

Actionreport

January
2010

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.



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Chamber Approves Resolution In Support of Raynham Park



The Metro South Chamber of Commerce Board of Directors recently approved a resolution in support of Raynham Park as a preferred site of entertainment and gaming. "The Raynham Park facility has operated for decades in compliance with state laws regarding gaming. With more than six hundred experienced employees, they have a proven track record of producing an entertaining gaming experience in a convenient location. This facility is an asset to the community and state in so many ways. The people and leadership of this facility deserve our support. If new gaming laws and locations are to be approved in Massachusetts, Raynham Park should be at the very top of the list," said Chamber President and CEO, Christopher Cooney.

Raynham Park is requesting approval by the State of Massachusetts for a license that would allow them to continue operation of an entertainment and gaming facility. The legislature is set to take up the measure in early 2010. The Chamber urges the legislature

and the Governor to approve Raynham Park as a designated gaming site should the legislation be approved. The designation could save more than six hundred jobs slated for elimination as a result of the recent ban on greyhound dog-racing by the state of Massachusetts.



Convenient location near Routes 24, 128, 495, 95, and the proposed railway station make Raynham Park an ideal gaming site should legislation pass

Build Your Base of Business Contacts for 2010

Thursday, January 21, 2010

Join us at the next Good Morning Metro South Breakfast on Thursday, January 21 from 7:30 am-9:00 am at the Holiday Inn, 195 Westgate Drive, Brockton. The featured speaker is **Tim David**. Tim is a mentalist who uses psychology, persuasion, and non-verbal communication skills to create the illusion that he can read people's thoughts and predict their actions.



Tim David

During his entertaining presentation, he will be demonstrating his "people reading" and "subliminal influence" skills while teaching his simple yet powerful techniques for "Influencing Your

Own Mind Towards Outrageous Success in the Year 2010 and Beyond." For more information, visit www.mindblowingspeaker.com.

Also speaking will be **Kathy Manson, Director, Office of Safety, Department of Industrial Accidents for the Commonwealth of Massachusetts**. Kathy will discuss the Occupational Safety and Health Education and Training Program Grant. The program promotes safe and healthy conditions in the workforce for employees covered by the Massachusetts Compensation Law. To download a grant application, email safety@dia.state.ma.us.

Good Morning Metro South is being sponsored by **United Way of Greater Plymouth County, Inc.** The mission of United Way is to increase the organized capacity of people in the Plymouth County area to care for themselves and for one another.

Sponsored by:



In Partnership with:



Good Morning Metro South is being presented in partnership with **Fallon Community Health Plan**, providing high-quality, low-cost health insurance in Massachusetts since 1977.

As always, the GMMS breakfast program is a great networking opportunity. Guests are encouraged to stay for the informal networking immediately following the program. Register by calling Kim at 508.586.0500 x 231 or online at www.metroouthchamber.com/register.html. The cost is \$20 for members and \$25 for non-members.

Save the Date!

February Good Morning Metro South
Wednesday, February 10, 2010
7:30 am - 9:00 am
Holiday-Inn Brockton



Featuring
Linda Balzotti,
Mayor of Brockton

Sponsored by:

Universal Benefit Plans & Comcast

Call Kim Prosper at 508.586.0500 x 231 to register. \$20 members, \$25 non-members.

Great Restaurants at "Taste" Event- March 24

18th Annual
"A Taste of Metro South"
Wednesday, March 24
5:30 pm - 8:00 pm.
Shaw's Center, Brockton



This Annual Event is a celebration of living and working in the Metro South region. It is a great opportunity to sample tastes from area restaurants, discover cultural and community service organizations and enjoy live entertainment from local performers.

See page 8 for more information.

2010 Chamber Priorities

Priorities include leading on issues of regional economic infrastructure importance, attracting, training and retaining a competitive workforce, and collaborating for a climate conducive to competitive commercial development.

See page 5 for more information.

Power Purchasing Benefit

This is the last chance for members to join the Constellation NewEnergy Metro South Power Program, an exclusive electricity aggregation program to help members better manage their energy costs.

See page 5 for more information.

Census 2010 is Coming

United States®
Census
2010

Census Day: April 1, 2010

See page 6 for more information

Network at New Community Learning Center

Tuesday, January 26, 2010



Please join us for the Chamber's next Business After Hours networking event on Tuesday, January 26 from 5:30-7:30 pm at Crescent Credit Union, 115 Commercial Street, Brockton.

Come celebrate the opening of Crescent Credit Union's new Community Learning Center located on the 2nd floor of the Commercial



Street location. The Community Learning Center will offer English for Speakers of Other Languages (ESOL) classes, Financial Literacy classes, Basic Computer Skills, and Preparation for U.S. Citizenship.

This is a great way to make business connections in a casual setting. Exposure for your business is your competitive edge, so make sure to bring plenty of business cards. This event is free to attend. To register, please call Kim Prosper at 508.586.0500 x 231, or email kprosper@metroouthchamber.com.

MEMBERProfile



Stephen Pefluck,
Brockton Area ARC

Address: 1250 West Chestnut Street, Brockton, MA 02301

Phone: 508.583.8030 x 215

Website: www.brocktonareaarc.org

Year Established: 1952

Number of Employees: 110

Products or Services: Employment support for adults with disabilities.

What is your market area: Eastern Massachusetts

What markets do you serve: All companies that need any sort of handwork.

Brockton Area Arc/ Shoe City Contract Co.

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

We provide services for people with developmental disabilities. We do all handwork such as assembly, collating, salvaging, heat sealing, packaging, shrink wrapping, and all types of mailing.

Please list awards or special recognition that your firm has received.

Outstanding Human Service Award for Sibshops, Stonehill College for Furthering Education of Students, The Arc for Outstanding Achievement in the Development of Family Support and Outreach Activities.

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

To provide work for persons with disabilities. We offer both placement assistance and job opportunities. No job is too big or too small for us to handle.

Members profiles in the Action Report are selected randomly from those in attendance at the Good Morning Metro South (GMMS) breakfasts.

GOVERNMENTAffairs



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

The next Government Affairs Meeting will take place at the Chamber on January 8, 2010 at 12:00 pm. The featured speaker will be **Andrew Bagley, Director of Research and Public Affairs for the Massachusetts Taxpayers Foundation.**

Andrew Bagley joined the Massachusetts Taxpayers Foundation in 2007 to oversee a number of projects, in particular, issues surrounding state transportation finances and management.

In 1989 Mr. Bagley co-founded International Strategies Inc., an Internet software company developing tools for global business for Fortune 500 clients. Previously he was Deputy Secretary and Executive Director of the Mass-

achusetts Office of International Trade in the second Dukakis administration and staff member to U.S. Senator Paul Tsongas.

Mr. Bagley has a B.A. in government and philosophy from Colby College, an M.A. in economics from the University of Oregon, and a Masters in city and regional planning from Harvard University where he was a department scholar.

Register for this event by calling Lisa Keene at 508.586.0500 x 225, email lkeene@metroouthchamber.com, or register online at metroouthchamber.com/register.html. The cost to attend is \$5 for members; \$10 for non-members and includes lunch.

