



Action report

July/ August
2008

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.



Eric Dresser, Page 6



Vanessa Tierny, Page 9



Maxine Asseline, Page 10

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the Enterprise

Disaster Preparation for Business

Date: Thursday, July 17
Time: 8:30 am - 11:00 am
Location: Thorney Lea Golf Club,
159 Torrey Street, Brockton
Cost: \$25 for members, \$30 for non-members

If you had to close your business because of a natural or human-caused disaster, how prepared would you be to maintain contact with your employees, customers, vendors and others to do whatever it takes to get back in business as soon as possible? What if equipment or machinery that you rely on were severely damaged? What if you lost critical information or vital records, essential to the continuation of your business? Would you lose market share and damage your reputation? According to the Institute for Business & Home Safety (IBHS), at least one-fourth of all businesses that close because of a disaster never reopen.

The speaker is Diana McClure, VP and Director of Business Protection for the Institute for Business & Home Safety. Diana McClure joined IBHS in 1997 and is responsible for the Open for Business® program. She

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has also managed IBHS' Showcase Communities/ Showcase State for Natural Disaster Resistance and Resilience and land use initiatives. Prior to joining IBHS, she worked for Rhode Island Sea Grant at the University of Rhode Island Coastal Resources Center and was a mitigation specialist with FEMA Region I, traveling throughout the U.S. to help communities recover from natural disasters.

Diana will cover why planning for business resumption from a natural or human-caused disaster can make the difference between survival and closing your doors. Participants will receive a copy of IBHS' "Open for Business®: A Disaster Planning Toolkit for the Small to Mid-Sized Business", learn about the basics of business continuity planning and how small and mid-sized businesses can protect their company and employees with a minimal burden on resources.

If you would like to attend, please contact Lisa at the Chamber at 508.586.0500 x 225.

International Trade Bolstering Business

Thursday, September 18

Join us at the next good Morning Metro South breakfast on Thursday, September 18, 2008 from 7:30am-9:00am at the Holiday Inn, 195 Westgate Drive, Brockton. The featured speaker is **Leslie M. Schweitzer, Senior Trade Advisor, US Chamber of Commerce.**



Leslie M. Schweitzer

Ms. Schweitzer is developing and directing the TradeRoots Initiative, a national grassroots international trade education program designed to raise the public awareness of international trade. Ms. Schweitzer has over thirty years of experience in the international trade arena. She pioneered U.S./China business beginning in 1977 and is proficient in foreign negotiation, marketing, product development, bartering, counter purchase and manufacturing, as well as experienced in analyzing growth potential of foreign companies.

Good Morning Metro South is being sponsored by the United Way of Greater Plymouth County, Inc. The mission of the United Way of

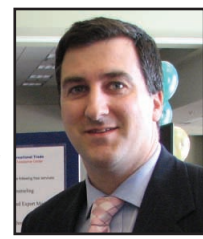
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Greater Plymouth County is to increase the organized capacity of people in the Plymouth County area to care for themselves and for one another. Through citizen leadership and action, the United Way assures an efficient and effective net-

work of human care services meeting the community needs.

Toby Stapleton, Executive Director of the International Trade Assistance Center (ITAC) is also speaking. ITAC is a private, non-profit organization that provides international trade assistance to local companies.



Toby Stapleton

As always, the Good Morning Metro South program series promises to be fast-paced, informational, and a great networking opportunity. Guests are encouraged to stay for informal networking immediately following the program.

Pre-register by calling the Chamber at 508.586.0500 x 231. You may also register online at www.metroouthchamber.com/register.html. The cost is \$20 for members and \$25 for non-members.

Athena Award



Christopher Cooney, Chamber President, Athena Award Recipient Vanessa Tierny, Brockton Area-Services Inc., Emcee and former Athena Award recipient Christine Karavites, Proteas Consulting, and keynote speaker Michelle Yozzo Drake, CEO of the Cove Group, Inc.

Sponsored by:



For Athena Award Nominee bios and for more photos, see page 9

Verification Form Ensures Free Business Listings

Look for your verification form from the Metro South Chamber of Commerce. They will be mailed this week!



This form will be used for your free listing in the next **Metro South Book for Business.** The Metro

South Book for Business is a member directory and guide distributed to over 5,000 people ranging from visitors to business leaders.

Please verify the information, mark any corrections and/or omissions and return it. If you have any questions please contact Alison van Dam at 508.586.0500 x 222.

Save the Date!

Chamber of Commerce
Annual Meeting:
November 19

Fall Chamber Programs Taking Shape

The Chamber will be holding key **planning sessions** this summer in order to establish priorities for various member programs. Interested Chamber members are encouraged to attend. Your participation is helpful in providing the best possible programming. The **Government Affairs Meeting** will take place on **July 10**, and the **Good Morning Metro South Planning Session** will take place on **August 6 at 12pm**.



Please note the date of the meeting you would like to attend, and call 508.586.0500 x 231 to confirm your attendance.



GOVERNMENT Affairs

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

The next Government Affairs meeting will be a Planning Session held on **July 10 at 12:00 p.m.** During this meeting, speakers for the upcoming year will be discussed. Come tell us

which officials you would like to meet and speak with.

If you would like to attend please R.S.V.P. by calling the Chamber at 508.586.0500 ext. 225.

The following planning sessions will take place at the Chamber:

- *Government Affairs - July 10 at 12:00 pm
- *Good Morning Metro South - August 6 at 12:00 pm

Chamber Web/Technology Advances

Videos

Small Business Awards Luncheon 2008:
Special Thanks to the Brockton Community Access Channel for providing the video.

