

Action report

July/ August
2010

www.metrosouthchamber.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.



Sandii Rollock, Page 5



Robert Sullivan, Page 8



Bill Beyer, Page 11

CONTENTS

- Calendar of Events 3
- Good News 4
- Renewing Members 10
- Mini Profiles 12

Printing Donated by
the Enterprise

Newsletter Designed
by Alison van Dam

Back-up Water Supply, Sewer for Sustainable Growth



Bruce Malcolm, Chairman, Brockton Water Department,
Jeff Hanson, Inima, USA



Mike Thoreson, Commissioner, Brockton DPW,
John Gall, Camp, Dresser, McKee (CDM)



David DeLorenzo,
Massachusetts DEP

Forum Hosted to Advance Collaborative Regional Approach

A regional water and sewer forum hosted by the Metro South Chamber of Commerce in cooperation with the City of Brockton, OCPC, Mass. DEP and Inima USA drew more than a dozen communities to discuss viable options for back-up water supply and the possibility of selective sewer projects that would produce jobs and expand the commercial tax base. Chamber Chairman, Scott Sanborn of TD Bank opened the forum by saying, "Water and sewer services are essential components to a sustainable economic development plan. We are fortunate to have the expertise and investment already in place to make our region a leader in these areas." This region's competitive advantage is the people. The forum attended by more than sixty representatives from more than a dozen Metro South towns was held at the Shaw's Center in Brockton and featured speakers from the Brockton Water Commission, Massachusetts DEP, Brockton Sewer Commission

and the consulting firm of Camp, Dresser, McKee. Town representatives requested information on purchasing stand-by or back-up water supply from Brockton and additional information concerning services from the regional wastewater(sewer) plant located in Brockton. A recent study, commissioned by the state of Massachusetts and OCPC concluded that adequate water and sewer capacity already exists if better allocation of capacity is coordinated regionally.

"More than two hundred million dollars has been spent to develop and rebuild both water and sewer capacity within the past several years within this region. We must dispatch this new capacity to those communities that will produce the most jobs and greatest return to the region. This investment is our competitive edge as we move our communities and industry into the future." said Christopher Cooney, Chamber President and CEO.



Senator Tom Kennedy



Over 60 state officials, water authorities, and business people attended the Regional Water & Sewer Forum at the Shaw's Center, Brockton



Brockton Mayor Linda Balzotti

Baseball Fun and Inspiring Art This Summer

fullerCRAFT
museum™

Free Admission
Wednesday Nights, 5pm-9pm
455 Oak Street, Brockton • 508-588-6000
www.fullercraft.org
Let the art touch you!

BROCKTON ROX
BROCKTONROX.COM

Buy 1 Box Seat, Get 1 Free
During the 2010-2011
ROX Baseball Season

Campanelli Stadium, 1 Feinberg Way, Brockton
508-559-7000
www.brocktonrox.com

ATHENA AWARD



2010 ATHENA Award Recipient Anne DeMinico,
Executive Director, St. Joseph's Manor Health Care, Inc.

For a bio and more from
the event, see page 9

Sponsored by:



2011 Member Decal



The new 2011 Chamber Member door sticker will be mailed to all new members upon joining and to existing members when they renew their membership.

Top 10 Reasons to Join the Chamber

- 1) New Business Contacts
- 2) Legislative Action
- 3) Professional Development
- 4) Economic Development
- 5) Human Resource Hotline
- 6) Publicity & Exposure
- 7) Referrals
- 8) Discounts & Savings
- 9) Business News & Info
- 10) Community Investment

Contact John Nesti, 508.586.0500 x 229, email jnesti@metrosouthchamber.com, or visit www.metrosouthchamber.com for more information

Save the Date!

**Chamber of Commerce
Annual Meeting:
November 17**

Summer Business After Hours

Thursday, August 26, 5:30 pm - 7:30 pm
Irish Cultural Centre of NE Business After Hours



Join The Metro South Chamber of Commerce, the Neponset Valley Chamber of Commerce and the Irish Cultural Centre for an Irish BBQ and networking event at the Irish Cultural Centre of New England, 200 Boston Drive, Canton.

The event, held on the pristine 48 acre campus will feature Traditional Irish music and food. There will also be beer tastings by Blue Hills Brewery.

Founded in 1989, the Irish Cultural Centre of New England (ICCNE) is a 501c3 non-profit whose mission is to pro-

mote and organize Irish cultural, educational, sporting and social events.

The Centre aims to establish and sustain a facility where current and future generations of the New England community can participate in activities that promote Irish culture and heritage.

To register or for more information, call Kim Prosper at 508.586.0500 x 231, email kprosper@metrosouthchamber.com or register online at metrosouthchamber.com/register.html. The cost to attend is \$5 for members and \$10 for non members.

Sponsored by:



New Member Orientation

Thursday, August 26, 4:00 pm - 5:00 pm (prior to Business After Hours)

The Member Orientation gives new members, prospective members, and new employees of existing member companies an opportunity to network and explore the many programs and services available to Metro South Chamber Members.

Whether you are a new member, new to your company, or a long time member who wants to know "what's new at the Chamber", you are invited to attend this session.

The New Member Orientation will take place at the Irish Cultural

Sponsored by:



Centre, 200 Boston Drive, Canton prior to the Business After Hours Networking Event. The orientation is free to attend. Please bring plenty of business cards for networking and some promotional materials about your business to share. Pre-register for this event by calling Kim at 508.586.0500 x 231 or email kprosper@metrosouthchamber.com.

Business After Hours at Baypointe Rehabilitation

Tuesday, August 10, 5:30 pm - 7:30 pm

Join us for an evening of networking at Baypointe Rehabilitation & Skilled Care Center, 50 Christy Place, Brockton, on Tuesday, August 10 from 5:30 pm - 7:30 pm.

Baypointe Rehabilitation & Skilled Care Center offers comprehensive, cost-effective rehabilitation and nursing care in a skilled care setting. At Baypointe, we are dedicated to providing an intensive, short-term program for medically stable patients. Our goal is to help patients reach optimum level

of functioning so that they may return home or to a like-community. We achieve this through a mix of medical, nursing and therapeutic excellence.

This event is \$5 for members and \$10 for non-members. As always, don't forget your business cards. To register, contact Kim at 508.586.0500 x 231, email kprosper@metrosouthchamber.com, or register online at metrosouthchamber.com/register.html.