Plymouth County Treasurer at Recent Government Affairs Meeting

Christine Karavites, Government Affairs Chair; Featured Speaker Thomas O'Brien, Treasurer of Plymouth County; Jeffrey Ritter, Town Administrator of Bridgewater; Pat Ciaramella, Old Colony Planning Council



Parade Marshall Rides in DeSantis Chevrolet Style



DeSantis Chevrolet of Brockton provided the Holiday Parade Marshall (Lieutenant Governor Tim Murray) a 2010 Chevy Corvette convertible this year for use during the parade. Chamber President and CEO, Christopher Cooney met with owner, Dan DeSantis before the parade to pick up the car. "Special thanks go to Dan and the DeSantis family for their many contributions to the community throughout the year", said Christopher Cooney. See page 5 for photos from the parade.

Networking at St. Joseph Manor



Photos by Rich Morgan
www.richmorganphotography.com



Doug Pendarvis, Hamid's Kickboxing Academy; Philip Nessler, Philip Nessler, Jr., Esq; Noel Barbosa, Community Bank; Stanley Fevrier, New York Life Insurance Co.



Anne Deminico, CEO of St. Joseph Manor; Jim Thomas, Jim's Appliance & Drain Cleaning; Donna McDade, Edwina Martin House; Anne Beauregard, Brockton Library Foundation



Staff of St. Joseph Manor serve delicious food to over 80 Chamber members in attendance.



Bob Maulty, Allegra Print & Imaging, Noel Barbosa, Community Bank, John Costa, Opportuniti Knox; Kim Prosper, Chamber

BOARD OF DIRECTORS

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Scott Sanborn
Sovereign Bank

President and CEO
Christopher Cooney
Metro South Chamber of Commerce

Chair-Elect
Peter Neville
Concord Foods

Treasurer
Gary R. Oman
Gary R. Oman, P.C.

Vice Chair Community Affairs
Sue Joss
Brockton Neighborhood Health Center

Vice Chair Economic Development
Daniel Trout
The Community Bank

Vice Chair Government Affairs
Christine Karavites
Proteas Customized Consulting

Vice Chair Membership Development
William Morse
Mutual Bank

Immediate Past Chair
Reinald G. Ledoux, Jr.
Brockton Area Transit Authority

DIRECTORS

Jane Callahan - *HR Alternatives*

Pasquale Ciaramella -
Old Colony Planning Council

Richard Colon -*Verizon Communications*

Jack Conway -*Jack Conway & Company, Inc.*

John Costa - *Opportuniti Knox*

Loretta DeGrazia - *East Coast Petroleum*

Francis Dillon - *Stonehill College*

Jeffrey Dukess - *Frenette & Dukess, PC*

Sheila Gonzalez - *Bank of America*

Fred Mason - *National Grid*

Dana Mohler-Faria -
Bridgewater State College

David Orloff - *Sharkansky & Co., LLP, CPA's*

Andrea Papadopoulos - *Arista Associates, Inc.*

Bill Scanlon - *Community Newspapers
(The Enterprise)*

Andrew Schwartz
Law Office of Andrew H. Schwartz, LLC

Larry Siskind -
Siskind and Siskind Attorneys at Law

John Vlaco - *Brophy & Phillips Co., Inc.*

Charles Wall - *Massasoit Community College*

Patricia Williams - *HarborOne Credit Union*

CHAMBER STAFF

508-586-0500 Front Desk x 221

Christopher Cooney
President and CEO x 223

Kimberly Prosper
Program Director x 231

Lisa Keene
Business Development x 225

Kathryn Sayles
Competitive Workforce x 227

Kathleen Lynch
Member Services x 228

Kerry Sullivan
Finance x 230

John Nesti
Member Services x 229

Alison van Dam
Director of Communications x 222



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ACTION Report Volume 10 - Issue 1
(USPS-410630) is published monthly except for combined July/August for \$5.00 per year by the Metro South Chamber of Commerce, Sixty School Street, Brockton, MA 02301-4087.

Periodical Postage Paid at Brockton, MA.
POSTMASTER: Send address changes to Action Report, Sixty School Street, Brockton, MA 02301-4087

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

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

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

JANUARY *Calendar*

6	Ambassador Meeting	8:00 am
8	Government Affairs	12:00 pm
12	Taste Committee Meeting	8:15 am
12	Connecting Your Business to the Commonwealth	9:00 am
12	Executive Committee	3:00 pm
14	SEED Workshop	9:00 am
18	Martin Luther King Day - Chamber Closed	
20	U.S. Office Solutions - Member Led Showcase	8:30 am
21	Good Morning Metro South <i>Holiday Inn, Brockton, 195 Westgate Drive, Brockton</i>	7:30 am
26	Taste Committee Meeting	8:15 am
26	Business After Hours <i>Crescent Credit Union, 115 Commercial Street, Brockton</i>	5:30 pm
27	Board Meeting	12:00 pm

Coming Up February

2	Taste Committee Meeting	8:15 am
3	Ambassador Meeting	8:00 am
9	Taste Committee Meeting	8:15 am
9	SBA 101 Workshop for Lenders	9:00 am
10	Good Morning Metro South <i>Holiday Inn, Brockton, 195 Westgate Drive, Brockton</i>	7:30 am
12	Government Affairs	12:00 pm
15	President's Day - Chamber Closed	
23	Taste Committee Meeting	8:15 am
25	Business After Hours & Member Orientation <i>Easton Country Club, 255 Purchase Street, S. Easton</i> Chamber Member Orientation Business After Hours Networking	4:00 pm 5:30 pm

Save the Date March

2	Taste Committee Meeting	8:15 am
3	Ambassador Meeting	8:00 am
9	Taste Committee Meeting	8:15 am
12	Government Affairs	12:00 pm
16	Taste Committee Meeting	8:15 am
16	Executive Committee	3:00 pm
24	Taste of Metro South <i>Shaw's Center, 1 Lexington Way, Brockton</i>	5:30 pm
31	Board Meeting	12:00 pm

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

GOODNews - Celebrate the great things going on!

Members send Good News to avandam@metrosouthchamber.com

Mutual Bank Helps Area Charities

Mutual Bank helped the South Shore and Cape areas this holiday season by leading collection efforts for needy families throughout their branches.

At both Mutual Bank locations in Brockton, the Bank collected items for My Brother's Keeper. They encouraged area residents to make donations of new or old toys, clothes for children and clothes for adults at either location. "Nothing speaks more to the heart of the holiday season than helping those in need," said Glen White, CEO of Mutual Bank. He added, "We thank our neighbors, customers and friends for all they have done to date and encourage people to stop by our branches and donate to make a difference."

Santa Visits Mechanics Cooperative Bank

Santa recently visited Mechanics Cooperative Bank and sat with and took requests from over 50 children who came to visit. It was a great kick-off to the holiday season. Mechanics Cooperative Bank provided snacks and "Arts and Crafts" while each family waited for their picture with Santa. Playing Santa Claus was Joseph T. Baptista Jr., President and CEO of Mechanics Cooperative Bank. "This is what community banking is all about - engaging our customers, and the community, with great events like these," said Baptista.

Conway Sells Medical Building



Paul Durgin, Vice President of Conway Commercial, recently brokered the sale of 190 Quincy Ave. in Brockton, Mass. The 2,400 square foot medical building includes two levels and sold for \$300,000.

Ideally located directly behind Brockton Hospital, the building was most recently the home to a 30-year gastroenterology practice. The building will now be occupied by Adaptive Prosthetic & Orthotic Technologies, Inc.

Conway Commercial is a division of Jack Conway Co., which is celebrating its 54th year as the largest independently-owned real estate company in Massachusetts.