Sponsor Interview - Bank of America
Small Business & Entrepreneur of the Year



Selected Chamber events are now on the web! With the click of a button, members can watch forums, awards and keynote speakers. Watch these streaming videos at www.metroouthchamber.com/video.html. Now playing: the Small Business Awards with keynote speaker Scott Kirsniir, Globe Technology Columnist, and the State Representative Forum. Coming soon: the Athena Awards.



news • updates • events

Sign up for the Chamber's eUpdate and stay up-to-date on local business news. Chamber eUpdate is a weekly email newsletter service for members created exclusively to keep them informed about chamber events, news, trends, and services available to the business community. Also included is a link to the Action Report, as well a section of community news and events.

The service is free and is CAN-SPAM Act compliant. Sign-up is easy. To subscribe, visit the chamber homepage, metroouthchamber.com.

Join the Team! Ambassador's Meeting

The next **Ambassador Team meeting** will meet on **September 3** from 8:00 - 9:00 am at the Metro South Chamber of Commerce.

The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, and member-to-member

support, increasing awareness and promoting active participation in Chamber programs and services. Presently, there are over twenty business professionals on the Ambassador Team.

To become an Ambassador, contact Lisa at 508.586.0500 x225.

Discover the Fun in the Metro South!

Discover the fun in the region and take in all the wonderful activities and sights! Here are 4 great things you can do this summer.

- 1) **Visit a Park:** **DW Field Park**, with an entrance on Oak Street, Brockton is a 756 acre park complete with ponds, lakes, woods, walking paths, a 65 ft observation tower and 7 miles of roadway. Look for summer events including triathlons, Summer Sunday in the Park and Tower events. (www.dwfieldpark.com) If you like fishing and boating, visit **Ames Nowell State Park** on Linwood Street, Abington. The park also contains picnic areas and miles of trails. **Borderland State Park**, located off Massapoag Ave in Easton, once owned by the Ames family boasts a 3 story mansion built in 1910. The park also has horseback riding, fishing and canoeing, and a frisbee golf course. (www.mass.gov)
- 2) **Visit a Museum:** **The Fuller Craft Museum** located at 455 Oak Street is New England's home for contemporary Craft. The museum's vision "let the art touch you" redefines the museum experience. Visit www.fullercraft.org for a list of exhibits, opening receptions, workshops and classes, and networking events. **The Children's Museum** at 9 Sullivan Avenue in Easton is a learning playground where parents and children can explore and learn about the world. Visit www.childrensmuseumineaston.org for a list of summer programs, workshops, activities, and camps for children. **The Brockton Historical Society** located at 216 N. Pearl Street, Brockton features exhibits on shoemaking, fire fighting, and Rocky Marciano. (www.brocktonhistoricalsociety.org)
- 3) **Entertainment:** **The Brockton Rox** Minor League baseball games at Campanelli Stadium, 1 Feinberg Way, Brockton, promise fun for the family at an affordable cost. Visit www.brocktonrox.com for a list of theme days, activities and concerts. **The Brockton Fair** held at the fairgrounds will run from July 2- July 13 and will feature rides, concerts, shows, and the demolition derby. (www.brocktonfair.com). Also, don't miss the **Mayor's Concert Series** at Height's Crossing (www.brockton.ma.us).
- 4) **Eat, Drink, and Be Merry:** The Metro South Region is home to some of the most delicious and diverse restaurants, featuring Caribbean, Brazilian, Greek, American, Barbeque, Chinese, Thai and more. Visit www.metroouthchamber.com for a list of restaurants.

Rocky Exhibit to be Unveiled September 1



The Rocky Marciano exhibit at the Brockton Historical Society on Pearl Street will open to the public on September 1, Rocky Marciano's birthday. The exhibit is taking place in conjunction with and in preparation for the placement of the new Rocky Marciano statue in Brockton. Pictured: Robert Wychulis, Treasurer, Derek Canavan, Curator, Lawrence Siskind, President, Peter Columbo, Rocky's nephew, Robert Lagway, Rocky's nephew, and Peter Marciano, Rocky's brother



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CHAMBER STAFF

508-586-0500 Front Desk x 221

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Kim Bewsher
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Lisa Keene
 Membership x 225

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Pasquale Ciaramella -
Old Colony Planning Council

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John Holiver - *Caritas Good Samaritan Medical Center*

Brenda Hunter - *Shaw's Supermarkets, Inc.*

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Brockton Neighborhood Health Center

Stephen McDuffy - *Holmes-McDuffy Florists*

Dana Mohler-Faria -
Bridgewater State College

William Morse - *Mutual Bank*

Basan Nembirkow - *Brockton Public Schools*

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

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Lester Schindel -
New England Sinai Hospital

Larry Siskind -
Siskind and Siskind Attorneys at Law

Lydie Ultimo - *TERI*

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

Charles Wall - *Massasoit Community College*

Patricia Williams - *HarborOne Credit Union*

Kerry Sullivan
 Finance x 230

Alison van Dam
 Communications x 222

Networking at Events

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

JULY *Calendar*

- 4** 4th of July - Chamber Closed
- 10** Government Affairs Planning Session 12:00 pm
- 16** Business Assistance Center/ Edison Business Incubator Meeting 12:00 pm
- 17** Disaster Preparation Workshop 8:30 am
Thorney Lea Golf Club, 159 Torrey Street, Brockton

Coming Up
August

- 6** Good Morning Metro South Planning Session 12:00 pm
- 12** Executive Board 3:00 pm
- 27** Board of Directors Meeting 12:00 pm

Save the date
September

- 1** Labor Day - Chamber Closed
- 3** Ambassador Meeting 8:00 am
- 11** Business After Hours - Marriot 5:00 pm
Residence Inn, 124 Liberty Street, Brockton
- 12** Government Affairs 12:00 pm
- 17** Restaurant Workshop 8:00 am
- 18** Good Morning Metro South 7:30 am
Holiday Inn-Brockton, 195 Westgate Drive
- 24** Board of Directors 12:00 pm
- 25** Commonwealth Corp. Workforce Summit 8:30 am
Massasoit Conference Center, Route 27, Brockton

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



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
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 www.richmorganphotography.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.

