Massachusetts, Amherst and majored in English and Journalism.

*How long have you belonged to the Chamber? When did you become an Ambassador?*  
Old Colony Hospice has been with the chamber for more than 20 years). I became an Ambassador 3 years ago.

### How does your Chamber membership work for you?

The Chamber is a terrific organization as it offers so many wonderful programs and events in the areas of education, professional development, government relations and community information. We are proud to be members. The membership offers us an opportunity to interact with other businesses in our community to share information about what we do and how we can help their employees in a time when they may need our kind of help for a loved one.

### What additional organizations do you belong to?

Old Colony Hospice is a member of the Randolph Chamber of Commerce and we work with many other agencies relevant to our industry in the communities we serve.

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.

# 21<sup>st</sup> ANNUAL TASTE OF METRO SOUTH

## WEDNESDAY, MARCH 20, 2013



**TICKETS AVAILABLE AT [WWW.METROSOUTHCHAMBER.COM](http://WWW.METROSOUTHCHAMBER.COM)**

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

Like us at [www.facebook.com/atasteofmetrosouth](http://www.facebook.com/atasteofmetrosouth) to stay up to date on participating restaurants, organizations and entertainment acts.



Bring your appetites on March 20, 2013, 5:30 pm - 8:00 pm to 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 55 diverse restaurants, cultural and community organizations, live entertainment, raffle prizes and more!

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@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.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 [metrosouthchamber.com](http://metrosouthchamber.com). Visit [metrosouthchamber.com](http://metrosouthchamber.com) or [facebook.com/atasteofmetrosouth](http://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 signing up for a free 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. 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)

# Networking & Orientation at Chili Head BBQ

Photos by [RichMorganPhotography.com](http://RichMorganPhotography.com)



Nicole DeCoste and Paul Bello, Chili Head BBQ



Justin Jette, Comcast Business Class



Dan Hunt, Storage Pros, Brockton



Mahsa Khanbabai, Attorney



Jennifer Philips, Kelsidy Marketing



Scott Kelly, Capital Lease Group



Donna Fortin, Peppercorn's Catering



Betty Rada, American Woodworking



Ted Moddocks, Chamber Health Coop



Anthony Baird, UMass Dartmouth



Charlotte DelValle



Robert Astore, Coldwell Banker; Amanda Culhane, Residence Inn by Marriott Brockton; Linda Werman, Old Colony Hospice



Arnie Danielson, Brockton Arts

Over 80 people attended the Metro South Chamber New Member Orientation & Business After Hours at Chili Head BBQ located at W. Center Street in W. Bridgewater. Chili Head BBQ, home of the Big Rack, has recently renovated their bar and restaurant area. Chili Head hosts local live music and open mics weekly, Wednesdays-Saturdays. Come down for great food, great music and great brews! For more information, visit [www.chiliheadbbq.com](http://www.chiliheadbbq.com). More photos available at [flickr.com/photos/metrosouthchamber](http://flickr.com/photos/metrosouthchamber).

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

**HONG KONG & THAILAND**

Nov. 1-9, 2013

**9 Days • Only \$2,899 All-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 putte dinner 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.

\* Price includes roundtrip airfare, transportation to and from JFK, 3 meals a day, 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). Presented by the Metro South Chamber and Citlinc, a company that works with over 800 chambers in 49 states to send annually over 20,000 people to China and other Asian destinations.

**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.

**Chamber Seeks Centennial Sponsors**

The Chamber is seeking sponsorships for promotional product giveaways and various programs throughout the year of 2013 as it celebrates its Centennial Year. Take part in the celebration while supporting your Chamber and gaining exposure!

When you sponsor a promotional product, your business card, ad, or promotional flyer of choice will be distributed with the item at a featured event. In addition, your company logo and name will appear as a sponsor in the Action Report newsletter, as well as mention during the program.