Signature Healthcare Partners with Tufts

Signature Healthcare announced a clinical affiliation with Tufts Medical Center and its Floating Hospital for Children. Beginning in early 2010, Tufts Medical Center's unique service delivery model will offer Signature Healthcare patients direct access to additional specialty and advanced care locally.

The Signature-Tufts Medical Center partnership builds on a 30-year history. Residents from the Medical Center have been part of a one-year transitional year residency program at Signature Healthcare Brockton Hospital since the 1970's. The clinical affiliation is intended to enhance and expand existing relationships in the treatment of pediatrics, cardiovascular disease, orthopedics, surgical services and women's health, including obstetrics and gynecology, while also building new partnerships in areas like bariatrics, neurology and cancer care.

Signature Healthcare School of Nursing

Nursing students at Signature Healthcare Brockton Hospital School of Nursing recently received generous scholarships thanks to the support of the **Roger Keith & Sons Insurance Agency of Brockton**. The scholarship fund is designed to help support tuition expenses for two current nursing students.

Students awarded the Roger Keith & Sons scholarship must maintain a cumulative GPA of 3.4 or higher. They must also excel in a clinical environment while consistently showing compassion in patient care. A \$1,500 scholarship was awarded to one full time day student, Jessica Marot of North Carver Class of 2010, and a \$1,000 scholarship to one weekend/evening division student, Lisa Lopes-Berry of Mashpee Class of 2011.

Brockton Hospital School of Nursing (BHSN) is a private co-educational institution of higher education established in 1897. BHSN is the only hospital-based nursing school in the state and has a collegiate affiliation with Fisher College. They have graduated over 2500 nurses. In 2008, 95% of BHSN graduates passed the nursing boards on the first attempt.

SEED Presents "Banker of the Year"

The South Eastern Economic Development (SEED) Corporation presented the "Banker of the Year" Award to **Anthony J. Aveni, Jr., First Vice**

President for Rockland Trust Company at its 27th Annual Meeting.

Anthony is truly committed to his customers and has worked to provide financial services to start-up and existing businesses throughout southeastern Massachusetts for over 20 years. He has made countless business loans in an effort to spur economic growth in our region.

During the past year, Anthony has made six SBA 504 loans to assist local businesses. Through the SBA 504 Program, a small business can obtain up to 90 percent financing for a fixed asset project, such as a building or heavy equipment. A bank selected by the applicant finances 50 percent of the project at conventional rates and terms. The SBA 504 debenture provides up to 40 percent and the applicant provides the remaining 10 percent.

Good Samaritan Medical Center Offers Free Valet Parking

To increase access and enhance customer service for patients and visitors, Good Samaritan Medical Center has hired Curbside Services to provide free valet parking at the hospital's main campus on 235 North Pearl Street, Brockton.

At Good Samaritan, Curbside's welcoming and valet parking services are available, free of charge, to patients and visitors from 7 a.m. to 5 p.m. on weekdays at both the main and emergency room entrances. Curbside attendants also manage wheelchairs and other equipment, perform minor car repairs such as jump-starting dead batteries and direct patients to ensure they get to their hospital destinations promptly and easily. In inclement weather, parking attendants stand ready with umbrellas.

For more information on valet parking at Good Samaritan Medical Center, please call 508-427-3000.

Census Testing at Self Help, Inc.

Friday, January 8: United States Census 2010 on-site recruiting/testing at Self Help Inc. Employment Opportunity Center, 142 Crescent Street, Brockton. On-Site Recruiting and Administration of Basic Skills Exam. Hiring Clerks and Census Takers/Enumerators. Must pass a 30 minute basic skills multiple choice exam. Exam will be administered on site @ 9:30am. Must bring valid, legal forms of Identification to the recruitment/testing, including: valid United States Passport or; any two of the following: valid drivers' license, Social Security Card, and/or government issued birth certificate. Good Pay: \$12.50 - \$17.00 Hourly. Temporary

Positions (Feb.2010-May 2010). Part-Time Employment (20-40 hours weekly). For More Information, Please Contact: Monica Sanchez, US Census Recruiting Assistant @ 781-577-2950.

ColoSpace Open House

Thursday, January 21: ColoSpace Customer Appreciation Open House. 1050 Hingham Street, Rockland MA 4pm-7pm. Food & Drink, giveaways and networking. RSVP to HMeister@colospace.com with the subject Holiday Rockland.

Mark Chaupetta Premiere Screening

On January 22 at 7:30 pm at the Shaw's Center, Brockton, there will be a premiere screening of "A Father's Fight: The Documentary." The story of Mark Chaupetta, a 40 year old father of twin boys suffering from Duchenne Muscular Dystrophy. To raise awareness and funds, Mark trained with some of the biggest names in mixed martial arts and fought in a stadium with thousands of spectators. Directed by Ron van Dam of Televisuals.

After the premiere screening, the documentary's original soundtrack will be performed live by Canadian twin recording artists Carmen & Camille. \$30 donation per person. Cocktails and hors d'oeuvres will be served. Call 508-889-2882 or visit www.afathersfight.net.

Embassy Seniors Exercise Program

Embassy Rehabilitation and Health Center offers an exercise program geared towards Senior Citizens promoting good health, good life and good times for one hour once a week. It is a chance to spend time and meet new people. Regular exercise has been shown to provide benefits in older adults such as improvements in cardiovascular, metabolic, endocrine and psychological health.

The Seniorize program has been developed to target three main areas; cardiovascular, strength training and balance and flexibility. The cardiovascular program offers moderate aerobic activity. The strength training program involves all muscle groups to promote healthier and stronger muscle and bones. The balance and flexibility program develops these areas which reduces the risk of falls and fall related injuries and stretches muscles that cause aches and pain in the back, neck and legs.

Contact Grace Doherty, Community Liaison, to set up a Seniorize program in your area or senior facility by calling (339) 933-9540.

Chamber Priorities . . .



Vision: To be the organization of choice for Metro South business professionals
Mission: To ensure the economic advancement of the Metro South region

Lead on Issues of Regional Economic Infrastructure Importance

- *Endorse* - Wastewater Treatment Capacity/Coordination
- *Gauge* - Impact of Commuter Rail Expansion Implementation
- *Promote* - Desalinated Water Supply as Alternative Source
- *Facilitate* - Economic Target Area Expansion and Coordination
- *Create* - Awareness Around Impact of "Creative Economy Designation" including "Art in the Windows" and Facade improvement Initiatives

Attract, Train and Retain a Competitive Workforce

- *Connect* - Competitive Workforce/Economic Development
- *Pursue* - English For All Workers Initiative to Reduce Backlog
- *Expand* - Higher Education Initiative Involvement and Support
- *Support* - Quality Housing, Education and Health Care Entities
- *Sponsor* - Human Resources Seminars
- *Endorse* - Raynham Park as a Gaming Site for Retention of Jobs

Collaborate for a Climate Conducive to Competitive Commercial Development

- *Endorse* - Gateway Cities Incentives for Sustainable Development
- *Advocate* - Attractive Commercial/Industrial Tax Rate Implementation
- *Operate* - Business Assistance Center and Edison Small Business Incubator
- *Present* - Small Business Seminar Series to Strengthen Business Start-ups
- *Attract* - Green/Clean Production and Energy Industries
- *Support* - "No Meals Tax" and Restraint on Late Night Business Ban
- *Promote* - The Region as a Desirable Place to Live, Work, Shop, Learn and Play.