Photo and print production by Mark Mahoney, The Enterprise

GOODNews

Celebrate the great things going on!

Trustee Excellence Leadership Award

The Massachusetts Hospital Association presented Robert Gustafson, of Easton, with its Trustee Excellence in Leadership Award on June 11 during its annual meeting at the Chatham Bars Inn in Chatham, Mass.

Gustafson, chairman of the Board of Trustees at Caritas Good Samaritan Medical Center, has served on the hospital board for more than 30 years. He is the president and CEO of Crescent Credit Union. In addition to serving as Chairman of the Board of Trustees, Mr. Gustafson also holds a key leadership role on the Finance Committee of the Board of Governors for the Caritas Christi Health Care System.



Caritas Good Samaritan Medical Center President John Holiver, Robert Gustafson and Bob Norton, MHA Immediate Past Chair, and president and CEO, North Shore Medical Center.

Mortgage Relief Initiative

The Federal Reserve Bank of Boston, the Massachusetts Bankers Association (MBA), and Bridgewater Savings announced today that the Mortgage Relief initiative is growing - from an initial five banks to more than 50 banks with branches throughout MA and much of New England. The original plan was to reach out to borrowers with high-rate "sub-prime" loans who might be eligible for a more secure, predictable, affordable mortgage from a bank. However, falling home prices in many parts of New England have eroded home equity. As a result, whenever possible, the banks participating in the initiative will help eligible homeowners refinance into conventional loans that will better meet their needs.

To learn more, borrowers can call Bridgewater Savings at 508-884-3336, visit the website bridgewateravings.com or any of the banks participating in the Mortgage Relief initiative. Applicants can get a sense of their eligibility by reviewing the criteria at www.MortgageReliefFund.com.

Signature Healthcare Wins Awards

Signature Healthcare received two awards at the 25th Annual Healthcare Advertising Awards sponsored by Healthcare Marketing Report.

Signature Healthcare won the Gold Award for Outdoor/Transit advertising for its "Get Well Card" campaign which announced the system's VIP patient registration card. Signature Healthcare also won a Merit Award in the Logo/Letterhead Design category.

A record number of more than 4,400 entries were received in this year's competition from healthcare organizations across the United States, making the awards the largest healthcare advertising awards competition.

Signature Healthcare is Southeastern Massachusetts' largest integrated healthcare system. With more than 550 providers and 2,500 employees, all working to serve the healthcare needs of the region, the locally-governed network provides a seamless delivery of high quality care from the local physician's office to the state-of-the-art community teaching hospital.

Randolph Savings Promotions

Tom Drummey, Executive Vice President and Chief Operating Officer of Randolph Savings Bank announced the following promotions:

Janet MacKenzie to Vice President, Risk Management. MacKenzie began her career at Randolph Savings Bank in May of 1983 as an Accounting Clerk and she has moved through the ranks to her current position. She has won several business awards including the John Hancock Business award.

Maureen Iskra to Vice President, Collections Officer. Having been raised in Randolph, Iskra began working at Randolph Savings Bank in May of 1981 as a teller and worked her way through the ranks of banking. "Being a part of the local community, Maureen brings a special perspective to her position at Randolph Savings Bank" says Tom Drummey.

WIC Program Recognizes State Officials

State elected officials were honored at the State House for their support of the Woman, Infants and Children Program (WIC) by BAMSII officials recently. WIC programs serve over 6500 families and provide specific supplemental foods, health care referrals, and nutrition edu-



Maureen Crossey, BAMSII Director of Public Health, State Representative Christine Canavan and WIC Director Erica Krull

nutritional risk.

Honored for their ongoing support were Representatives Geraldine Creedon, Joseph Driscoll, Christine Canavan, Thomas Kennedy, David Flynn, Louis Kafka, Ronald Mariano, Allen McCarthy, William Galvin and Senators Robert Creedon, Brian Joyce, Marc Pacheco, and Michael Morrissey.

The Brockton area WIC program is located at 795 Pleasant Street, Brockton and can be reached at (508) 588-8241.

Premier Award for Quality

Signature Healthcare Brockton Hospital today announced it has been recognized by the Premier healthcare alliance as a winner of the Premier Award for Quality (AFQ). Signature Healthcare Brockton Hospital is one of only 27 winners out of more than 3,800 eligible hospitals nationwide.

The AFQ recognizes leading healthcare organizations that efficiently provide outstanding patient care and consistently set the standard in clinical excellence nationwide.

Mitchell Selinger, MD, Special Assistant to the President for Quality Care at Signature Healthcare, accepted the award at the 2008 Premier Annual Breakthroughs Conference & Exhibition, which was held June 10-13 in Nashville.

**JOIN THE CHAMBER
CALL LISA KEENE
508.586.0500 X 225**

GROW Board of Directors

GROW Associates, a nonprofit organization that provides employment and day habilitation programs to adults with developmental and physical disabilities is pleased to announce the election of several new officers and members to its volunteer board of directors at its May membership meeting.

New officers include James Horner, who was elected as president of the board of directors. Patricia Davis was elected vice president. Both Horner and Davis will serve three year terms. Other elected officers include Lynn Green will serve as treasurer for one year and Daniel J. Byrne, who will continue as secretary.

The Board also welcomed two new members to its ranks. Margaret Scholl and Andrea Venisky, join existing members Ada Britton, Hilda Egel and Patricia Spearin to round out the organization's governing body.

Bay Copy Recognized at Nevis Retreat



Jim D'Emidio, President of Muratec USA, Ray Belanger, CEO of Bay Copy and Greg Cutler, Sales Director, Eastern Region

Ray Belanger of Pembroke, MA, CEO of the Rockland based Bay Copy, was among a handful of guests of Muratec America at a recent Nevis retreat and conference. Bay Copy is a dealer for Muratec and sells and services their Multi-Function



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508.586.0500 X 225**

Printers (MFPs). At the Nevis meeting, Bay Copy was recognized for its outstanding sales figures in 2007.