Current promotional product sponsorships include Centennial Pins, Legislative Pins, Chamber Pens, and Taste of Metro South aprons. All sponsorships are \$1,000 each. Event sponsorships are also available. For more information, please contact Kimberly Prosper, 508.586.0500 x 231, [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com).

**Small Business Workshop Scheduled This Month**

SEED Corp recently held free basic workshops aimed at assisting potential and existing entrepreneurs. More to be held this month at Barrett's Ale House in Bridgewater, 5:30 pm - 8:30 pm. Refreshments offered free of charge. Call 508-822-1020 or visit [www.seedcorp.com](http://www.seedcorp.com) to register.

**February 13:** Learn the Fundamentals in Planning, Preparing and Financing Your Business

**February 20:** Understanding the Purpose of Financial Statements and How They Can Help Determine the Health of Your Business

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

## Trade & Export Grants Available

Info Session: Thursday, February 14  
9:30 am - 10:30 am

The Shaw's Center, 1 Feinberg Way, Brockton

The Massachusetts Office of International Trade and Investment



MOITI, in collaboration with the Massachusetts Small Business Development Center Network ("MSBDC") and the Massachusetts Export Center, has unrolled the Massachusetts State Trade and Export Promotion Grant Program ("STEP Program"). MOITI, through a grant from the United States Small Business Administration ("SBA"), will provide grants to eligible Massachusetts small businesses for the purpose of increasing export sales of their goods and services.

Grants under the STEP Program will be capped at \$10,000 per business to reimburse for costs associated with projects, activities or services undertaken during the period September 30, 2012 to September 30, 2013. Each grant recipient will be required to provide a match to cover at least 25% of the total approved cost for any project, activity or service (the "Match").

The STEP Program is intended to help offset international business development and related marketing costs for small businesses. Grant proceeds may be used for specific international business development and marketing costs, including foreign trade show and conference participation, MOITI and/or U.S. Department of Commerce ("DOC") sponsored trade missions, use of the U.S.

## Workers May Qualify; Earned Income Tax Credit

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. 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 **HarborOne's Multi Cultural Banking Center**, 68 Legion Parkway, Mondays from 4 to 7 PM now through April 8 with the excep-

Department of Commerce's Gold Key service and other DOC services, foreign business-to-business matchmaking services, translation and product localization-related services, including compliance with foreign regulatory requirements, and targeted advertising in overseas industry trade publications.

In awarding grants, MOITI and MEC will likelihood that the project/initiative will lead to new or increased export sales of goods and services, likelihood that the project/initiative will lead to job creation in Massachusetts, and, the applicant's demonstrated commitment to increasing export sales of its good or services.

MOITI will accept submissions for consideration during the following two application periods: November 30, 2012 – February 28, 2013; and March 1, 2013 – May 30, 2013. Applicants not accepted in the first application period may reapply in the second period. For eligibility and application requirements, visit [www.mass.gov/hed/economic/eohed/moiti/exporting/step-program](http://www.mass.gov/hed/economic/eohed/moiti/exporting/step-program).

The Metro South Chamber will hold a regional briefing for those businesses wishing to learn more on February 14, 9:30 am at the Shaw's Center, 1 Feinberg Way, Brockton. For more information or to RSVP, contact Kimberly Prosper, 508.586.0500 x 231, [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com).



tion of February 18. Assistance is also available at **Self Help's Healthy Housing and Community Resource Center**, 142 Crescent Street, by appointment by calling 508-588-4049 x 111.

### Who Is Eligible?

### Earned Income Credit Income Limits

# of children	Tax year 2012		
	Single	Married	Receive
none	\$13,980	\$19,190	\$475
one	\$36,920	\$42,130	\$3,169
two	\$41,952	\$47,162	\$5,236
three +	\$45,060	\$50,270	\$5,891

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 and Bank of America recognizes the achievements and contributions of small business-



es and entrepreneurs in creating new jobs and economic opportunities in the Metro South region. We welcome you to nominate businesses for the 2013 Small Business of the Year and Entrepreneur of the Year awards.