To join the Chamber, call John Nesti at 508.586.0500 x 229 or Kathleen Lynch at 508.586.0500 x 228.

Energy Program, A Benefit for Chamber Members

Join the Metro South Power Program

Metro South Chamber of Commerce and Constellation NewEnergy Team Up to Offer Members Group Pricing Benefits

- Benefit from purchasing power as a group
- Understand the electricity market
- Get help analyzing your business' energy needs and budget

Learn more » www.newenergy.com/metrosouth



The Constellation NewEnergy Metro South Power Program, is an exclusive electricity aggregation program to help members better manage their energy costs. The program is particularly beneficial for small to medium sized businesses who can pool their smaller electrical requirements to gain access to competitive prices and more services that might normally only be available to large commercial and industrial customers. Participants in the program have the ability to lock in prices over the long term. For more information, visit www.newenergy.com/metrosouth or call Michael Karas, Business Development Manager at 617.455.2936.

Higher Education Collaborative Focus Groups



Higher Education Collaborative Focus Group at Signature Healthcare

Nurses. Over 35 health care workers participated in the focus groups and all were interested in attending courses that would develop their skills to help them advance their careers.

The Mayor's Higher Education Collaborative strives to increase college and career opportunities for adults and youth in the Brockton and the Metro South Region.

The Collaborative has received tremendous participation and feedback from onsite focus groups held at nursing homes and other health care providers in the Metro South Region. These focus groups were held to assess the career and academic interests and needs of health care workers, including Certified Nursing Assistants and Registered

The Mayor's Higher Education Collaborative is working with higher education partners to develop a Career and Academic Pathway to assist current and future health care workers to improve their professional status and to participate in academic, licensure and certificate programs. Feedback from the focus groups will allow the Collaborative to design and develop courses that will be offered in the Spring.

For more information on the Mayor's Higher Education Collaborative, contact Christine Karavites, Collaborative Coordinator at 508-982-4276.

Brockton Holiday Parade Photos 2009



Need help starting your business? Searching for money to start your business?

The Metro South Business Assistance Center can help!



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

- Business Related Software
- Access to Computers & Online Resources
- Comprehensive Reference Library
- Informational & Instructional Videos
- Professional Counseling (by appt.)
- Workshops & Seminars (fees may apply)

Research, Consultation, Education, and Advocacy

Metro South Chamber of Commerce Building, 60 School Street, Brockton
 508.586.0500 • www.metroouthchamber.com/bac.html

Local MLK Celebrations Planned

Workers May Qualify for EITC



Dr. Martin Luther King, Jr.

Article from the www.thekingcenter.com

The Martin Luther King, Jr. Holiday celebrates the life and legacy of a man who brought hope and healing to America. We commemorate as well the timeless values he taught us

through his example -- the values of courage, truth, justice, compassion, dignity, humility and service that so radiantly defined Dr. King's character and empowered his leadership. On this holiday, we commemorate the universal, unconditional love, forgiveness and nonviolence that empowered his revolutionary spirit.

We call you to commemorate this Holiday by making your personal commitment to serve humanity with the vibrant spirit of unconditional love that was his greatest strength, and which empowered all of the great victories of his leadership. And with our hearts open to this spirit of unconditional love, we can indeed achieve the Beloved Community of Martin Luther King, Jr.'s dream.

Area MLK Day Events: Monday, January 18, 2010

Please contact the following organizations for further information on Martin Luther King Day celebrations:

- Bridgewater State College at 508.531.2446
- Brockton Area NAACP at 508.587.0502
- The Children's Museum in Easton at 508.230.3789

Census 2010, Coming in March



The U.S. Constitution requires a national census once every 10 years to count the population and determine the number of seats each state will have in the U.S. House of Representatives, as well as funding that cities will receive. All U.S. residents must be counted - both citizens and non citizens.

The census will be mailed or delivered to households in February-March, 2010. The census is easy to complete, important and safe. By law, the Census Bureau cannot share an individual's response with anyone. **New in 2010: 10 in 10.** There are only 10 questions that can be completed in 10 minutes.

Pictured Left: Pedro De Jesus Partnership Specialist with the U.S. Census Bureau.

Hamid's Spreads Census Awareness



The American Dream Demo Team at Hamid's Karate and Kickboxing Academy recently donned Census 2010 shirts presented by the Chamber in an effort to raise awareness of the 2010 census.

Metro South Chamber of Commerce is proud to partner with the City of Brockton's Earned Income Tax Campaign for 2010. Free electronic tax preparation and filing is available at the **Harbor One Multi Cultural Center**, 68 Legion Parkway in Downtown Brockton on Monday evenings from 4-7 pm from February 2 - April 12.



Assistance on Saturdays will be provided at **Self Help Inc.**, 155 Centre Street Brockton. More information on this site will be available shortly. Preparation and filing will be done on a first come first served basis. Please bring a photo ID, Social Security card for you and your dependents and all earned income statements, i.e. W-2s and 1099s.

This program is designed to help working families and individuals with low and moderate income take advantage of the Earned Income Credit (EIC) as well as the Child Tax Credit (CTC).

With both the federal and state tax credits, workers may get up to \$4,700 in refunds. Workers can claim both the federal and state

EITC, even if they do not owe income tax, simply by filing federal and state income tax returns. You will receive a state credit equal to 15% of the federal amount. Millions of eligible workers risk missing out on these important federal tax benefits which are also matched to a lesser degree by the state.

Who Is Eligible?

• Workers who were raising one child in their home and had income of less than \$33,995 (or \$36,995 for married workers) in 2008 can get an EIC of up to \$2,917.

• Workers who were raising more than one child in their home and had income of less than \$38,646 (or \$41,646 for married workers) in 2008 can get an EIC of up to \$4,824.

• Workers who were not raising children in their home, were between ages 25 and 64 on December 31, 2009, and had income below \$12,880 (or \$15,880 for married workers) can get an EIC up to \$438.

For more on eligibility, visit www.taxcreditsources.org.

Call 508.586.7850 for more information

To Advertise in this Newsletter, Contact Bonnie Brunetti, 508-638-5582. Special Rates Available for Chamber Members.

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781.767.2244 (f)



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Additional \$4.5 Billion for SBA Recovery Programs New Information Boards to be Unveiled

President Obama signed the U.S. Department of Defense (DOD) appropriations bill, which included \$125 million to continue through February 28, 2010, the enhancements made possible through the American Recovery and Reinvestment Act (ARRA) to SBA's two largest loan programs. The SBA estimates the additional funding will support \$4.5 billion in small business lending.



for a variety of reasons. Eligible small businesses, in consultation with their lender, could choose to be placed in the queue for possible approval of an ARRA loan if funding became available. Currently there are 1,069 loans totaling almost \$530 million in the Recovery Loan Queue.

The extension included in the DOD bill authorizes the higher guarantee levels through February 28, 2010. The fee relief is authorized until this additional funding is exhausted or the end of the fiscal year, whichever comes first.

SBA will transition into a queue system as the funds start to wind down in order to ensure the maximum simulative effect of the programs and disbursement of funds. For more information, visit www.sba.gov.

As part of ARRA, SBA received \$730 million, which included \$375 million to increase the SBA guarantee on 7(a) loans to 90 percent and to waive borrower fees on most 7(a) and 504 loans. The funds for these programs were exhausted on Nov. 23.