Of the approximately 350 Muratec dealers in the United States, Bay Copy was singled out as the "Top Dealer" for the entire Northeast Region and among the 25 "Top Dealers" nationally.

Ralph Valente Joins Rockland Trust

Ralph Valente has been announced the Senior Vice President and Director of Marketing, Strategy and Communications. In this role, Mr. Valente will oversee the Bank's marketing communications, public relations and community relations activities.



Ralph Valente

Mr. Valente has over 15 years experience in corporate marketing at the senior level. He holds a Bachelors of Science from State University of New York, College at Oneonta. He is a member of the board of the Family Autism Center in Westwood, MA, and an active member of Big Brothers and Big Sisters and the Taproot Foundation.

Lincoln Tech Brockton Moving

Save The Date! July 17th 10:00 a.m. to 11:30 a.m. Lincoln Technical Institute is moving to a larger facility! We are currently @ 375 Westgate Drive & we are moving to 365 Westgate Drive. We invite our friends in the local community to come celebrate this time with us. We as a company & we as a community are continuing to grow. A ribbon cutting ceremony will take place by Mayor Harrington @ 10:15 a.m. Breakfast & campus tours will follow. Please RSVP Kerrin Miniutti Director Of Admissions 508-941-0730 x43504

Costco Restaurant EXPO

Sunday, August 17: Costco Wholesale Restaurant EXPO for Metro South Chamber Members!! Stop in at the Chamber, 60 School Street Brockton, or visit the Costco in Avon, 120 Stockwell Drive, to pick up your free pass to the EXPO. Become a Costco member during the event and receive a special gift. Featuring the finest area restaurants. 11am-3pm. Call Costco at 508-232-4001 for more information.

Brockton Summer Concert Series

The Mayor's Summer Concert Series will kick-off the evenings at 6:00PM on the patio at Heights Crossings, 35 Christy's Place. Brockton residents and our friends in neighboring communities are cordially invited to join us for six great weeks of music and song. The concerts will feature a variety of artists that will be sure to please everyone in the crowd. **July 10:** Back by popular demand: **The Billy Couto Band!** Mr. Couto and company will be sure to get your grooving this evening! The **Tom Nutile Big Band** will take the stage on **July 17th**, with some great songs from the Big Band era. **Athene Wilson** will dazzle us with some favorite jazz tunes on **July 24th**. On **July 31st**, we will welcome back our friends: **Old Kids on the Block**, **The Corvairs** will keep the party going on **August 7th** and **Java-Jive** will wrap-up the series on **August 14th**. We hope you will join Mayor Harrington on Thursday evenings and kick up your heels! The concerts are open to the public and free of charge, thanks to our proud sponsors and friends at Verizon and MA Cultural Council. For more information regarding the Summer Concert Series, please contact the Mayor's office at 508-580-7123. We look forward to seeing you at the concerts.

Summer Sunday in the Park

Come celebrate Brockton's cultural diversity. August 24, 2008, 12pm-6pm, DW Fields Park. The rain date is August 31st. There will be an obstacle course, dunk tank, hay rides and more! Come join us for an afternoon of food, entertainment, games, and lots more! Admission is free. Sponsored by HarborOne Credit Union, the Mayor's office, The Enterprise and the Residence Inn Marriot.

Higher Ed Collaborative Classes

MASSASOIT COMMUNITY COLLEGE Division of Workforce Development and Community Education
SEXUAL HARASSMENT IN THE WORKPLACE
Tuesday, September 16, 2008
2 p.m. to 5 p.m.
Downtown Higher Education Center
34 School Street, Brockton, MA
\$59 Per Person
To Enroll: Call 508.588.9100 x 2011 or 2013

CHALLENGES OF SALES EFFECTIVENESS, A Two-Part Training:

*Sales People Have Rights Too!

Monday, November 10, 2008

2pm to 5pm, \$59 Per Person

*Increasing Business Sales in Tough Economic Times

Wednesday, November 19, 2008

2pm to 5pm, \$59 Per Person

To Enroll: Call 508.588.9100 x 2011 or x 2013

On Exhibit at the Fuller Craft

The Fuller Craft Museum located at 455 Oak Street, Brockton 02301, is open daily from 10am-5pm. Admission is free for members, \$8 for adults and \$5 for seniors and children. Wednesdays 5-9pm are free for everyone! Visit www.fullercraft.org

Now on Exhibit:

Gina Kamensky: Mechanical Confections
Now - November 9, 2008

Marjorie Durko Puryear: Between the Lines, Now - July 20, 2008

Folded Light, Folded Shadow: Paper

Relief's of Yuko Nishimura, Now - July 20, The Machinery of Heaven: Glass Sculpture by Steven Easton, Now - September 14.

Sculpture Transformed: The Work of Marjorie Schick, Now - September 14.

Arboreal Anatomy: Sculpture by Wendy Wahl, Now - September 14, 2008

Upcoming:

Portions of the Re-possessed: Fiber work by Xenobia Bailey, August 2, 2008 - March 8, 2009 - Opening Reception August 10, 2-5pm

Micah Sherrill: A Language of Faces - Pictures + Icons, August 7, 2008 - March 8, 2009 - Opening Reception August 10, 2-5pm

Knox Bennett: Call me Chairmaker
October 4, 2008 - February 8, 2009

Fantasy Teapots from the Arthur Goldberg Collection, October 4, 2008 - February 8.

Send all Good News stories to:
avandam@metrosouthchamber.com

Sponsorship Opportunities Available

Sponsorship of a Chamber event offers your company exposure to the local business community and an opportunity to network with business leaders in the area. Not only does it create an awareness for your products and services, it allows you to target your marketing efforts to business professionals and potential customers in the Metro South Region.