### Nominating someone is easy...

You may nominate your own business or any other business you deem worthy. **Call the Chamber at 508.586.050 x 231 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.

### Prior Small Business of the Year Recipients

- 2012 Vicente's Tropical Grocery
- 2011 McGuiggan's Pub
- 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 Dupliron, Inc.
- 2003 Modern Auto Body
- 2002 United Furniture, Inc.
- 2001 Robert Sharkansky & Company, CPA

### Additional Business Nomination Opportunities

The Small Business Administration (SBA) is currently seeking nominations for a number of awards including Small Business Exporter, Young Entrepreneur, Family-Owned Small Business, Massachusetts Micro-Enterprise, Veteran-Owned Small Business, Minority-Owned Small Business, and more. Please call SBA at 617-565-5569. Nominations due March 1.

## ATHENA Award Recognizes Women

### Call for Nominations

This summer, the Metro South Chamber of Commerce and Crescent Credit Union will present the 14th Annual ATHENA Award to an exceptional individual who has achieved excellence in his/her business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

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.

To nominate an individual for an

**Small Business of the Year Criteria:** 50 or less full-time equivalent employees; in business more than 3 consecutive years under the current ownership; for-profit business.

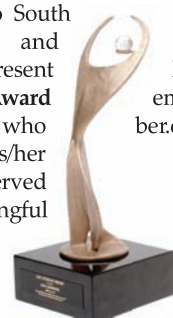
**The Entrepreneur of the Year Criteria:** 10 or less full-time employees or equivalent; in business less than 3 years; a for-profit-business.

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, 2013. Winners will be announced at the Small Business and Entrepreneur Luncheon in May where the featured speaker will be from the Export-Import Bank of the United States.

### Prior Entrepreneur of the Year Recipients

- 2012 Billy Michaud, Sparky's Import Repair
- 2011 Al Ata, Elie Baking Corp
- 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 Chrzanoski 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 award, or for more information, please call Kim Prosper at 508.586.0500 x 231, or email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com).



### Prior ATHENA Recipients

- 2012 Ruth Bramson, Girl Scouts of Eastern Massachusetts
- 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



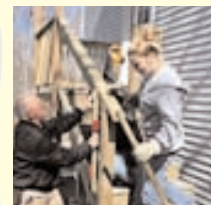
# Metro South Partnership Recognizes Student Friendly Employers



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 80 Metro South Region Employers who provided internship opportunities to high school students during the 2011-2012 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