SBA created the Recovery Loan Queue as part of its transition back to pre-ARRA lending because previously approved loans are sometimes canceled or never disbursed



The New Brockton Information Boards, created by the Chamber, have been completed. The boards contain information on local attractions and a bus map of the city. They are placed at 7 prominent locations around the city, including City Hall/the Chamber, the BAT terminal, the Downtown MBTA Train Station, the Downtown Parking Garage, the Brockton Historical Society, and the Fuller Craft Museum. The purpose of the boards is to help people navigate around the city and increase

tourism, fostering growth within the city.

Sponsors of the board include Edible Arrangements, Kindred Hospital, Old Colony YMCA, Good Samaritan Medical Center, Signature Healthcare, Lincoln Tech, Brockton Visiting Nurse Association and BuyBrockton.org

There will be an unveiling event of the boards in late January. For more information on the boards or the unveiling, contact Alison van Dam at 508.586.0500 x 222.

Members Find Value in the Metro South Chamber of Commerce



"I meet and talk to many more people than I ever could have imagined. The Metro South Chamber is like a regional economic mall, the anchor stores, like the banks and financial institutions, the colleges, hospitals, healthcare facilities and the utilities provide the core with small and large businesses mixed in. All support the chamber and a favorable business climate.

I Started my business with zero customers in 1997, and today I'm doing business with the largest employers in the region. The Metro South Chamber has been a boost to me both personally and professionally, I recommend it for any business person today."

- Bob Tufts, SET Associates, Easton Business Owner

• Leading Businesses • JOIN THE CHAMBER OF COMMERCE • Leading Communities •

To learn if Chamber membership is the right fit for your business, call John Nesti at 508.586.0500 x229 or Kathleen Lynch at 508.586.0500 x 228

Making a difference. For you. And your community.

To become a leading financial institution, HarborOne has had to excel in a number of ways. Although our primary focus is to provide a superior customer experience, and to give back to the people and the communities we serve, we're honored to have had some of our efforts recognized by others. In the past year, HarborOne has received the following awards:



OFFICES IN Abington • Attleboro • Bridgewater • Brockton • Canton • Easton • Mansfield • Middleborough • Plymouth • Randolph • Raynham • LOAN OFFICE IN Centerville

This credit union is federally insured by the National Credit Union Administration. Excess insurance provided by MSIC.



Boost Your Business with Green Certification



"83% of consumers say it is important for them to purchase products and services from responsible, sustainable companies."



The Metro South Chamber has partnered with Green Plus (www.gogreen-plus.org) to announce a new initiative which will allow businesses to achieve a credible "green" certification in order to convey their commitment to responsible and sustainable operations.

Please complete a brief survey on sustainability so that the Chamber may assess the needs of the business community and help to increase knowledge, community engagement, environmental impact and business success. You may find the survey on the Chamber homepage at www.metroouthchamber.com. Upon completion, data will be collected and a program will be put into effect.

Chancellor Motley Speaks to Chamber

Sponsored By:



DJ service by
Rob Peters
Entertainment



Chamber President & CEO Christopher Cooney; Kathleen Ludgate with the U.S. Census; Chancellor Keith Motley; Christine Karavites, Chair of Government Affairs; Pauline Labouliere, Trinity Catholic Academy



UMass Boston Chancellor J. Keith Motley addresses the breakfast attendees.



Segment Speaker Lees Yunits signs her copy of *We the Mayor* for event interviewer Dan Trout of the Community Bank



Kathleen Ludgate, Regional Director of the U.S. Census Bureau discusses the "10 in 10" 2010 Census Campaign (see page 6).



Sponsor Monique Aleman of Good Samaritan Medical Center discusses new programs.



18th Annual Taste of Metro South
Wednesday, March 24, 2010, 5:30 pm - 8:00 pm
Shaw's Center, Brockton

Tickets available at www.metroouthchamber.com/register.html

\$25 in advance/ \$30 at the door

Call 508.586.0500 x 231 for tickets and more information

Calling All Restaurants; Taste of Metro South



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

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

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

Don't miss this invaluable opportunity. For more information, please contact Kim Prosper at 508.586.0500 x 231 or email kprosper@metroouthchamber.com

Participate on the Taste of Metro South Committee:

The Taste Committee helps organize the Taste of Metro South to increase the awareness and appreciation of living and working in the region. The committee helps recruit new restaurants and meets to discuss the logistics to make a successful community event. To join the Taste Committee, contact Kim Prosper at 508.586.0500 x 231.

MEMBEROrientation

February 25, 4:00 - 5:30 pm

Join us for a Member Orientation on Thursday, February 25 from 4:00-5:30 pm at the Easton Country Club, 255 Purchase Street, South Easton, prior to the Business After Hours networking event. The Member Orientation gives new members, prospective members, and new employees of existing mem-

ber companies an opportunity to network and explore the many programs and services available to Metro South Chamber members.

The Member Orientation is free, but pre-registration is required. Please call 508.586.0500 ext. 231 to register or email kprosper@metroouthchamber.com.

February Business After Hours

February 25, 5:30 - 7:30 pm • Easton Country Club

Please join us on February 25 from 5:30 pm - 7:30 pm for a Chamber Business After Hours networking event at Easton Country Club, 265 Purchase Street, South Easton.

Easton Country Club offers function space for corporate outings, business breakfasts, award ceremonies, parties, reunions, weddings, bar/bat mitzvahs and more with 2 function rooms offering spectacular views or charming cozy settings. The 18 hole golf course offers a mixture of fairways and large greens for all golfers of all skill levels. For more information, visit www.eastoncountryclub.com.

This event is \$5 for members and \$10 for non-members and will take place directly after the Member Orientation (see above). Register by calling Kim at 508.586.0500 x 231 or email kprosper@metroouthchamber.com

Metro South Staycation - Wonderful Winter Fun



Glide at the Ice Rink

Asiap Skating	
702 Belmont St., Brockton	(508) 583-6804
Bridgewater Ice Arena	
20 Bedford Pk, Bridgewater	(508) 279-0600
Rockland Ice Rink	
599 Summer St., Rockland	(781) 878-7500

Catch a Movie

Hoyts Cinemas: Sharon 8	
111 S. Main St., Sharon	(781) 784-9300
Showcase Cinemas	
13 Mazzeo Dr., Randolph	(781) 963-5600

Visit a Museum

Brockton Historical Society Museum	
216 N. Pearl St., Brockton	(508) 583-1039
Fuller Craft Museum	
455 Oak St., Brockton	(508) 588-6000
The Children's Museum in Easton	
PO Box 417, North Easton	(508) 230-3789

Relax with a Massage

Essentials Laser & Med Spa	
111 Torrey Street, Brockton	(508) 580-9876
Makeovers Salon & Spa	
574 Washington St., S. Easton	(508) 238-2201
Michele's Massage Studio	
455 West Center St., W. Bridgewater	(781) 504-3443
Wings Massage & Bodywork	
1191 N. Main St., Randolph	(508) 332-6522