Last Call for China Trip

DISCOVER CHINA

METRO SOUTH CHAMBER OF COMMERCE

October 11-19, 2010
Only \$2,099
All-Inclusive



Join over 100 people from the region on the Trip of a lifetime! October 11-19, 2010, All-Inclusive for only \$2,099. Featured attractions include World Expo 2010, the Great Wall of China, Tiananmen Square, Temple of Heaven, Forbidden City, Ming Tombs, Yu Garden, Jade Factory, Summer Palace, Tiger Hill, Green Tea Plantation, Chinese Acrobats Show, optional trip to see the Terra Cotta Soldiers and more...

Deposit & Balance due July 20. For more information, visit metrosouthchamber.com/china.html or contact Alison van Dam at 508.586.0500 x 222, avandam@metrosouthchamber.com.

Advantage Home Health Care Relocation Ceremony

Thursday, July 22, 4:30 pm - 7:00 pm
1778 Washington Street, Suite 7B, Stoughton



Please join us as we celebrate a ribbon cutting ceremony at Advantage Home Health Care Services' new location in a beautiful new plaza (Planet Fitness Plaza) on Route 138, Stoughton, 1/2 mile past the Easton Town line. Celebrate Advantage Home Health Care's relocation with light refreshments, a tour of the facility, and networking opportunities.

Advantage Home Health Care

Services provides a professional and friendly healthcare leadership team with over 50 years experience. They provide care to you or your loved ones at home with quality, caring licensed nursing, physical therapy and homehealth aides. In addition, this fall, Advantage will use their new class room to offer continuing education, programs and classes. For more information, please call Jayne Kelleher, 508-584-2900.

Fall Chamber Programs Taking Shape

Program Planning Session, Thursday, July 8, 2010, 9:00 am

The Chamber will be holding a key planning session in order to establish priorities and brainstorm speakers for 2010-2011 events. Chamber members are encouraged to attend and help in providing the best possible programming. The Planning Session will take place on July 8 at 9 am at the Metro South Chamber, 60 School Street, Brockton. RSVP by calling Lisa Keene at 508.586.0500 x 225, lkeene@metrosouthchamber.com, or Kim Prosper, 508.586.0500 x 231, kprosper@metrosouthchamber.com.

Good Morning Metro South Season Kicks Off

Wednesday, September 22, 7:30 am

The 2010/2011 Season of Good Morning Metro South will kick off on Wednesday, September 22, 2010, 7:30 am - 9:00 am at the Holiday Inn, 195 Westgate Drive, Brockton. The featured speaker will be Charlie Baker, 2010 Candidate for Governor.



Charlie Baker

Charlie Baker has spent his career bringing success and strong management to both the private and public sectors in Massachusetts.

Among the highlights of his career are helping to start the Pioneer Institute for Public Policy Research and working for the Weld/Cellucci Administration as Undersecretary for Health in the Executive Office of Health and Human Services where he played pivotal roles in Medicaid reform, facility consolidation, and the expansion of a number of key public health programs. In addition, Baker served as Secretary of Health and Human Services where he worked to enact welfare reform. Baker also served as Secretary of Administration and Finance where he re-structured and simplified the state's purchasing system, led a major effort to improve the state's capacity to collect third party revenue, and oversaw the largest

Sponsored by:



effort ever to modernize the state's code of regulation. In this position, he received the Distinguished Service Award from the National Governor's Association in 1998.

Following this, Baker became CEO of Harvard Vanguard Medical Associates (HVMA) and was soon recruited by Harvard Pilgrim Health Care to serve as its CEO. Baker led a major turnaround at HPHC, which included a \$220 million year-to-year improvement in financial performance from 1999 to 2000, and the amicable separation of HPHC and HVMA. Under Baker's tenure, HPHC went on to become the highest ranked health plan in the country for member satisfaction and clinical effectiveness for five years running, and was named a Boston Business Journal "Best Places To Work" for seven straight years.

Good Morning Metro South is being sponsored by United Way of Greater Plymouth County. Tickets are \$20 for members and \$25 for non-members and includes breakfast and networking opportunities. As always, don't forget your business cards! To register or for more information, contact Kim at 508.586.0500 x 231, email kprosper@metrosouthchamber.com, or visit metrosouthchamber.com.

BOARD OF DIRECTORS

OFFICERS

Chair of the Board
Scott Sanborn
TD 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

CHAMBER STAFF

Christopher Cooney
 President and CEO x 223

Lisa Keene
 Business Development x 225

Kathleen Lynch
 Connecting Activities x 227

John Nesti
 Member Services x 229

DIRECTORS

Jane Callahan - *HR Alternatives*

Pasquale Ciaramella -
Old Colony Planning Council

Richard Colon -*Verizon Communications*

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

John Costa - *Backstage Hardware & Theatre Supply*

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*

508-586-0500 Front Desk x 221

Kimberly Prosper
 Program Director x 231

Kerry Sullivan
 Finance x 230

Alison van Dam
 Director of Communications x 222

Networking at Events

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

JULY Calendar

8	Government Affairs/ GMMS Planning Session	9:00 am
14	BAC Funders Meeting	12:00 pm
22	Advantage Home Health Care Ribbon Cutting <i>1778 Washington Street, Suite 7B, Stoughton</i>	4:30 pm
Coming Up August		
10	Executive Committee	3:00 pm
10	Business After Hours at Baypointe Rehabilitaiton <i>50 Christy Drive, Brockton</i>	5:30 pm
25	Board of Directors	12:00 pm
26	New Member Orientation <i>Irish Cultural Centre, 200 New Boston Drive, Canton</i>	4:00 pm
26	Business After Hours at Irish Culture Centre <i>200 New Boston Drive, Canton</i>	5:30 pm

Save the Date September

1	Ambassador Meeting	8:00 am
6	Labor Day - Chamber Closed	
10	Government Affairs	12:00 pm
14	Installing a Referral Marketing System Workshop	9:00 am
15	Marketing Strategies Using Social Networking <i>Crescent Credit Union, 115 Commercial Street, Brockton</i>	8:30 am
22	Good Morning Metro South <i>Holiday Inn Brockton, 195 Westgate Drive</i>	7:30 am
30	Business After Hours at Resident Inn, Marriott <i>124 Liberty Street, Brockton</i>	5:30 pm



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

Metro South Chamber of Commerce
 Sixty School Street, Brockton, MA 02301-4087
 tel: 508 586-0500/fax: 508 587-1340
 info@metrosouthchamber.com
 www.metroouthchamber.com

Photography by Rich Morgan * www.richmorganphotography.com
Photo and print production by Mark Mahoney, The Enterprise

ACTION Report Volume 10 - Issue 7

(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.