- |  |   |   |
|--|---|---|
| Apolos Imports Exports Inc.              | East Bridgewater YMCA                     | New Life Christian Church                   |
| Artists for Humanity-Teen Center         | Emmanuel House                            | Ninety Nine Restaurant                      |
| Associacao Caboverdiana de Brockton      | Engineering Specialties Service           | North River School                          |
| Avon Auto Brokers                        | Esenai LLC                                | Old Colony YMCA                             |
| Boston College                           | Father Bills & Main Spring                | On Deck Sports                              |
| Boys & Girls Club of Brockton            | Fuller Craft Art Museum                   | Petsmart                                    |
| Bridgewater Cable Access                 | Generations                               | Reservitz Law Firm                          |
| Brockton Adult Day Health Center         | Guardian Center                           | Road to Responsibility                      |
| Brockton Area Transit                    | Hamids Academy                            | Roche Brothers                              |
| Brockton Area Workforce Investment Board | Head Start                                | Salem Hospital                              |
| Brockton Council On aging                | Heights Crossing                          | Salvation Army                              |
| Brockton Housing Authority               | Holiday Inn Express                       | SDJ Custom Art                              |
| Brockton Neighborhood Health Center      | Hope For Children International           | Self Help Inc. - Head Start                 |
| Brockton Public Schools                  | Kiddie Haven                              | Showcase Cinema Randolph                    |
| Brockton Public Schools - Raise Up Camp  | LaBelle Day School                        | Signature Healthcare Brockton Hospital      |
| Brockton Visiting Nurses Association     | Landlord Connections                      | South Bay Mental Health - Bay Brew Catering |
| Catholic Charities Brockton              | Lillian's                                 | South Coast Dermatology                     |
| Chartwells                               | Little Discoveries Daycare/Preschool      | Start Right Start Bright                    |
| City Gas and Service                     | Little Prince and Princess Preschool      | Stoneforge Restaurant                       |
| City of Brockton                         | Living Word World Outreach of New England | The Mattress Maker                          |
| Community Connections of Brockton        | M&M Seafood                               | Tracey Landscaping                          |
| Conley Elementary School                 | Marvelous Cut                             | Training Resources of America               |
| Creative Design                          | Massasoit Community College               | Universal Food Market                       |
| Crescent Credit Union                    | Mildred Elley                             | Vicente's Tropical Grocery                  |
| Crown Automotive                         | Montilios Baking Company                  | Whitman-Hanson Regional High School         |
| Cutting Edge Promotions                  | Moses E. Barbour                          | Wireless Plus                               |
| Downtown By Design                       | Power Construction                        | YMCA Daycare                                |
|  | New England Wildlife Center               | YMCA Early Learning Center                  |
|  | New Heights Real Estate                   | YouthWorks                                  |
|  |   | 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: Yara Cardoso, Connecting Activities Coordinator, Metro South Chamber of Commerce, (508) 586-0500 ext.227, ycardoso@metrosouthchamber.com, or visit [www.metroouthchamber.com/programs](http://www.metroouthchamber.com/programs)

## May is Membership Month; Join Now for Incentives!

The Chamber will be running a **Membership Drive** on **May 1** and **May 2, 2013** at Stonehill College in Easton. In Recognition of the Chamber's Centennial, celebrating 100 years of service, the Chamber's goal is to welcome many new members this year. Becoming a Chamber member provides your business the opportunity to accelerate its growth. When you join the Chamber, you become a leader within the business community and a member of the region's most dynamic advocacy organization. Membership means potential new business prospects, savings, access to valuable resources and information, access to health insurance, a variety of marketing opportunities, and much more!

If you are a current **Chamber member who would like to assist in the drive** and express what Chamber membership has meant to you, or to donate a prize, contact Kathleen Lynch, 508.586.0500 x 229, [klynch@metrosouthchamber.com](mailto:klynch@metrosouthchamber.com).

### Join the Chamber Today!

In anticipation of membership month in May, the Chamber is now offering special incentives for joining: Receive a profile on the back page of the Action Report, 2 free listings in the 2014 Book for Business, a 2013 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 229, [klynch@metrosouthchamber.com](mailto:klynch@metrosouthchamber.com). Visit [metrosouthchamber.com](http://metrosouthchamber.com) to learn more about the Chamber.

## Business Love & Inspiration, Continued from Page 1

the management certificate program at Stonehill College. Norm has hosted a national public television special, recently published a book, and was named Speaker of the Year by the Yankee Chapter of Meeting Planners International.

The cost to attend is \$25 for members and \$35 for future-members and includes breakfast and giveaways. 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/calendar-registration](http://metrosouthchamber.com/calendar-registration).

**EVENT SPONSORS:** Blue Cross Blue Shield of Massachusetts, Montillio's Baking Company of Brockton, FUN Enterprises of Stoughton, Inc, The Shaw's Center in Brockton, Sign Design in Brockton, BC Tent & Awning in Avon, Michele's Massage Studio in West Bridgewater, Rob Peters Entertainment and Rich Morgan Photography.