Sponsorships still available for the 2008/2009 season are:

- **Business After Hours** (Attendance: 75-100)
- **Good Morning Metro South** (Attendance: 150-200)
- **Legislative Reception** (Attendance: 100-125)
- **A Taste of Metro South** (Attendance: 700-750)
- **Awards Program** (Attendance: 150-175)
- **ATHENA Program** (Attendance: 150-175)
- **Book for Business** (Over 5000 copies printed)
- **Spring Business Expo** (Over 50 exhibitors)
- **New Member Orientation** (Quarterly: 100-125)
- **Board Retreat** (30 Board Members)

Please call 508.586.0500 ext 231 for more information.

Are You Listed in The Book For Business?

Metro South Book for Business

The Metro South Chamber of Commerce Book for Business is a 100 page full color publication which includes a complete membership directory and guide to the Metro South region. The book is distributed to all chamber members, real estate offices, town officers, colleges, hotels, and families interested in relocating the Metro South region, as well as a number of area residents.

Ad sizes range from a 1/6 of a page ad to full page advertisements. If you do not have the time or resources to create an ad, our talented in house designer will create one for you, free of charge.

If you would like more information, or to have ad rates sent to you, please call **Alison** at 508.586.0500 x 222

MEMBERProfile

Brockton Community Access

Address, Phone, Website:

1 North Main Street
Brockton, MA 02301
508-580-2228
www.bcatv.org

Year Established: 1981

Products or Services:

We provide the public with access to cable tv, so they are not just watching programming, but also able to produce their own programs.

Number of Employees: 5 full time, 5 part time

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

BCA is unique because we serve such a large, local, and diverse audience. The programming available on our stations is truly unique to our community and provides a venue for local-specific programming vs. the traditional regional/national programming.

What is your market area?

The City of Brockton

Please tell us about awards, honors or special recognition your company has received:

Alliance for Community Media - Hometown Award for Best Compilation Series: One North Main, and Live Event or Programming - 1st Place: BCA Football Coverage.

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

We are a non-profit center priding ourselves on community service. We aim to provide the public with information, and the experience of being at an event, but also give the public access to our facilities, and the ability to produce their own programming.

The Chamber features a Member Profile

in each issue of the Action Report.

Members are selected randomly from those in attendance at the Good Morning

Metro South (GMMS) breakfasts.



Eric Dresser

Chamber Welcomes Stonehill Intern

The Chamber is pleased to announce the addition of Eileen McGue as an intern this summer. She is a senior at Stonehill College and is pursuing a degree in Political Science with a minor in Business Administration. She has volunteered in New Orleans in the wake of Hurricane Katrina and is also active in her own community of Portsmouth, Rhode Island. She volunteers at several food pantries and with the American Cancer Society. Eileen plans to attend graduate school and aspires to become a higher education administrator. Eileen is gaining valuable knowledge into the non-profit



Eileen McGue

business environment by working at the Chamber of Commerce this summer.

Recycle For Gold Benefits Special Olympics

By donating your vehicle to the special Olympics Massachusetts Recycle for Gold program, you will help fund year-round sports training and competition for individuals of all ages with intellectual disabilities. Your generosity may also qualify you for a tax deduction. Funds from the sale of your vehicle will directly support the athletes in the Metro South region.

Complete the online form and the retrieval company will schedule a convenient pick-up.



Obstacles to Family Business Succession

Excerpts from Business Week Family Business Column

According to the Family Firm Institute, a research group in Boston, only 30% of family-owned businesses make it to the second generation, 10% to the third generation, and 3% to the fourth. While all enterprises are susceptible to failure, regardless of ownership, family businesses contend with some unique issues.

It is personal when you're talking about a family business. When a patriarch or matriarch publicly denounces the abilities of a presumed heir, it damages the perception of that potential leader in the eyes of the public, company employees, suppliers, and customers and, last but not least, the heir.

Another challenge is that family business leaders tend to have a different approach than other executives. They are far more likely to regard the business and its assets as belonging to them and them alone. Despite the presence and legiti-

mate interests of other parties, including co-owners, they dispose of favors as they see fit. And they are reluctant to slip out of the limelight.

Family businesses also must face bringing in outside board members and other executives, and keeping products or services relevant through the generations.

While the statistics don't favor family ownership over the long haul, those companies that have beaten the odds describe a host of things that have contributed to their success. The biggest mistake that most family businesses make is not looking ahead, whether about succession or future products. The ones that make it are those that have been around for centuries dealing in products that respond to human needs."

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Chamber Hosts Candidates Forum for State Representative Seat

Candidates for the 9th Plymouth District State Democratic Primary



Michael Brady



Robert Sullivan



Conor Yunits



Moderator Christine Karavites, Vice Chair of Government Affairs, Candidate Conor Yunits, Candidate Robert Sullivan, Candidate Michael Brady, and Christopher Cooney, Chamber President & CEO

The State Representative Candidates Forum, held at the Chamber office, invited the public to participate by submitting questions prior to the event. The forum was taped by the Brockton Community Access Channel and will air through the summer. For a schedule, please visit www.bcatv.org

The State Representative Forum footage, recorded by the Brockton Community Access Channel, is available on the Chamber website at www.metroouthchamber.com/video.html. See how the candidates answered your questions relating to issues that impact your business.

Don't forget to vote in the primary on Tuesday, September 16!

Chamber Meets to Discuss Home for World's Largest Black Doll Museum



The chamber recently invited sisters Debra Britt, Felicia Walker, and Tammy Mattison, owners of the world's largest black doll collection, to a meeting at the Chamber to discuss a permanent location for their collection in Brockton.

The sisters own more than 5,000 black dolls including Barbies, vintage porcelain bisque playthings, Native American and Japanese toys, and dolls from little-known black doll companies such as Olmec toys. The museum would be the second black doll museum in the country, the other in Philadelphia which houses a collection of 300 dolls. The sisters have over \$700,000 dollars to establish the museum. The museum will need to be about 18,000 square feet and be easily accessible to public transportation and parking.