Eat at a Chamber Member Restaurant

Barrett's Ale House	
425 Bedford St., Bridgewater	(508) 697-4800
Burrito Wraps, Mexican Grill	
688 Crescent Street, Brockton	(508) 427-0018
Cameron's On The Green	
436 Oak St., E. Bridgewater	(781) 447-7888
Cancun Mexican Restaurant	
145 Main St., Kingston	(781) 585-0060
Cape Cod Cafe, Inc.	
979 Main St., Brockton	(508) 583-9420
Christo's, Inc.	
782 Crescent St., Brockton	(508) 588-4200
Good Days Restaurant, Inc.	
99 So. Main St., W. Bridgewater	(508) 584-0077
Gourmet Cafe	
245 Main St., Brockton	(508) 580-0966
Heather's Place	
1300 Plymouth St., E. Bridgewater	(508) 715-4787
McDonald's	
118 Main St., N. Easton	(508) 238-3468
Miko's Cafe	
912 Crescent Street, Brockton	(508) 232-6754
Stonebridge Cafe	
1285 Belmont St., Brockton	(508) 584-5200
Supreme House of Pizza	
376 Centre St., Brockton	(508) 588-0044
Tamboor Restaurant	
282 Main St., Brockton	(508) 584-8585
Tekoah's Bistro & Jazz Club	
34 Pretonelli Way, Brockton	(508) 580-4080
Texas Roadhouse	
124 Westgate Dr., Brockton	(508) 427-6244
The Back Nine	
17 Heritage Hill Dr., Lakeville	(508) 947-9991
The Charlie Horse Restaurant	
674 Old W. Ctr. St., W. Bridgewater	(508) 583-7252
The Halfway Cafe	
200 S. Franklin St., Hollbrook	(781) 767-2900
The Rock Lobster	
17 Dyke Road, Marshfield	(508) 982-4011
The Victorian House at TJ Smiths	
13 Cross St., E. Bridgewater	(508) 378-7436
Venus Cafe, Inc.	
47 South Ave., Whitman	(781) 447-9072
Westgate Lanes and Pub	
64 Westgate Dr., Brockton	(508) 583-1297
X & O Restaurant	
217 Washington St., Stoughton	(781) 344-1800

Go Bowling or Play at the Arcade

Carousel Family Fun Center (Rollerskating)	
1055 Auburn Street, Whitman	(781) 857-1286
The Charlie Horse Restaurant	
674 Old W. Ctr St., W. Bridgewater	(508) 583-7252
Timber Lanes, Inc.	
459 Bedford St., Abington	(781) 878-0218
Viking Recreation Center	
607 Bedford St., E. Bridgewater	(508) 378-9830
Westgate Lanes and Pub	
64 Westgate Dr., Brockton	(508) 583-1296

Experience the Slopes

Blue Hills	
4001 Washington St., Canton	(781) 828-5070



For more recreation and business information, look for the 2010 Chamber Book for Business



Brockton - Massachusetts. An Economic Success Story.

Written by Mary Waldron, Interim Executive Director, Brockton 21st Century Corporation

As we close 2009 and begin 2010, the Brockton 21st Century Corporation continues to provide businesses and residents with a one stop center for Brockton's economic development and community development needs. We look forward to working closely with our Brockton officials and our business partners to make Brockton a true economic success story. This effort will demand good communication and an ever present persistence to pursue all business leads. Our goal is to stay vigilant in promoting Brockton to businesses in and out of Brockton looking for an affordable, close proximity to Boston with great transportation access with water and sewer capacity.

Sky Vegetables - The Sky is the Limit

Having recently been designated as a BioReady community by the Massachusetts Biotechnology Council, the Brockton 21st Century Corporation has embraced a bold initiative to advance Brockton to the next level of attracting green industries and technology as well as embracing renewable energy.

We are currently working with Sky Vegetables, Inc., a Massachusetts-based company, to develop an urban hydroponic rooftop garden at 560 Oak Street - the former site of Maxwell Shoes, a prime location for one of Sky Vegetables' first commercial rooftop farms. Specifically, our efforts include weekly conference call to work with the City's public officials for support letters as well as building collaborations with our business partners and institutions of higher learning. This project is at its beginning stage but will pay dividends to our city.

Produce is grown in a specially designed hydroponics greenhouse equipped with wind turbines, solar panels, rain harvesters and composting devices. The 440,000-square-foot facility will yield 300 to 400 tons of food per year, of which 40 percent will be

sold to area markets, another 40 percent to schools, hospitals and university food services, and the rest to food banks and farmers markets. Sky Vegetables' technology requires less water and fuel and generates fewer carbon emissions than conventional farming methods to produce fresh, nutritious and chemical-free vegetables, fruits, herbs and flowers, year-round.

This project serves as a Youth Employment Sector Initiative (Y.E.S.) and will benefit the city in several major ways; it will create on average thirty new jobs, both full and part-time, and will offer our youth successful long-term educational and career development opportunities. Beyond employment opportunities for youth, Sky Vegetables will benefit citizens of all ages by providing fresh fruits and vegetables.

Our goal is to become one of the foremost GREEN friendly cities in the country and in reaching this goal, Brockton 21st Century Corporation will continue to help in finding incentives to bring this project and others into fruition. It is in our great interest that top-of-the-line projects such as Sky Vegetables flourish in Brockton for the benefit of our community, residents and local business owners.

Top Employers - Annual List

The Brockton 21st Century Corporation provides an annual reporting of the city's largest employers. Whether private or public, we celebrate these employers as they bring jobs to the City. Made in Brockton could not be more true. These employers provide various services; a solid education, health care services, public services or manufactures. Each are extremely important to Brockton in their own right. As part of Brockton 21st Century Corporation's mission, it is vital that we find ways to sustain these existing businesses. Please join us in acknowledging them and applaud them for their contributions to the economic health of Brockton. Visit www.brockton21.com and look under "What's New" for the complete listing.

The Façade Improvement Program

It is gaining momentum! We have revised the initial application and terms sheet to clarify the program's objective and process. If you or someone you know owns a commercial building in Brockton, which needs a facelift - fresh paint, new signs, more efficient windows, replaced bricks, etc. - this Program is designed to aid the funding of such projects. The Façade Improvement Program provides interest-free declining-balance loans for façade and signage improvements to approved building owners in the principal business districts in the City of Brockton. We hope to assist a contingency in the Commercial Area Revitalization District (CARD) in the downtown center, Montello and Campello, but are open to assisting any commercial building owner in Brockton. This program is not intended to reimburse building owners for new construction or previously completed work, but it shall assist new projects for 2010, once they have applied to the program and have been approved by Building a Better Brockton, Inc.

Applications are available at 50 School Street, Building a Better Brockton, Inc. Applications will be accepted on a rolling basis. We will hold two workshops further explaining the program and application process. Both workshops will be held on **Wednesday January 13, 2010** in the conference room at the Chamber of Commerce, **60 School Street**, from **10 - 11 AM**, and from **6-7PM**. For more information, email mwaldron@brockton21.com.