**CORPORATE SPONSORS:** Old Colony Elder Services, Sign Design, Crescent Credit Union, Bank of America, Baypointe & Heights Crossing, BAWIB

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Bank of America	Hanson & Associates
Barnard Construction	Hilliard's House of Candy, Inc.
Baynes Electric Supply Co., Inc.	J. Frank Conley, Inc.
Bearce Insurance Agency, Inc.	Lee Brokers & Lee Associates
BKA Architects-Accounts Payable	M. Donahue Associates, Inc.
Boys and Girls Club of Brockton, Inc.	Manny's Night & Day Cleaning Service
Bridgewater Square Chiropractic - A Creating Wellness Center	McCall Ambulance Service
Brockton Visiting Nurse Association	Mutual Oil Company, Inc.
Capstone Communities	N-Hance
Chapel of New Hope, Inc.	Optique
Columbia Gas of Massachusetts	Pierce Refrigeration, Inc.
Comcast	Prime Financial Business Services
Comcast Spotlight	Romm Diamonds
CS Consulting Services	Signature Healthcare
Cutting Edge Carpentry	Stonehill College
Dennis Walsh, Public Insurance Adjuster	Storage Pros of Avon
Douglas A. King Builders, Inc.	Storage Pros of East Bridgewater
Embassy House Skilled Nursing and Four Points Realty	Storage Pros of Holbrook
Franklin Sports, Inc.	Sullivan & Cogliano Training Centers, Inc.
Fuller Craft Museum	University of Massachusetts Club
George Washington Toma	Westgate Mall
	Willwork Inc., Exhibit Services

## Chamber Affiliation News & Events

To become an affiliate organization of the Chamber, contact Christopher Cooney at 508.586.0500 x 223 or email [chris@metrosouthchamber.com](mailto:chris@metrosouthchamber.com).



The **Bridgewater Business Association (BBA)** will hold its monthly meeting on February 23, 6:30 pm at Sullivan Tire in Bridgewater. Sullivan Tire will also host the second annual Meet & Greet event on Wednesday, April 10. For more information or to sponsor, visit [www.bridgewaterbiz.biz](http://www.bridgewaterbiz.biz).

The **Stoughton Chamber of Commerce's** "Caught Doing Something Good" recognized Joe Leaver, Old Colony YMCA, Peggy Carbone, Food Pantry Volunteer, Isabela Iaccabucci, 7 year old who raised funds for a large American Flag, Krystal Love, BAWIB, Alexa Becquart, Stoughton Farmer's Market face painter and Danielle Schneider, Stop & Shop on February 4. For more information, Visit [www.stoughtonma.com](http://www.stoughtonma.com).



The Hanover Multi Chamber Bowling Night will take place on Wednesday, February 13, 5:30 pm at Boston Bowl in Hanover. **Norwell Chamber of Commerce** will be competing at this event. The price to attend is \$28 for bowlers, \$12 for non-bowlers. Pizza and soft drinks will be served. Email [phyllis@imageresolutions.com](mailto:phyllis@imageresolutions.com) if you would like to participate. For more information, visit [norwellchamberofcommerce.com](http://norwellchamberofcommerce.com).

The **East Bridgewater Business Association (EBBA)** was founded in 1993 to promote a healthy business environment in East Bridgewater and to provide services to assist its members including education, networking and fellowship. For more information, visit [www.eastbridge-waterbiz.com](http://www.eastbridge-waterbiz.com).



The **Avon Industrial Park Association** recently unveiled a new website at [www.avonindustrialpark.com](http://www.avonindustrialpark.com). The website contains featured businesses, recent news, information on the association, and a directory of members.