GRO-N-THINGS, INC.
 Interior Plant Maintenance and Design Service

P.O. Box 1246
 Middleboro, MA 02346
 508.947.8433 (p)
 781.767.2244 (f)



Shelley Tierney
 OWNER

SERVING AREA BUSINESS SINCE 1975

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

MEMBERS SEND YOUR
GOOD NEWS TO
AVANDAM@METROOUTHCHAMBER.COM

Celebrate the great things going on!

Bandmasters Drum Corps Show

Bandmasters Inc., is hosting the area's first Open Class Drum Corps International show, and its annual summer Drum Corps International Show on Friday, July 16, 2010 at Bridgewater-Raynham Regional High School Stadium in Bridgewater, MA 02324. Proceeds from this event fund our Crimson Brigade, Visionary Winter Guard and our Winter Percussion Ensemble. Performing Corps will include Les Stentors-Sherbrooke Québec, Blue Saints-Sudbury Ontario, 7th Regiment - New London, CT, Spartans-Nashua, NH, The Muchachos-Manchester, NH, Platinum-Raleigh, NC, and The Defenders - Rockland, MA. Doors open at 6, showtime at 7. Tickets may be purchased online at www.musicinthemeadowssdbc.com or contact Rosa at 1-781-963-2345.

Hardy's Catering Relocates

Hardy's Fine Food & Catering, in business for 16 years, is moving to 740 North Main Street, W. Bridgewater and will open its doors on July 8th, 2010. Hardy's Catering creates its menus with an eye towards flexibility. We work with you and your budget to create a function with reasonable costs and exceptional value. Hardy's is open Tuesday-Saturday. We also have platters to go. Visit www.hardy-catering.com for more information.

Cosmos and Couture

On July 18, 2010, 5pm, stop by Tamboo Bistro, 252 Main Street for Cosmos and Couture. Scout your closet for new or gently worn garments or accessories that you can bear to part with - then bring them - along with your friends, and trade them in for (almost!) new items of your own! The purpose of Cosmos and Couture is to catalyze and energize interest in downtown Brockton as a destination for fine dining, fine arts, elegant venues, and a great place to have fun, network, and make new and lasting friends.

Good Samaritan Country Fair & Craft Fair

Good Samaritan Medical Center is seeking vendors for its 21st annual Country Fair & Chicken Barbecue Craft Fair. The event will be held on Sept. 11 from 11 a.m. to 5 p.m. on the grounds of Good Samaritan Medical Center, 235 N. Pearl St., Brockton. The participation fee for craft vendors will be \$35 for one space and \$60 for two spaces. Vendor set up will take place from 8 a.m. to 10 a.m. All vendors will be provided with a 10x10 outdoor space. For more information or if you have questions, please call Amanda Voysey at 508-427-3214.

Caring for Kids Golf Tournament

Please Join Us at Thorny Lea Golf Club on Monday, September 13th, for the 21st Annual Caring for Kids Golf Tournament for a fun filled day of golf with meals and an awards reception. Every golfer will receive a special gift. There are many ways to participate via

corporate sponsorship and/or playing golf. To reserve your corporate sponsorship or golf registration online, go to www.brocktonvna.org Caring for Kids 21st Annual Golf Tournament. For more information contact Linda Richards, Tournament Coordinator at 508-894-5286 / cfkgolf@brocktonvna.org.

Irish Cultural Centre Children's Camp

Irish Cultural Centre Children's Celtic Camp, running from August 2-August 6 from 9am-3:30pm, is a week long program designed to give youngsters in 1st-8th grades an introduction to the richness of Irish culture. The cost to attend is \$275 per child (\$245 ICC Member). Each additional child registration is \$200. Featuring tin whistle, step dance, gaelic football, drama, arts and crafts, irish language and more. Family presentations will take place on the last day. For more information, call 781-821-8291 or visit www.irishculture.org. Located at 200 New Boston Drive, Canton.

Charity Guild Provides Free Museum Admission

The Children's Museum in Easton and the Charity Guild have partnered to provide local underprivileged children and their families free admission to The Children's Museum in Easton. Patrons of The Charity Guild enjoyed 3 visits to The Museum as well as a Family Fun Night free of charge. The program featured a mix of free play and organized age-appropriate activities for the children. The children experienced hands on learning in the Museum's three floors of interactive exhibits, and workshops. Children of all ages were invited, and the program provided free bus transportation along with snacks, and a family-style dinner. The program was funded by a generous grant from the Clipper Ship Foundation. The Children's Museum is located at 9 Sullivan Avenue, North Easton. For more information, visit www.childrensmuseumineaston.org.

Signature Healthcare Awarded

Signature Healthcare Brockton Hospital is one of only two Massachusetts hospitals to win the prestigious Premier Award for

Quality from the Premier Healthcare Alliance. The award recognizes hospitals for high achievement in patient care and quality initiatives. This is the second time in three years Brockton Hospital has received the Premier Award for Quality; in 2010, only 21 hospitals and three healthcare systems in the country were singled out by the Alliance. The award's performance-based criteria measure top hospitals on dimensions including quality outcomes, resource utilization and clinical process indicators.

Brockton Rox Picnics

Brockton Rox Game Day Picnics at Campanelli Stadium. Let us host your company's next outing in our backyard. All you can eat buffet with menu prepared by Executive Chef, full service bar, great seating on the third base line, private access area, and free parking. For more information, please call Mike Canina at 508-559-7090.

Crescent Credit Union Book Drive

This spring Crescent Credit Union collected over 800 books during their annual Children's Book Drive. Working with the Massachusetts Credit Union League, the books were distributed by the Massachusetts Coalition for the Homeless to a number of local non-profit agencies.

George Small Honored

New England Sinai Hospital honored board member, Treasurer and Finance Committee Chairman George Small at the hospital's Annual Meeting on June 7, 2010. Small, a resident of Sharon and Vice President of Accounting and Finance at Franklin Sports in Stoughton, was honored for his dedicated service and longtime commitment to Sinai. In addition to receiving several official citations from members of the Massachusetts House and Senate, Small was also recognized by Selectmen of the Town of Stoughton, who proclaimed June 7th as "George Small Day."