Brockton Manufacturers & the Creative Economy



Mayor Joames Harrington pictured with public officials and private business owners at the Creative Economy Meeting hosted by Concord Foods

A meeting of designers and manufacturers recently took place at Concord Foods to discuss the possibilities of tapping into the Creative Economy as a vehicle for Economic Development and to discuss how art and design can lead themselves to the manufacturing process and to create more jobs. The meeting was sponsored by the Fuller Craft Museum in partnership with the City of Brockton, the Brockton 21st Century Corporation and the Metro South Chamber of Commerce. If you are a manufacturing company, or an organization interested in collaborating, please contact the Chamber at 508.586.0500 x 223.

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Dr. Dana Mohler-Faria, Bridgewater State College President,
Mark Hellundrung, President of Narragansett Beer

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- All Business After Hours (at least 7, \$35 value)
- Annual Legislative Luncheon (\$30 value)
- ATHENA Award Breakfast (\$20 value)
- Small Business Awards Luncheon (\$35 value)
- 2 Taste of Metro South Tickets (\$50 value)

| <u>Number of Tickets</u> | <u>Regular Payments</u> | <u>Season Tickets</u> | <u>Savings</u> |
|--------------------------|-------------------------|-----------------------|----------------|
| 4 Seats | \$1080 | \$700 | \$380 |
| Individual | \$270 | \$175 | \$95 |

All This for \$175.-



State Representative Christine Canavan,
State Representative David Flynn



John Regan, Associated Industries of MA
Jon Hurst, Retailers Association of MA



Dan O'Connell, Secretary of Housing & Economic Develop.
Dr. Clyde W. Barrow, Center for Policy Analysis, UMASS



Governor Deval Patrick
Brockton Mayor James Harrington

Company Name: _____

Name: _____

Name: _____

Name: _____

Phone: _____ Fax: _____

E-mail: _____

Number of GMMS Season Seats _____ x \$175.00= _____ (total amount)

**Fax this page to 508.587.1340,
mail to 60 School Street, Brockton 02301,
call Kim Bewsher at 508.586.0500 x 231,
or email kbewsher@metrosouthchamber.com**

Business After Hours



Bonnie Black, Lincoln Tech, and Ken Cheo,
Winfree Growth Advisors

Ribbon Cuttings



H&R Block Ribbon Cutting,
new Sharon branch

New Member Orientation



Denise and Paul Seymour, Seymour
Entertainment Inc.

A Taste of Metro South



Gigi Jonson of Christo's serves food to
a Taste Attendee

Business First Expo



Christine DiMestico and Reilly O'Neale,
Sign Design

Legislative Breakfast



Mayor James Harrington and Senate
President Therese Murray

Chamber of Commerce Celebrates Accomplished Women

The Metro South Chamber of Commerce and Sovereign Bank presented the ATHENA Award on Thursday, June 19, 2008, at the Holiday Inn, Brockton. Photos Courtesy of Rich Morgan, www.richmorganphotography.com

2008 ATHENA Award Recipient Ms. Vanessa Tierny



Vanessa Tierny, COO,
Brockton Area Multi-Services Inc.

Vanessa Tierny is the Chief Operations Officer at Brockton Area Multi-Services, Inc. (BAMSI), the largest human services agency in Massachusetts. Vanessa has risen through the organization in her 24 years, from Program Manager to Director of Residential and Day Services to Director of Quality Management to her current position. She has served as a consultant to the Beth Israel Medical Center to develop an integrated women's healthcare center and she has collaborated with Northeastern University to implement a Management Training Program to enhance the careers of women in the human service industry. In addition, she has initiated the first program to provide HIV/AIDS services in the Brockton Area and serves as the New England Representative, World Service Conference Regional Conference Chair for an international non-profit organization assisting individuals to achieve their personal financial and professional goals.

Conference Chair for an international non-profit organization assisting individuals to achieve their personal financial and professional goals.



Sponsor Sovereign Bank representatives Scott Thimann and Caroline Talebi are interviewed by Mark Linde from the Brockton Community Access Channel

Sponsored by:



ATHENA Award Nominees



Aida Bruns

Aida Bruns is a retired faculty member of the Department of Social Work at Bridgewater State College. In 1958, Aida helped develop the first out-patient clinic in Suffolk County, NY and a chapter of the National Association of Social Work. A decade later, she moved to Brockton where she worked as a counselor in the Brockton School Systems and initiated a Masters of Social Work School Adjustment Counselor program. Later, Aida became chair of the social work department at Bridgewater State College where she helped initiate the college's annual MLK Celebration and the Hall of Black Achievement. In Brockton, the City has dedicated an "Aida Bruns Day" to recognize her decades of work in a variety of community organizations serving the poor, elderly, women and veterans. Through her role in the field of social work within the Brockton community, Bruns continues to share her wisdom and guidance to women of all socio-economic backgrounds.



Kim McLaughlin

Kim McLaughlin is the Director of CareerWorks/ the University of Massachusetts Donahue Institute. As a measure of her success in leading the organization, the state awarded the Career Center a \$10,000 bonus grant in 2007. This year, Kim launched NetWorks, a peer networking group for individuals with professional and management experience. For the last year, Kim has also directed YouthWorks, the educational and employment resource center for Brockton's youth age 14-21. Kim has served the community by serving as a member of the Brockton Ad-Hoc Homeless Study group which plans to end homelessness in the city in the next decade, and has volunteered at Saint Gerard's parish where she has participated in community outreach projects. Kim is a member of the Boston College Council on Women which supports women alumni returning to the workforce and has mentored many women and set an example through her work at CareerWorks for women facing barriers to employment.