### SMALL BUSINESS INCUBATOR SPACE

Now Available at the Chamber • Call 508-586-0500 x223

## WELCOME New Members

### Making an Investment in Our Community

#### American Woodworking

Mr. Carlos Rada  
3 Bert Drive, Unit 12  
W. Bridgewater, MA 02379  
(508) 580-2222  
*Woodworking  
Construction - Speciality*

#### Coldwell Banker Residential Brokerage

Mr. Robert Astore  
159 Belmont Street  
South Easton, MA 02375  
(508) 944-2165  
[www.realestate-pro.com](http://www.realestate-pro.com)  
*Real Estate/Residential*

#### Kelsidy Marketing

Ms. Jennifer Phillips  
21 Downing Drive  
Norton, MA 02766  
(508) 622-0738  
[www.kelsidy.com](http://www.kelsidy.com)  
*Marketing/Public Relations  
Web Development/Design*

#### New York Life Insurance

Mr. Craig Pina  
1 Lakeshore Center  
Bridgewater, MA 02324  
(508) 279-4194  
<http://craigpina.com>  
*Insurance*

#### Storage Pros of Brockton

Ms. Patty Scott  
145 Campanelli Industrial Drive  
Brockton, MA 02301  
(508) 584-4800  
[www.thestorageprosonline.com](http://www.thestorageprosonline.com)  
*Storage*

#### Timeless Communications

Mr. Brian Reiser  
26 Thompson Court  
Stoughton, MA 02072  
(508) 265-8569  
[www.timeless-communications.com](http://www.timeless-communications.com)  
*Business Coaching*

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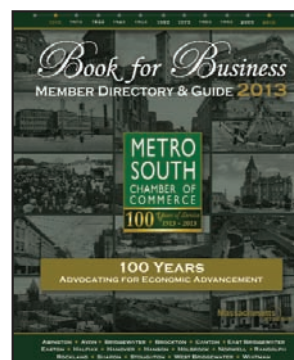
Ms. Patricia Mazza  
1 Bert Drive, #9  
W. Bridgewater, MA 02379  
(508) 587-6800  
[www.unitedproductsllc.com](http://www.unitedproductsllc.com)  
*Promotional Products  
Signs*

#### Yamato Japanese Steak House

Mr. Kevin Tian  
510 Westgate Drive  
Brockton, MA 02301  
(508) 588-8881  
[www.yamatosushi.com](http://www.yamatosushi.com)  
*Restaurants*

## Centennial Book For Business Arriving Soon

The Chamber of Commerce will soon be distributing the **Centennial 2013 Metro South Book for Business**. The book features area dining, lodging, public 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, high-lighting hotels, golf courses, industrial parks, town halls and other points of



interest. In addition, the 2013 Centennial Book for Business will contain a history of the Chamber and industry within the region over the past 100 years, featuring historic postcards and images.

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. For more information, contact Alison van Dam, 508.586.0500 x 222.

## Eastern Bank President Speaks to DBA at Chamber



Eastern Bank President Bob Rivers (pictured right) recently spoke at the Downtown Brockton Association meeting at the Chamber office about the recent merger with The Community Bank and their community involvement. For more information about Eastern Bank, visit [www.easternbank.com](http://www.easternbank.com). Also pictured: John Merian, Tuxedos by Merian, and Anne Beauregard, Brockton Library Foundation.

# MEMBERProfile

## BlumShapiro

Accounting | Tax | Business Consulting

1001 Hingham Street, Rockland, 02370  
781.982.1001  
www.blumshapiro.com

Year Established: 1980

### Products or Services:

Auditing, accounting, tax and business consulting services.

Number of Employees: 340

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

Given the size and talent of our Firm, we have the ability to deliver national firm expertise at the local level. This unique combination provides our clients best in class products and services while providing local personalized attention.

### What is your market area?

BlumShapiro is the largest regional accounting, tax and business consulting firm based in New England with offices in Connecticut, Massachusetts and Rhode Island.

### What markets do you serve?

BlumShapiro's clients include those in manufacturing, distribution, retail, construction, healthcare, real estate, education, professional services and auto dealerships. Government



John Lynch

clients include municipalities, quasi-government entities and state government departments, for which we provide audit as well as specialized consulting services. Our non-profit clients are diverse and include human service agencies, private and community foundations, professional, trade and economic development associations, arts, cultural and membership organizations, healthcare organizations and educational institutions.