Kim Holland Announced Signature President

The Board of Trustees of Signature Healthcare today announced that Mr. Kim

Hollon has been appointed President and Chief Executive Officer. Hollon previously served as Chief Operating Officer of Excelsa Health System in Pennsylvania. As Chief Operating Officer at Excelsa Health System, Hollon oversaw four hospital campuses and a workforce of 4,500. During his tenure he made significant improvements in patient satisfaction, established a physician liaison program to improve patient retention, and dramatically increased the number of Core Measure quality scores exceeding the state average. Prior to Excelsa, Hollon was with the Methodist Health System and at Baylor University Medical Center, both in Texas.

Rolling Stones Dinner Show Benefit

Saturday, August 14: Satisfaction: A Rolling Stones Experience Dinner and Show, to benefit children, adolescent and adult victim services at Brockton Family & Community Resources. 6pm at Showcase Live at Patriot Place. Tickets are \$50 per person and include appetizer, dinner, cash bar, raffles and silent auction. Tickets are available online at www.bfc.org. For more information, contact karen.slaby@brcrinc.org.

Summer Sunday in the Park

August 22: Summer Sunday in the Park presented by the Office of Mayor Linda M. Balzotti. DW Field Park, Brockton, 12pm-6pm. The Summer Sunday Planning Committee is counting on your continuing support to make it a great event. Please contact us if you are interested on being a vendor, performing, sponsoring and/or to learn more ways to participate in this year's event. If interested you should contact Maysa de Oliveira at the Mayor's Office at 508-580-7123/ mdeoliveira@cobma.us or Connie Tevis at connietevis@comcast.net

Cartridge World Discount for Chamber Members

Cartridge World located at 646 Middle Street, Weymouth, is offering a blanket 5% discount to all Metro South Chamber Members. Call Rachel Glasser at 781-331-1909 for more information.

New Restaurant, Urgent Care Center, Parking Lot in Brockton



Belle Epoque Caribbean Cafe & Bakery located at 793 Crescent Street, Brockton. www.bellepoquefoods.com.



Opening of new urgent care center at the Brockton Neighborhood Health Center, Corner of Main St. and Legion Parkway



Ribbon Cutting at the Lincoln Street Parking Lot, across from the Metro South Chamber of Commerce Building

Marketing Strategies Using Social Media

Wednesday, September 15, 2010, 8:30 am - 11:00 am
Crescent Credit Union, 115 Commercial Street, Brockton

Attend this workshop for a basic overview of social media tools including search engine optimization (SEO), social networking (Facebook, LinkedIn, Twitter, YouTube and Myspace), Blogs and E-newsletters.

The presenter is Tricia White, Senior Business Advisor with the MA Small Business Development Centre Network (MSBDC) - SE Region. The MSBDC provides free and confidential business advisory services to existing or prospective small business people. They also offer training seminars on a variety of topics, including starting a business, financial planning, government procurement, marketing and strategic planning.

To register or for more information, call Tammi or Alison at the MSBDC office at 508.673.9783 or register online at www.msbdc.org/semass. Additional workshops in the series: Using LinkedIn & Facebook on October 20, and Tweets and Blogs on November 10.



Gorman Inc. Celebrates 50 Years in Business



Dan Gorman at work on one of the Gorman winding machines. Gorman Machine is located at 7 Burke Drive in Brockton

In 1952, Ken Gorman bid on a job where he was awarded the contract to wind coils for Holtzen Cabot at 50 cents per coil out of a garage. Soon he had a check for his first major job and he had the funds to expand his business.

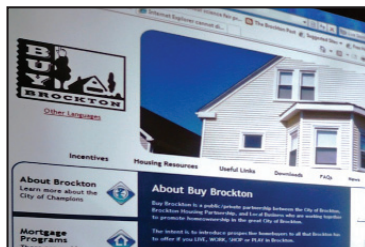
Gorman Machine Corp has since evolved into being a dedicated manufacturer of coil winding machines. The machines were improved upon due to the original needs of the business to have a quality machine which could provide consistent results. Ken opened his first major manufacturing facility in Randolph MA in 1953. In 1979 Ken had a new facility built in an industrial park in Brockton MA.

Brockton Rocks with ROX Home Opener

The Brockton Rox opened to an enthusiastic crowd at their home opener in May. The Brockton High School Band played as a giant American flag was unfurled stretching across the infield. "This stadium is such a wonderful place for a family to experience professional baseball. It is nice to see so many people enjoying themselves," said Chamber CEO Christopher Cooney. The Brockton Rox have many home games in July and August. To learn more, visit www.brocktonrox.com.



BuyBrockton.org Debuts at City Hall Press Conference



Mayor Linda Balzotti held a recent press conference to focus attention on Brockton home sales and the new buybrockton.org website. Brockton leads the state at promoting a special package of incentives for new home buyers in Brockton. A drastically reduced fixed rate mortgage and reduced closing costs are a couple of the many incentives offered to new home buyers in Brockton. More details of the program can be found at the recently unveiled BuyBrockton.org

Violinist and Grammy Nominated Singer Perform

Harris Shilakowsky and the Harris Shilakowsky Quartet and Grammy Nominated Jazz Singer Donna McElroy and her band from the Berklee College faculty joined forces in a concert to raise money for St. Mark's Episcopal Church's Elevator. Over 50 attendees listened to the blend of classical and jazz music. For more information on Chamber Member Harris Shilakowsky, visit www.shilakowskyquartets.com.



Referral Marketing System Workshop

Tuesday, September 14, 2010, 9:00 am - 10:30 am
Metro South Chamber of Commerce, 60 School Street, Brockton

For most business owners, referrals happen accidentally as a result of doing good work or being in the right place at the right time. But imagine what your business would be like if those valuable referrals could happen intentionally, systematically, as a result of installing a step-by-step process and by putting yourself in the right place, with the right source, always at the right time?

Marketing is the most important system in any business and generating quality referrals is simply one component of the lead generation process and as such, needs its own documented system as well.

Attend this FREE workshop and you will learn how to create your own referral generation system including how to:

1. Become more referable - learn the 5 ways to get people to refer your business more often.

2. Target your sources - learn to develop a laser-beam focus when identifying good referral prospects
3. Educate your sources - discover powerful methods to educate your referral sources so that they refer you more with exactly the right words
4. Motivate your sources - understand what will motivate your referral sources so they refer more business to you.
5. Follow-up with all - find out the best ways to keep your referral sources "in the know" about the progress you are making.