WELCOME *New Members*

A. Walecka & Sons, Inc.
Mr. Brian Walecka
2375 Cranberry Highway
West Wareham, MA 02072
(800) 221-2158
www.awalecka.com
Moving & Storage

Barrett's Ale House
Mr. Michael Barrett
425 Bedford Street
Bridgewater, MA 02324
(508) 697-4800
www.barrettsalehouse.com
Restaurants

Boston Limo and Shuttle Service, LLC
(Formally Extreme Limousine)
Mr. Barry Walters
P.O. Box 719
East Bridgewater, MA 02333
(508) 378-7788
www.extremelimo.info
Limousine Services

EJ Cleaning Services
Mr. Edgar Jesus
P.O. Box 3063
Brockton, MA 02304
(774) 444-5118
www.ejcleanings.com
Cleaning/Janitorial

Hugs for Healing Foundation
Ms. Kristen Bullock
PO Box 383
South Easton, MA 02375-0383
(774) 274-2216
www.hugsforhealing.com
Human Service Organizations

Indus Travels, Inc.
Mr. Allie Williams
110-8311 Westminster Highway
Richmond, BC V6X 4H2
(301) 768-2212
Travel Agencies

Maher Bros. Auto Sales and Service Loan Center
Mr. Stephen Maher
803 Crescent Street
Brockton, MA 02302-3401
(508) 588-9959
www.maherbrothersauto.com
Auto Sales & Service

Malcolm Parvey
Mr. Malcolm Parvey
5 Main Street
Franklin, MA 02038
(508) 520-0884
www.sell2gov.com
Business Consulting Services

Raynham Taunton Greyhound Park
Mr. Tom Carney
PO Box 172
Raynham, MA 02767-1900
(508) 824-4071 Ext:545
www.rtgpc.com
Entertainment

Stephco Cleaning Systems Inc.
Mr. Stephen Collins
882 South Franklin St.
Holbrook, MA 02343
(781) 767-5323
www.stephcocleaning.com
Cleaning/Janitorial

Tax Lady EA
Ms. Patricia Masters
PO Box 428
Pembroke, MA 02359
(781) 293-1040
www.taxladyEA.com
Tax Return Preparation

Venus Cafe, Inc.
Mr. John Drosos
47 South Ave.
Whitman, MA 02382
(781) 447-9072
Restaurants

RENEWING Members *Thank You !*

Bay State Gas Company
Brian Healey Contractor, Inc.
Brockton Area Transit Authority
Burrito Wraps, Mexican Grill
Caritas Good Samaritan Occupational Health Services
Clearpoint Communications, Inc.
Dahlborg-MacNevin Funeral Home
Direct Media
Edible Arrangements
Four Points Realty
Grant's Rental
Hanson, Murphy & Associates
HarborOne Credit Union

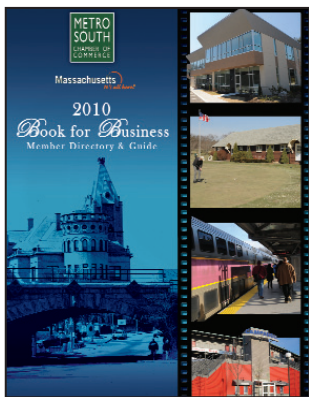
Ideal Jewelry & Loan
J. Frank Conley, Inc.
Jon L. Jenmarc, Inc.
M. Donahue Associates, Inc.
Massasoit Community College
Metro PCS
Nemo's Carry All Market, Inc.
Olde Northeast Realty L.P.
Pawtucket Red Sox
Romm Diamonds
Stonehill College
Stoughton Motel
Sullivan Appraisal/Marlene Ann, Inc.
Wallace H. Peckham III, CPA PC
X & O Restaurants

Holiday Dinner Train Fun for All



Over 200 people boarded the sold out Holiday Dinner Train aboard the Cape Cod Central Railroad. Passengers enjoyed a delicious 3 course meal and scenic views along the Falmouth line, including a trip over the Cape Cod Suspension Bridge. Photos by Rich Morgan Photography.

Book For Business Arriving Soon



The Chamber of Commerce will soon be distributing the 2010 **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, 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 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 **January 6** and **February 3** from 8:00 - 9:00 am at the Metro South Chamber of Commerce.

To become an Ambassador, call John Nesti at 508.586.0500 ext. 229.

Businesses Learn About Data Security Laws

Barbara Anthony Undersecretary (right), and Jason Egan, Deputy General Counsel at the Massachusetts Office of Consumer Affairs and Business Regulations recently spoke to Chamber members about compliance with the new Data Security Laws. Also as part of the program aNetworks, U.S. Office Solutions, ColoSpace and Universal Benefit Plans provided demos of their data security products and services.

The new **Data Security Law**, taking effect on **March 1, 2010** will impose significant data security requirements on businesses possessing personal information and those accepting credit card payments of state residents. For more information, visit www.mass.gov/consumer.



Your Chamber Staff- Ready to Assist You



General Phone Number: 508.586.0500info

www.metroouthchamber.com • info@metroouthchamber.com

Standing: Kerry Sullivan, Bookkeeper (x 230); Lisa Keene, Business Assistance and Advocacy (x 225); John Nesti, Member Services Director (x 229); Alison van Dam, Director of Communications (x 222); Kathryn Sayles, Connecting Activities Coordinator (x 227)

Sitting: Kathleen Lynch, Member Services (x 228); Christopher Cooney, Chamber President & CEO (x 223); Kimberly Prosper, Program Director (x 231)

MEMBER-LED Workshop

Office Technology Showcase with U.S. Office Solutions

Wednesday, January 20, 8:30 am - 11:00 am

Metro South Chamber of Commerce, 60 School Street, Brockton

U.S. Office Solutions in partnership with ACTSmart, Inc and the Law Office of Attorney George Boerger present the **Office Technology Showcase**. This "Morning Coffee" session is designed to inform and educate business professionals.

Presentations will focus on leading office technologies, featuring "Recollect- Your Office Filing Cabinet," led by **U.S. Office Solutions**, your local document management specialist. In addition **ACTSmart** will discuss the preservation and safety of your critical business data. Also, **Attorney Boerger** will present information on the new Massachusetts privacy laws and their impact on small business.

Continental breakfast will be served. **There is no charge for the event** but due to limited seating, reservations are required. For more information or to reserve your seat, contact U.S. Office Solutions at 877-836-9951 x 7.



SBA 101 Workshop for Lenders

Tuesday, February 9, 9:00 am - 12:00 pm

Metro South Chamber of Commerce, 60 School Street, Brockton

Who should attend: New SBA lenders and lenders that need a refresher in the basics. This workshop covers SBA 7a and 504 loan eligibility, overview of SBA finance programs, SBA loan closing and SBA loan servicing. Instructor Anne Hunt, Lead Loan Specialist will guide you through the SBA lending programs and how they can assist your customers. Now that all loans are centrally processed, this

training program is invaluable and more important than ever. Learn how to avoid the most common pitfalls.

To register for this event, contact Lisa Keene, Director of Business Assistance at the Chamber at 508.586.0500 x 225 or email lkeene@metroouthchamber.com



Connecting Your Business to the Commonwealth

Tuesday, January 12, 9:00 am - 3:00 pm (Registration at 8:30 am)
Metro South Chamber of Commerce, 60 School Street, Brockton

Interested in doing business with the Commonwealth of Massachusetts?

The Operational Services Division, State Office of Woman and Minority Owned Business Assistance, and Affirmative Market Program are offering a FREE workshop designed for businesses who are interested in learning how to do business with the State.

WHAT THE WORKSHOP WILL COVER...

- Where to find bidding opportunities
 - Bidding process for Statewide Contracts
 - Where to find ARRA - federal stimulus procurement & grant opportunities
 - Comm-PASS overview • Marketing to public entities
 - How to become SOMWBA Certified
 - How the Affirmative Market Program supports SOMWBA Certified businesses
- And more!*

TO REGISTER:

To register for this free workshop, visit www.mass.gov/pace, and login to PACE. You may also call 617-720-5500, or email osdtraining@state.ma.us For additional information, visit www.mass.gov/osd.