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

At BlumShapiro, our mission and vision are inextricably linked. We seek to continually apply our talents and skills everyday to assist our clients, colleagues, firm and communities to improve in all aspects. In doing so, we strive to be the premier accounting, tax and business consulting firm by every measure that matters.

*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.*

# Grossman, Crosby Address Chamber

Sponsored by:



Photos by Rich Morgan Photography.  
Sound by Rob Peters Entertainment.  
Video by Brockton Community Access Channel (check listings for air times)



State Treasurer Steven Grossman



Stephen Crosby, Chair of the MA Gaming Commission



Professor Chris Wetzel, Martin Institute (sponsor)



Jan Miller, VP, Eastern Bank (sponsor) is interviewed by Charlie Hickey, CareerWorks



Fran Dillon, Stonehill College, Emcee of the Breakfast Program



Good Morning Metro South Breakfast held at The Martin Institute at Stonehill College, a center which prepares students for leadership as active citizens. Visit [www.stonehillcollege.edu](http://www.stonehillcollege.edu).



Charles Wall, Massasoit Community College; Sue Joss, Brockton Neighborhood Health Center; State Representative Michael Brady; State Representative Keiko Orrall; Jan Miller, Eastern Bank; State Treasurer Steven Grossman; State Representative Geoff Diehl; Chamber President & CEO Christopher Cooney

## 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 be held on February 6 and March 6, 2013 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 229.

## Comcast Business Class Savings for Members



Chamber members save on a wide range of business class products and services you need to better serve your customers and help your business grow!

- Internet with lightning fast speeds to help improve productivity  
*Save \$14 per month on Premium Internet and \$29 per month on Deluxe Internet.*
- Phone with advanced call management and mobility features  
*Just \$29.95 for each full featured phone line (2 line minimum)*
- TV with a variety of informative and entertaining options

### Say goodbye to outdated DSL and say hello to Comcast Business Class!

**Internet & Voice just \$99.85 per month.** Includes 2 phone lines. Limited Time Offer. Internet faster than T1 or DSL, unlimited nationwide calling, 30-day back month guarantee.

For more information, contact your dedicated Comcast representative, Mark Cocuzzo, 978-831-2552 or email [mark\\_cocuzzo@comcast.com](mailto:mark_cocuzzo@comcast.com).

## U.S. Small Business Programs Offered

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

- 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 20, 2013 and March 20, 2013**. Contact CareerWorks at 508.513.3400 for further workshop information.



## Buy Local From These New Chamber of Commerce Members

### Brockton Youth Foundation



107 Wheeler Ave, Brockton • 508-584-2506  
www.brocktonyouthfoundation.org

We are an organization of parents and civic leaders who want to raise awareness and community support of Brockton youth programs that keep our youth engaged in respectful activities which will encourage character development, sportsmanship, and community service. Join us at The Shaw's Center on Sunday, April 7, for our 5th annual Breakfast with Champions to honor student and adult leaders who have made a difference in the lives of our youth! Contact us for ticket information.

### Storage Pros of Brockton



145 Campanelli Industrial Drive, Brockton  
508-584-4800 • www.TheStorageProsOnline.com

Storage Pros Self-Storage is a full-service, award-winning, customer-oriented company that strives to provide high quality and customer satisfaction. Our locations in Brockton, East Bridgewater and Holbrook offer great amenities, such as: climate controlled units, moving & packing supplies, RV & Boat storage, truck rentals and more. If you need storage, call the PROS! Check us out on Facebook at facebook.com/StoragePros.