To register, email **Joe Constantino**, joe@businessmarketingsuccess.com

A seasoned marketing strategist & Speaker; Joe is also the owner of *Business Marketing Success* and a Certified Duct Tape Marketing Coach. For more information, visit www.successcoachingu.com



AMBASSADOR of the Quarter

Sandii Rollock, WATD 95.9 FM

130 Enterprise Drive, Marshfield, 02050
781-837-1166
www.959watd.com

Year Established: 1977

Products or Services: The South Shore's Information Radio Station for local news, weather, traffic, and sports

Number of Employees: 4 FT sales, 4 FT news, 4 FT on air personalities, numerous PT news reporters on the road 24/7

What is unique or special about your firm and the products and services you offer? WATD reports on local news, weather, traffic, and sports up to the minute as it happens. If it's happening on the South Shore, WATD is there. Winner of numerous national RTNDA Edward R. Murrow awards including Best Overall Excellence, News Station of the Year by the Associated Press for 9 Years, and best news broadcast in regional market.

What is your market area? South Shore (Quincy to Plymouth to Brockton)

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

The main business objective is to educate our customers and the business community about the quality product that

WATD has to offer. Also to inform the community that we are in business for small business. We support the small business because we are a small business. WATD is very community oriented. We do more public service announcements than any other radio station!



Sandii Rollock

How has chamber membership helped your business?

Chamber membership has helped me by building awareness in Brockton and its surrounding communities that WATD is the station to turn to for local news, and the station to promote business in those communities. Networking at the Chamber After Hours has helped me to meet owners and representatives from local businesses, meaning potential leads for new business for me. Good Morning Metro South breakfasts have helped by keeping me informed about what's going on in Brockton and its surrounding communities.

How long have you been a Chamber Ambassador? 1 year

How long have you been at your present job? 6 years

The Ambassador of the Quarter is presented quarterly to a Metro South Chamber Ambassador who goes above and beyond in outreach to new and prospective members, attends the most meetings and events, and participates on Chamber committees. To learn more about our Ambassador of the Quarter Program or how you can become an ambassador, contact John Nesti at 508.586.0500 x 229. The next Ambassador meeting will take place on **Wednesday, September 1, at 8:00 am** at the Metro South Chamber, 60 School Street, Brockton.

**You Never Know Who You'll Meet
at a Chamber Event . . .**

Become a Season Ticket Holder!



Speaker of the House
Robert DeLeo



J. Keith Motley,
Chancellor of UMass Boston



John Regan,
Associated Industries of MA



Barbara Anthony, Undersecretary,
Office of Consumer Affairs



Harvey Hirschorn, Managing Director &
Chief Portfolio, Bank of America



Brockton Mayor
Linda Balzotti




Senator
Tom Kennedy



Lieutenant Governor
Tim Murray

Become a Season Ticket holder for Metro South's most informative and innovative programs and events.



Metro South Chamber 2010/2011 Season Ticket

Includes:

- All Good Morning Metro South Programs (6 Programs, \$120 value)
- All Business After Hours (at least 7, \$35 value)
- Annual Legislative Luncheon (\$30 value)
- ATHENA Award Breakfast (\$25 value)
- Small Business Awards Luncheon (\$35 value)
- 1 Taste of Metro South Ticket (\$25 value)

*Reserve your Season Ticket by **September 7** and receive
1 additional Taste of Metro South Ticket (\$25 value)*

All This for \$175.-

Number of Tickets	Regular Payments	Season Ticket	Savings
4 Seats	\$1080	\$700	\$380
Individual	\$270	\$175	\$95

Company Name: _____

Name: _____

Name: _____

Name: _____

Name: _____

Phone: _____ Fax: _____ E-mail: _____

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

_____ Payment Enclosed _____ Payment will be mailed _____ Bill me

Spotlight your Business

A Good Morning Metro South corporate sponsorship is a low cost way to promote your company. Your organization will be recognized in the Action Report and you will be interviewed during your month's program.

_____ Yes, I would like to learn more about becoming a Corporate Sponsor

**To become a Season Ticket Holder,
Fax this form to 508.587.1340 or mail to 60 School Street, Brockton 02301 by September 21**

If you have any questions, call Kim Prosper at 508.586.0500 x 231

Business After Hours



Business After Hours
at Residence Inn by Marriott

Ribbon Cuttings



RS&H, national architectural, engineering
and planning firm in Brockton

New Member Orientation



Chris Mello, Teen Challenge New England;
Carol Rudick, The Print Pro

Legislative Breakfast



Representative Michael Brady,
Representative Louis Kafka, Representative
Allen McCarthy and Senator Tom Kennedy

Business First Expo



Sandra Porazzo-Perry and Sandra Coelho,
Essentials Laser & Med Spa

A Taste of Metro South



Nikki David, Angela Osis, Darcy
McDonald, Halfway Cafe, Holbrook

Mansfield Bank Opens in Easton



Mansfield Bank recently celebrated the opening of a new branch at 73 Belmont Street, Easton, with a ribbon cutting ceremony, refreshments and Business After Hours networking



James Hallett, AJ's Cleaning & Maintenance Corporation; Cheryl Brady, RBC Wealth Management



Ryan Cullen, Send Out Cards and Rachel Glasser, Cartridge World Weymouth



John Korona, President & CEO of Mansfield Bank, Tom Beauchene, Mansfield Bank



Over 50 people attended the Business After Hours and Ribbon Cutting at Mansfield Bank in Easton

Historical Society to Honor Firefighter Donovan

Brockton Historical Society 40th Anniversary

On Friday, July 16 the Brockton Historical Society will celebrate its 40th anniversary at the Shaw's Center in Brockton. The evening will begin at 6 pm with a cash bar followed by dinner and program at 7 pm.

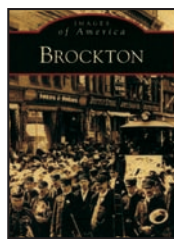
Highlights of the evening will include the naming of the society's Fire Museum in memory of the late Brockton firefighter, William "Billy" Donovan and the release of the newly published book by society president, James Benson, *Images of America, Brockton*, which will be available for the discounted price of \$19.99 (regular retail is \$21.99). Net proceeds from the dinner and from the sale of books will go to benefit the Brockton Historical Society.

Tickets are \$35.00 and are available by mail from the Brockton Historical Society at 216 North Pearl St. Brockton or by e-mailing northernheritage@comcast.net. Tickets are also available at the offices of the Metro-South Chamber of Commerce at 60 School Street, Brockton or at the First Lutheran Church, 900 Main St. For more information please contact, Jim Benson at 508-586-9021 or the society at 508-583-1038.