Donna O'Connor

Donna O'Connor is the Business Development Specialist at the US Small Business Administration (SBA) office, serving Southeastern Massachusetts. She has more than 30 years of experience as a federal employee. In 1997, Donna was assigned as the primary contact for the Welfare to Work Reform Act in an effort to move those most at risk of long-term welfare dependence into jobs, providing employment, skill, and work experience. She was also assigned to work with the Metro South Business Assistance Center in Brockton, the Small Business Development Center in Fall River, and the Cape Cod Business Information Center at Cape Cod Community College. She has assisted women by developing the Women Networking Entrepreneurial Program in the Plymouth area which brings together successful entrepreneurial women mentors with women business owners so that they can share their experience and knowledge.



Maria Carey Lallemand

Maria Carey Lallemand is the Associate Director of Business Development at the Brockton Area Workforce Investment Board (BAWIB). Maria has helped to greatly expand the programs offered at BAWIB and has successfully administered many community grants including those to help disadvantaged individuals through the Brockton's faith and community organizations. As a result, the US Department of Labor has designated BAWIB and Brockton "Champions of Compassion." Maria is a member of the National Association of Female Executives (NAFE) and has supervised and mentored over 30 female interns. Maria has been honored for her work on Extended Care Career Ladder Initiative which trained 115 people, predominately women, in English as a Second Language, and career development in Nursing. In addition, she is the author and publisher of the book *Growing Your Employees*.



Front Row: Past ATHENA Award Recipient Christine Karavites, Proteas Consulting, Nominee Aida Bruns, Bridgewater State College, Nominee Donna O'Connor, SBA, 2008 recipient Vanessa Tierny, BAMSI, Nominee Maria Carey Lallemand, BAWIB, Nominee Kim McLaughlin, Career Works
Back Rows: Chamber President & CEO Christopher Cooney, Past Winner Loretta DeGrazia, East Coast Petroleum, Past Winner Dr. Linda Faria Braun, Adult Learning Center, Past Winner Shailah Stewart, Brockton Public Schools, Keynote Speaker Michelle Yozzo Drake, CEO of the Cove Group



Featured Speaker Michelle Yozzo Drake, CEO and co-founder of The Cove Group, Inc., and author of *From The Kitchen to the Corner Office: Mom's Wisdom on Leadership*.

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Prospect Hill Company
Randolph Savings Bank
Rivers Electrical Corporation
South Shore Savings Bank
Warren Jewelers
Wm. J. Wolffe Electric, Inc.

SBA Stakeholders Meeting



Robert Nelson, New SBA Director for Massachusetts and the Metro South Chamber of Commerce recently convened over a dozen local, regional, state, and federal agencies serving small businesses in Southeastern Massachusetts.

The meeting was an opportu-

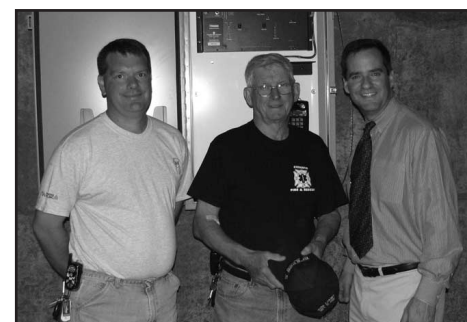
nity to meet new Massachusetts district director Robert Nelson and provide an opportunity for SBA to share information about current and new programs being offered to assist, grow, and retain new and existing businesses. The following agencies were represented:

- SBA/SCORE/SEED
- MassDevelopment
- 21st Century Corporation
- Rockland Trust
New Markets Program
- Mass Export Center
- ITAC

Brockton Visitor Radio On Air at AM 1620



The AM 1620 antenna at the Brockton Historical Society



Nick Oldencamp of ISS, Billy Donovan of the Historical Society and Fire Museum and Chamber President Christopher Cooney.

The Metro South Chamber of Commerce working with local, state and federal officials has recently installed a new radio signal to communicate visitor information to travelers along route 24 in Brockton. The radio signal can be picked up by listeners at AM 1620.

The antenna is located at the Brockton Historical Society Museum on Pearl Street at exit 18, route 24. The Chamber applied for the station permit to the FCC with the support of Mayor James Harrington. Massachusetts Highway officials have approved new signs for route 24 directing motorists to tune their radios to AM 1620 for tourist information and highway advisories. Messages will range from general quality of life promotions to emergency preparation instructions. The signs will be erected within the next month.

In addition to tourist and traffic messages public safety officials will have access to the signal in the event of an emergency. Brockton Emergency Management Officials are coordinating use of the system with both police and fire departments should they deem it necessary.

"This is one more way for us to communicate the value of Brockton and our community activities with the thousands of people who pass through the city along route 24 everyday. The bulk of the messages will focus on Brockton based activities such as Brockton Rox information, Brockton Fairground activities and Fuller Craft Museum exhibits. There will also be suggested routing and parking instructions provided for special events" said Chamber president Christopher Cooney.

The Chamber wishes to thank all of the local, state and federal officials who have worked cooperatively with the chamber to make this new signal a reality.

Business After Hours at Fuller Craft Museum



Noel Barbosa, The Community Bank, Matthew Ledin, Coastal Community Capital, and Michael Spinelli, Randolph Savings Bank



Robert Gustafson, Crescent Credit Union, Noelle Foye, Fuller Craft Museum, and Andrea Papadopoulos, Arista Associates, Inc.



Maxine Asseline and Terry Dearruda, Jubilate Chorale



Wynona Lynch-McWhite, Deputy Director, Fuller Craft



Suzanne Fernandes, The Community Bank and John Costa, BC Tent & Awning

Business Assistance Center Open



The Metro South Business Assistance Center serves the interests of existing and start-up businesses by providing low cost and efficient business information and work in conjunction with other local and regional economic development organizations to carry out their mission of creating new jobs and investment in the Metro South region. (See ad below)

upwards of 30 people.