### Britton & Son Truck Tire Service



19 Riverside Avenue, Brockton  
508-584-6122 • www.brittontire.com

Founded in 1986 by Arthur Britton, Sr., Britton Tire is a family owned business, now operated by Arthur and sons Michael, Jimmy and Artie. Britton Tire offers quality tire service, 24/7 emergency roadside assistance and high-quality brand name tires. Located conveniently in front of the Campello T-Stop in Brockton, stop by Britton Tire for all your commercial or residential tire needs. No tire is too big for Britton Tire! Visit www.brittontire.com for coupons and information.

### TW Lighting



200 Reservoir Street, Needham  
617-830-2560 • www.twlighting.com

Based in Massachusetts, with factories in China, TW Lighting manufactures high-quality, natural color LED lighting that provides up to 80% cost and energy savings. Through our partnerships with utility-sponsored state programs, such as Mass Save®, we're able to offer our bulbs at up to 90% off retail cost. As a result retail and commercial customers may purchase our efficient and elegant ENERGY STAR™ LEDs at a price comparable to traditional halogen and fluorescent lighting sources.

## Business or Pleasure...

THE METRO SOUTH REGION: THE HEART OF EASTERN MASSACHUSETTS



The Metro South region offers the best of all worlds; cultural and corporate advantages, top notch education, exceptional health care facilities, rich culture, fun recreational activities, natural beauty, and the serenity of historic New England.

Find exceptional value in the heart of Eastern Massachusetts, centrally located between Boston, Providence, Plymouth and Cape Cod. Ride the rail to Boston in only 35 minutes! Call 508.586.0500 for your free map and brochure.

**METRO SOUTH**  
Regional Economic Development Organization

For more info, contact the Metro South Chamber of Commerce,  
508.586.0500 • www.metroouthchamber.com

## Do You Have an HR Question?

### Try the Human Resource Hotline

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 [info@metrosouthchamber.com](mailto:info@metrosouthchamber.com). Your questions and answers may be featured in an upcoming edition of the Action Report.



### Impact.

It takes the right tools to start - or grow - a business. And it takes customers to keep business growing.

The Metro South Chamber of Commerce builds strong businesses and communities by connecting you to new customers and suppliers, as well as to those who influence the local economy and quality of life. You'll get the tools and resources you need to grow and make a positive impact.

Call 508.586.0500 x 229 or visit [metrosouthchamber.com](http://metrosouthchamber.com) to learn more.

## BUSINESS EVENTS Planner

### February 6

#### Non-Profit Financial Workshop

9:30 am - 12:30 pm

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

For non-profits interested in establishing guidelines and policies, allocating for profit/cost centers, maintaining records, raising capital and measuring results

Cost; Free to Attend  
Please RSVP at 508.586.0500 ext. 227

### February 8

#### 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 Geoff Diehl.

Cost; \$8 members, \$15 future-members  
Please RSVP at 508.586.0500 ext. 231

### February 14

#### Good Morning Metro South

7:30 am - 9:00 am

**The Shaw's Center**  
1 Feinberg Way, Brockton

Join us as the Chamber celebrates the 100th anniversary of its founding with motivational speaker Norm Bossio, speed networking, special give-aways and breakfast.

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

### February 14

#### Trade & Expo Grant Info Session

9:30 am - 10:30 am

**The Shaw's Center**  
1 Feinberg Way, Brockton

STEP funds available up to \$10,000 (25% match) to reimburse businesses interested in increasing export sales of their goods and services. Attend this session to learn more.

Cost; Free to Attend  
Please RSVP at 508.586.0500 ext. 231

### February 26

#### Business After Hours

5:30 pm - 7:30 pm

**Tutto Bene**  
1050 Pearl Street, Brockton

Grow your business contacts and referral list by attending this event. All business employees and young professionals in the region are invited to attend.

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

### March 20

#### Taste of Metro South

5:30 pm - 8:00 pm

**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

### IT'S EASY TO REGISTER!

508-586-0500 x 231

508-587-1340

E-mail: [info@metrosouthchamber.com](mailto:info@metrosouthchamber.com)

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

Send reservation and payment to:

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



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issuu.com/metrosouthchamber