Billy Donovan

Images of America: Brockton



Images of America: Brockton will be released by Arcadia Publishing Company on July 12. This book, part of Arcadia's *Images of America* series contains over 200 vintage photographs of the town of North Bridgewater and the City of Brockton. The book gives a broad overview of the city's development through images depicting the great shoe industry, construction of the sewer system, the railroad construction through the heart of the city, the building of city hall as well as photographs of prominent citizens, visitors and more.

Author, James E. Benson, is President of the Brockton Historical Society, chair of the Historical Commission, and Parish Administrator at First Lutheran Church, Brockton. *Images of America, Brockton* is his fourth work with Arcadia. Others include *The Swedes of Greater Brockton*, *Postcard Images of America: Along Old Canada Road* and *Images of America, West Bridgewater*. For more information, contact Jim at 508-586-9021.

Paramount Rug Relocates to Manley Street



Paramount Rug recently celebrated their relocation to 71 Manley Street with a Ribbon Cutting Ceremony, refreshments, and tours of the new state of the art showroom.

Paramount Rug, in business since 1928, offers selection, service and expertise to help you choose a great floor for any room. Floorings include carpeting, area rugs, ceramic tile and stone, hardwood, laminate and more. Visit paramountrug.com.



Pictured Left: Chris Kashgagan and Greg Kashgagan, Paramount Rug Owners, City Councilor Jass Stewart, State Representative Michael Brady, Senator Tom Kennedy, Brockton Mayor Linda Balzotti, Chamber President & CEO Christopher Cooney.

HarborOne Opens Financial Education Center

HarborOne Credit Union has opened a unique financial education center, HarborOne U, located at 131 Copeland Drive, Mansfield. It is believed to be the only of its kind in the country

HarborOne U will offer financial education for every phase of life, including youth financial literacy

programs, first time home buyers seminars, credit counseling and classes on retirement and estate planning. HarborOne U will also offer a variety of life and career management programs including health and wellness seminars, searching for the right college, selecting elder care options, understanding Social Security and Medicare benefits, professional development opportunities and more. Small business programs will include classes such as managing cash flow and receivables, obtaining working capital, using social media, writing business and marketing plans, succession planning, and



Jim Blake, President & CEO, HarborOne Credit Union and Congressman Barney Frank

managing business insurance and investments.

"Credit Unions are not motivated simply by profit," Congressman Barney Frank said at the opening ceremony. "They have a commitment to a better community, making sure people in the middle ranges and below middle ranges of income are fully served. What would be a wise

financial decision for some people would be an unwise one for others."

HarborOne U also houses a Business Information Center with free workspace, internet access and a resource library. The center will be open Monday through Friday from 9 a.m. to 5 p.m.

Anyone can take advantage of classes or utilize the Business Information Center. Area nonprofits also will have access to meeting space. For complete class information and registration forms stop by any HarborOne Credit Union branch or call 508-895-1300.

Since 1927
3rd Generation
Family Owned
& Operated

**HOLMES-McDUFFY
FLORISTS, INC**

Specializing In...

Elegant Floral Designs • Balloons
Fruit Baskets
Corporate Specialist • Wedding Consultants
Funeral Consultants

DAILY PROMPT DELIVERIES
TO BROCKTON AND VICINITY
OR ANYWHERE IN THE WORLD

All Major
Credit Cards
Accepted...

110 North Leyden Street
Brockton, MA 02302
508-586-2000
visit our website at www.holmesmcduffy.com

EVERY BLOOMING THING

Business Assistance Center; A Valuable Resource



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)

This year, 15 workshops were held through the Metro South Business Assistance Center and its partners. Such workshops included QuickBooks, Presence Workshop, Starting Your Own Business (SCORE), Legal Management, Money Management (SCORE), Data Security, Connecting Business to the Commonwealth, Housing Investment Compliance, SBA 101, Health Care Focus Group, ABCs of E-Tools, Winning

Government Contacts, Sales Training, Tweets and Blogs and Marketing in Tough Economic Times. Attendance for each of these workshops saw upwards of 20 people.

The Business Assistance Center also houses the staff of SCORE, a counseling service for businesses, start-ups, and entrepreneurs.

As part of the Business Assistance Center, the Chamber also houses the Edison Business Incubator space. The incubator provides below-market rental space for start-up and expanding micro-enterprises needing assistance. 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.

METRO SOUTH BAC **Need Help Starting Your Business? Searching for Money to Start Your Business?**

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

FREE services offered

Premier Sponsor:

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

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

Chamber Delegation Meets with Brown, Lynch



Executive Board members traveled to Washington DC to meet with U.S. Chamber of Commerce officials and members of Congress in May. Pictured here are Chair-Elect of the Chamber Board Peter Neville of Concord Foods, Chair of Government Affairs, Christine Karavites of Proteus Customized Consulting, Past Chair Ray Ledoux of Brockton Area Transit Authority, Chamber Board Member Loretta DeGrazia of East Coast Petroleum, Jacqueline Hernandez of East Coast Petroleum and Chamber President & CEO Christopher Cooney. The delegation also met with U.S. Senator John Kerry's staff while in DC.

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 **July 21, and August 18, 2010**. Contact CareerWorks at 508.513.3400 for further workshop information.

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 2010/2011 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)
- Brockton Information Boards** (6 locations in Brockton)
- Business EXPO** (Over 70 exhibitors)
- New Member Orientation** (Quarterly: 100-125)
- Board Retreat** (30 Board Members)

Please call Kim Prosper at 508.586.0500 ext 231 for more information.

Board Holds Retreat to Set Chamber Priorities



The Chamber Board Retreat brainstorming and assessment session was held at Donahue Hall, Stonehill College, Easton.

Chamber Board members and staff recently met for a full day of planning to set priorities for 2011 and 2012. The Board "retreat" was held at Stonehill College and facilitated by Chip Bishop of Chip Bishop Communications. More than twenty attended the session where Chamber Chairman, Scott Sanborn opened the program by recapping the progress made on previously established priorities. Updates were provided on the chamber's development of a competitive workforce division, progress on business issue advocacy, provider of small business assistance and producer of numerous communications, networking and promotional publications and programs. Additional sessions centered on SWOT analysis (Strengths, Weaknesses, Opportunities and Threats), Recruiting, Engaging & Retaining Members and Helping Members Thrive in a Challenging Economy.