U.S. Small Business Programs Offered

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

Small Business Counseling (SCORE)

Small Business / Development Centers • Business Information Center SBA 7(a)

• Loan Guaranty Program • 8(a) Business Development HUB/Zones • Small Disadvantaged Business Assistance • Government Contracting Opportunities

The workshop will be held at **CareerWorks**, 34 School Street, Brockton from 2 - 4 pm on the third Wednesday of each month. The next workshops will be held on **January 20, 2010** and **February 17, 2010**. Contact CareerWorks at 508.513.3400 for further workshop information.



Chamber to Host Business Plan Workshops

Thursday, January 14, 9am - 12pm < (Session I) >

Thursday, January 14, 1pm-4pm < (Session II) >

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

Sponsored by: Rockland Trust Community Development LLC



The South Eastern Economic Development (SEED) Corporation will hold free basic business workshops aimed at assisting potential and existing entrepreneurs. The workshops are co-sponsored by local banks and credit unions, the MA Small Business Development Center (SBDC), Metro South Chamber of Commerce, Brockton 21st Century Corporation and SCORE (Service Corporation of Retired Executives).

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

with a free guide to writing a business plan and other materials.

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

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

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

Barrett's Ale House



425 Bedford Street, Bridgewater • 508-697-4800
www.barrettsalehouse.com

Barrett's Ale House provides an extensive dining experience featuring a full menu with continuous daily specials and 2 full service bars offering a complete specialty drink menu. There are 28 HDTV's throughout the restaurant, and a huge deck area with a beach patio that creates your tropical escape. We have entertainment every Monday-Saturday night. Barrett's also hosts many private functions, from office parties and birthdays to bridal showers and wedding receptions.

Hugs for Healing Foundation



PO Box 383, South Easton • 774-274-2216
www.hugsforhealing.com

The Hugs for Healing Foundation is a non-profit organization which reaches out to people being treated for cancer. Our philosophy is to "pay it forward" - to accept the kindness given to our family and pass our generosity on to others. It is important for any person facing cancer to stay positive and concentrate on recovery. The Hugs for Healing Foundation is a way to extend a "hug" to those in need. In addition, we offer Treatment Totes, full of thoughtfully chosen gifts.

Executive Cuts



Adler Lamarre, Vronsky Mathe, Willy Alicea

105 Main Street, Brockton
508-580-2550 • www.compumath.com

Executive Cuts is an upscale barbershop located in downtown Brockton, diagonal from City Hall. Our shop is open Monday-Saturday and features some of Brockton's finest professional barbers. It is our mission to provide you with the highest level of customer service and satisfaction. A great, diverse staff gives us the benefit of having all cultures feel at home. Come in and enjoy the variety of music, 46" LCD TV or the cyber cafe. Appointments and walk-ins welcome.

A. Walecka & Son, Inc.



2375 Cranberry Highway, West Wareham
800-221-2158 • www.walecka.com

The Walecka family has been providing moving and storage services for 75 years and 4 generations to families relocating coast to coast and internationally. Diversification in the transportation and warehouse industry has been key to success. Services include office and industrial relocations, palletized and commercial storage, inventory management, specialized transportation of electronics and exhibits, record storage and document shredding services.

2010 Holiday Calendar



Holiday	Day	Manuf.	Retail	Liquor	Taverns	Banks	Stock	State/County	Schools	Libraries	Mail	Delivery
New Year's Day	Thursday, January 1	§	■	■	■	●	●	●	●	●	●	No
M.L. King Day	Monday, January 18	■	■	■	■	□	■	●	●	●	●	No
President's Day	Monday, February 15	■	■	■	■	□	■	●	●	●	●	No
Patriot's Day	Monday, April 19	■	■	■	■	□	■	●	●	●	●	Yes
Memorial Day	Monday, May 31	§	○	■	■	●	●	●	●	●	●	No
Independence Day	Sunday, July 4	§	○	■	■	●	●	●	●	●	●	No
Labor Day	Monday, September 6	§	○	■	■	●	●	●	●	●	●	No
Columbus Day	Monday, October 11	§	◆	◆	■	■	●	●	●	●	●	No
Veteran's Day	Thursday, November 11	§	X	X	●	■	●	●	●	●	●	No
Thanksgiving Day	Thursday, November 25	●	●	●	■	●	●	●	●	●	●	No
Christmas Day	Saturday, December 25	●	●	■	●	●	●	●	●	●	●	No

- Open
- Closed
- Manufacturers and other non-retailers may not open without local police permit.
- Open at the discretion of the individual bank. Most banks are expected to be closed on Martin Luther King Day.
- ◆ Blue Laws apply before noon. Local police permit is required to operate before noon.
- X Blue Laws apply before 1pm. Local police permit is required to operate before 1 pm.
- § Retail stores must pay time and one-half.

Summary of State Laws Relative to Legal Holidays Blue Law

- apply until midnight
- on Columbus Day apply until noon
- on Veteran's Day apply until 1 p.m

Work permits for "Blue Law" holidays

- can be obtained at the discretion of local authorities
- should be requested 60 days in advance
- shall not cover more than one day Overtime
- In general, retailers** (with 8 or more employees) are required to pay a minimum of time and one-half to non-professional employees working on all Sundays. All retailers, regardless of size, are required to pay a minimum of time and one-half on New Year's Day, Memorial Day, Labor Day, Columbus Day, Independence Day, Veteran's Day and on January 2 in years on which January 1 fall on a Sunday.

Other Holiday Facts

- When January 1 falls on a Sunday, retailers may open for regular hours the following day.
- The provisions of the law relating to overtime, to the stipulation that a person cannot be required to work and to permits concerning the opening of retail stores on restricted holidays, are enforced by the department of Fair Labor & Business Practices.

For further information

- The information contained in this calendar is based on current state statues and regulations. For further information, contact the agencies listed below.
- For questions regarding permit regulations, contact the Executive Office of the Attorney General, Division of Fair Labor and Business Practices at 617-727-2200.
- For all other questions, please contact the Citizen's Information Service at 617-727-7030 or 1-800-392-6090.

When a legal holiday falls on a Sunday, it is observed on the following day. When a legal holiday falls on a Saturday, it is observed on that day.

* Chapter 136, Section 6 of the Massachusetts General Law provides a list of 54 clauses which detail different activities that are not prohibited on Sundays or holidays. These are know as exceptions to the Blue Laws.

** As defined in Chapter 136, Section 6, Clauses 25, 27, and 50 and in Chapter 138.

January 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.

Tickets: \$5 members, \$10 non-members
Please RSVP at 508.586.0500 ext. 225

January 21

Good Morning Metro South

7:30 am - 9:00 am
Holiday Inn-Brockton
195 Westgate Drive, Brockton

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

Tickets: \$20 members, \$25 non-members
Please RSVP at 508.586.0500 ext. 231

January 26

Business After Hours

5:30 pm - 7:30 pm
Crescent Credit Union
115 Commercial Street, Brockton

This is a great networking event in a casual setting. Refreshments will be served. Do not forget your business cards!

Free for members
Please RSVP at 508-586.0500 ext. 231.

IT'S EASY TO REGISTER!

508-586-0500 x 231 ☎

508-587-1340 📠

E-mail: info@metrosouthchamber.com ✉

Send reservation and payment to: 📧

MSSC
Sixty School Street
Brockton, MA 02301-4087



PREREGISTRATION IS NECESSARY. Individuals registering at the event will be charged a \$5.00 late fee. For companies wishing to be billed there is a \$3.00 billing charge. Cancellations for all events must be received 24 hours in advance of the event, otherwise the company will be charged regardless of attendance.