As part of the Business Assistance Center, the Edison Business Incubator space is at full capacity. The incubator provides below-market rental space for start-up and expanding micro-enterprises needing assistance. It provides a stepping stone for fledgling businesses wishing to operate in a professional environment but not yet capable of supporting the costs associated with a prime urban location. Studies show that 90% of businesses that start in an incubator will remain in business.

The Metro South Business Assistance Center and Edison Business incubator are located in the Chamber building at 60 School Street, Brockton. For more information, contact Lisa at 508.586.0500 x 225.



Edison Incubator Space

After Hours at the Residence Inn



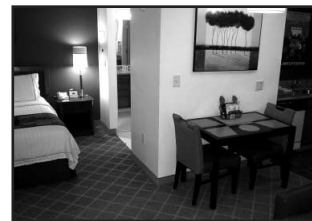
Please "Save the date" and join us on **Thursday, September 11, 5:00pm-7:00pm** for a Business After

Hours Event at the **Residence Inn** by Marriott, 124 Liberty Street, Brockton.

The Residence Inn by Marriott, Boston/Brockton, offers Studio, 1-Bedroom and 2-bedroom suites, with fully equipped kitchens, complimentary breakfast, luxury bedding, friendly staff, free high-speed internet, nightly social hours and weekly barbecues. The social hour for hotel guests

are Mon-Thurs featuring light dinner, beer, wine, and non-alcoholic beverages. You will find a warm welcome at Residence Inn, Boston/Brockton.

For room reservations at the Residence Inn by Marriott, Boston/Brockton, call 508-583-3600 or visit www.marriott.com.



The cost to attend is \$5 for members and \$10. If you would like to register, please call **Kim** at 508-586.0500 x231. You may also register online at www.metroouthchamber.com/register.html. As always, remember to bring your business cards!

SBA Tax Savings Resource Center

SBA has created an online tax savings resource center to help small businesses understand how they can benefit from the 2008 economic stimulus package signed into law by President Bush earlier this year.

The package includes the following tax incentives for businesses: a 50% bonus depreciation allowance on equipment purchased and placed in service in calendar 2008 and an almost 100% increase in the amount (from \$128,000 to \$250,000) that a business can expense for equipment purchased and placed in the business tax year beginning in 2008.

SBA's new tax savings resource center demonstrates the benefits entrepreneurs can gain from the 2008 economic stimulus package. The center, located on www.sba.gov/stimulus, contains three resources on the package:



1. Fact Sheet The fact sheet provides a clear explanation of the small business tax benefits.
2. Depreciation Calculator This useful tool provides an estimate of the first-year depreciation available under the provisions.
3. Online Seminar This brief tutorial summarizes the tax benefits and concludes with the depreciation calculator.

These resources should help small businesses take advantage of the stimulus package. However, because there are exceptions and additional requirements, small businesses are encouraged to contact their tax advisor to determine exactly how the provisions and implementing tax code of the 2008 economic stimulus package apply to their business. They may also refer to the IRS Web site: <http://www.irs.gov> for additional information regarding tax changes.

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.

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- Business Related Software
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- Comprehensive Reference Library
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- Professional Counseling (by appt.)
- Workshops & Seminars (fees may apply)

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



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Ready, Set, Grow! Workshops

This workshop will help you gain a better understanding of the various SBA programs and services that are available to prospective or current entrepreneurs who need assistance in starting or expanding their businesses. General information will be provided on the following programs and services:

Service Corps of Retired Executives (SCORE), Small Business Development Centers (MSBDC), Business Resource Centers, SBA Guarantee Loan Programs: 7(a), Micro Loans, Express & 504's, Government Contracting Opportunities: 8(a) Business Development, HUBZones (Historically Underutilized Business Zones),



Small Disadvantaged Business, and Surety Bonding and Disaster Assistance

Workshop Dates: Wednesdays:

July 16
August 20
September 17
October 15

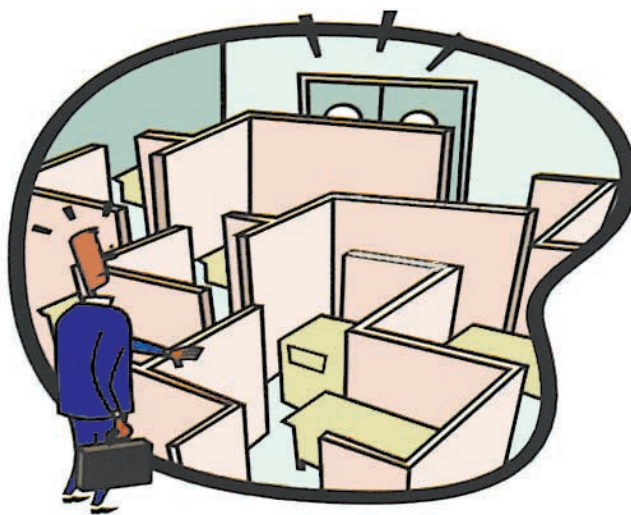
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BUSINESS EVENTS *Planner*

July 10

Gov. Affairs Planning Session

12 noon
Metro South Chamber of Commerce
60 School Street, Brockton

This meeting provides an opportunity for Chamber members to suggest speakers and topics for the legislative year ahead.

Please RSVP at 508.586.0500 ext. 225

July 17

Disaster Preparation

8:30am - 11:00 am
Thorney Lea Golf Club
159 Torrey Street, Brockton

Learn how to plan for business resumption after a natural or human-caused disaster and receive a copy of IBHS Disaster Planning Toolkit.

Cost: \$25/members, \$35 for non-members

Please RSVP at 508.586.0500 ext. 225

August 6

GMMS Planning Session

12 noon
Metro South Chamber of Commerce
60 School Street, Brockton

Take part in the key planning session to help determine potential speakers for the 2008/2009 "Good Morning Metro South" season.

Please RSVP at 508.586.0500 ext. 231

IT'S EASY TO REGISTER!

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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.

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_____ Event: _____

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