Abington Bank Holds Open House Networking

Photos by Rich Morgan Photography, www.richmorganphotography.com
For more photos, visit flickr.com/photos/metroouthchamber.



Maria Gooch-Smith, SEED Corp., Christopher Cooney, Chamber President & CEO, Tamarah Barao, SEED Corp



Robert Sullivan, Sullivan Tire & Auto, Bob Wigsirda, WXBR 1460 AM



Carol Rudick, The Print Pro, recipient of a prize donated by Andy Raczka and Abington Bank



Jon Pierce, Avon Co-Op, Mario Sindone, Abington Bank

ATHENA Program Honors Exceptional Women; Business Branding Speaker



Jim Blake, HarborOne Credit Union President & CEO, and Maureen Wilkinson, VP & Director of HarborOne U (event sponsors).



Sponsor Brian Voelkel of the Brockton ROX is interviewed by Charlie Hickey, CareerWorks



Christine Karavites, Proteas Consulting; Anne DeMinico, St. Joseph's Manor; Dorie Clark, Clark Strategic Communications; Jim Blake, HarborOne Credit Union

2010 ATHENA Award Recipient



Anne DeMinico, Executive Director, St. Joseph's Manor

Anne DeMinico has worked at St. Joseph's Manor (SJM) for the past 27 years and has become a leader and inspiration to those in the long-term health care field; particularly to the women she has mentored.

Recognizing changes within the industry, DeMinico has re-energized SJM by adding an innovative short term rehabilitative care component, building stronger connections within the local health care community and developing the appropriate training programs for staff. Through her hard work and commitment, Ms. DeMinico achieved the distinction of Eden Alternative Program for SJM, a recognition given to only 300 long-term care facilities word wide. DeMinico encourages residents of SJM, most of whom are older women, to remain active and pursue their dreams, regardless of age or circumstances.

DeMinico has supported the advancement and leadership development of women in business by establishing a Certified Nursing Assistant Program (CNA) program at SJM, which has allowed 32 entry level staff working in Dietary, Housekeeping or other ancillary positions (majority female) to advance to CNA positions. In addition, DeMinico has instituted a program with high school students allowing SJM to serve as a learning environment for careers in food service, and has mentored college students/nurses to develop careers in health care management. Finally, DeMinico has designed a Career Ladder Program for CNAs, and in conjunction with Brockton Area Workforce Investment Board has piloted an English as a Second Language program, demonstrating a commitment to the advancement and leadership development of those working in the health care industry.

As a recognized leader, DeMinico has presented at numerous regional and national conferences on topics ranging from healthy eating and nutrition, implementation of person centered initiatives in long term care, and patient safety. She is Vice Chair of BAWIB, active Metro South Chamber member, a Board Member of Mass Aging, ambassador for Brockton Senatorial district, Board Member of the Massasoit Community College Foundation and a member of the American Association of Homes and Services for the Aged.



Photos Courtesy of Rich Morgan, www.richmorganphotography.com.
Table pieces provided by Honest Tea
Entertainment by Rob Peters Entertainment.



Dorie Clark, Clark Strategic Communications, Featured Speaker about Business Branding



Attendees of the ATHENA Award Program enjoy a breakfast buffet courtesy of the Shaw's Center.

Over 20 Businesses Exhibit at ATHENA Program EXPO



Carolyn Motta, Boston Business Journal



Lourdes Nieves and Maureen Wilkinson, HarborOne Credit Union (Sponsor)



Rich Morgan Photography (Event Photographer)



David Ford and Steve Turner, AT&T



Dan Hauser, Sharkansky LLP, CPA's speaks with Cora Holbrook, Prospekt Mortgage



Patricia Kelleher and Karen Slaby, Brockton Family & Community Resources



John Costa, Backstage Hardware & Theatre Supply; Matthew McLaughlin, AspenCross Financial Group



Eveline Henson-Jackson, Henson-Jackson Art Gallery Framery



Jim Parks, Owens Corning



Nicole True, Mark Ofstein, Costco Wholesale

WELCOME *New Members*

Making an Investment in Our Community

AccuQuest Hearing Center

Mr. Rick Pessin
776 Belmont Street
Brockton, MA 02301
(508) 232-6680
www.accuquest.net
Medical

Avida Design

Ms. Christine DiMestico
15 Cathy Lane
Brockton, MA 02301
(774) 259-5726
www.avidadesign.com
Web Development/Design

Belle Epoque Caribbean Cafe & Bakery

Ms DJ Calixte
793 Crescent Street
Brockton, MA 02302
(508) 580-0020
www.bellepoquefoods.com
Restaurants

Cartridge World Weymouth

Ms. Rachel Glasser
646 Middle Street
Weymouth, MA 02189
(781) 820-9330
www.cartridgeworldusa.com/Store68
Office Equipment/Supplies

Coffee News

Ms. Jackie McCarthy
PO Box 550
Hingham, MA 02043
(781) 749-1161
www.CoffeeNewsMASS.com
Advertising

Doherty Development

Mr. Peter Doherty
8 Susan's Place
East Bridgewater, MA 02333
(508) 400-0597
Contractors General

J & J Home Improvement

Ms. Jennifer McKeon
739 North Main Street
West Bridgewater, MA 02379
(508) 436-6374
www.jandjhi.com
Home Improvements

James C. Doucette, Constable

Mr. James C. Doucette
7 Trudy Terrace
Brockton, MA 02301
(508) 415-1745
Service

K. Dwyer Painting

Ms. Jennifer McSharry
52 Florence Street
Quincy, MA 02170
(617) 293-0684
www.kurtdwyerpainting.com
Paint/Wallpaper

New England Luso American Soccer Association, Inc.

Mr. Luis H. Pires
PO Box 1643
Brockton, MA 02303
(508) 895-9005 www.nelasa.net
Recreation

New England Trial Services

Mr. Ian McWilliams, CLVS
321 North Cary Street
Brockton, MA 02302
(617) 894-4131
www.newenglandtrialservices.com
Video (Court Services)

Owens Corning Basement Finishing Systems of Boston

Mr. Justin Hoyle
60 Shawmut Road
Canton, MA 02021-1410
(781) 821-0060
www.owenscorning.com
Contractors Specialty Home Improvements

Reap Investment LLC

Mr. John Martins
79 Hopkins Road
Brockton, MA 02302
(508) 479-5469
www.housebuyingspecialist.com
Real Estate/Commercial

Scentsy

Ms. Jennifer McKeon
739 North Main Street
West Bridgewater, MA 02369
(508) 962-8943
www.jennmckeon.scentsy.us
Gifts

RENEWING *Members* Thank You !

Ace Surgical Supply Company
American Bookkeeping Solutions
Avon Co-operative Bank
Beaver Woodworking Supplies, Inc.
Boyo Communications
Brockton Public Schools
Cameron's On The Green
C C - Teknologies, Inc.
Cromwell Consulting, Inc.
CRTR Inc.
Eastern Bank
Emmanuel House Residence

Fedex Home Delivery
G.T. Reilly & Company
ID Graphics Group
Jack Conway & Company, Inc.
Paychex
Precision Installations Inc.
R.F. D'Agostino Insurance Agency
Sandra Smith-Robbins
Stoughton Public Schools
The Back Nine
Webster Bank, N.A.
Whitman-Hanson Regional School District

Inspire Youth; Become a CHOICES Presenter

Needed: Leaders to present a dynamic, fun, fast-paced workshop that helps eighth/ninth graders see the importance of their personal choices in life, now and in the future.



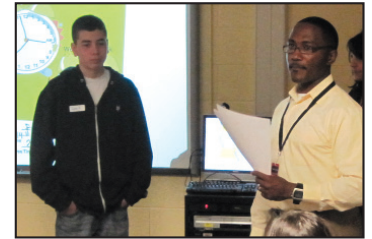
Become a CHOICES Presenter. CHOICES focuses on academic self-discipline, time and money management and goal setting. Business and community volunteers deliver CHOICES workshops throughout the school year. A workshop consists of two 50-min class periods delivered on two consecutive days. A detailed plan and activities help the students understand each section. The plan is flexible so each volunteer can add personality and experiences to the program.

CHOICES is a GREAT workshop, both for the kids and the Presenters! It is so REWARDING to see the light bulbs go turn on inside kids' heads when they realize they can take charge of their lives...but they're also responsible for their choices. You can help teens face the REALITY of what would happen if they dropped out of school. CHOICES asks

what they are doing about their future NOW and what they plan to do about it in high school.

All Presenters get training and receive a kit with a course guide, activity props, transparencies and handouts. Add your own spin to it and you're ready to go!

For more information, contact Kathleen Lynch, Connecting Activities Coordinator, 508-586-0500 x 227, Klynch@metroouthchamber.com.



Whitman Middle School Student James Hensley, participates in the CHOICES Program with Presenter Kim Willingham of Comast

Brockton Economic Summit Spurs City Priorities

Written by Mary Waldron, 21st Century Corporation



On May 27, 2010 over 100 Brockton community and business leaders convened at The Shaw's Center for the 2010 Economic Summit. It was an important and valuable step toward focusing on key projects and goals. Participants included Mayor Linda M. Balzotti, Council President Chris Macmillan, Councilors Tom Monahan, Paul Studenski, Michele Dubois, and Jass Stewart. Rep. Geraldine Creedon participated indicating the support of Rep. Michael Brady, Rep. Christine Canavan and Senator Thomas Kennedy. In addition, Undersecretary of Economic Development, Michael Hunter and Undersecretary Tina Brooks of Housing and Community Development were present on behalf of the Patrick/Murray Administration and Shayna Barnes from Congressman Stephen Lynch's office. This collaborative effort provided a blue print for revitalizing Brockton.

OUTCOMES & PRIORITIES

Business Development

1. Develop a Master Plan through a city planner and GIS
2. Develop a Rapid Resource Team to aggressively promote Brockton's economic development assets
3. Create a better image internal/external of Brockton

Workforce

1. Develop additional adult basic educa-

tion resources with a focus on communication, literacy and workplace skills

2. Foster a youth pipeline for career awareness and educational attainment
3. Work interagency (economic development, higher education, workforce development) to leverage and share resources

Infrastructure

1. Two Way Traffic downtown accessibility. To improve East/West flow
2. Downtown streetscape improvement - accessing federal earmark of gross project costs of 2.5 million dollars
3. Adopting a "state of good repair" program for maintaining all publicly owned infrastructure with emphasis with "improving roads"

Housing

1. Creation of a planning department
2. Strong endorsement of city wide efforts to revitalize the Campello Neighborhood
3. Recommendation to create a downtown taskforce

"The Brockton 21st Century Corporation is a vital component of Brockton's bright future. The goals we have established through this economic summit will guide our thoughts and actions. We look forward, as a more focused board, to working collaboratively for the benefit of Brockton," said Christopher Cooney, Chairman of the Board. Updates will be posted on Brockton 21st Website, www.brockton21.com as well the City's, www.ci.brockton.ma.us.

Discover the Fun in Metro South This Summer!

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.brocktonhistorical-society.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. Friday night games feature fireworks. Visit www.brockton-rox.com for a list of theme days, activities and concerts. **The Brockton Fair** held at the fairgrounds will run from June 30 - July 11 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, or Friday Night Movies. (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. In addition, the Brockton Farmer's Market will run Fridays til Oct. 29, 10:30 am - 1:30 pm in the City Hall Plaza.

Become a SCORE Councilor

Make a Difference in Your Local Business Community

You've had success in business, why not share your knowledge and help entrepreneurs succeed in their business by joining SCORE, America's leading volunteer business consulting organization. With more than 11,000 volunteer counselors nationally, SCORE is currently recruiting counselors for the greater Brockton area.

Through face-to-face and online mentoring and workshops, SCORE offers business advice and training that helps aspiring entrepreneurs and small business owners to start, manage and grow a business. Becoming a SCORE volunteer is rewarding experience for active or retired business owners or professionals. And once you've become a volunteer, you will be supported by all of the small business resources, training, and networking SCORE provides to its counselors.

"As a SCORE counselor, you're connecting with entrepreneurs and helping them grow their business," says Harris

O'Brasky, chairperson of the Southeastern MA chapter of SCORE. "Our counselors have a great impact on their small business community. Year to date our chapter's counseling sessions are up 20% over last year and we are actively recruiting new volunteers to better serve our clients."

Enjoy a stimulating environment where you'll help entrepreneurs solve challenging business problems, continue to expand your business knowledge, and build new friendships with colleagues, clients, and business leaders, all while giving back to the community. For more information and to volunteer contact Frank Roche or Frank Sebastian at 508-587-2673

Formed in 1964, SCORE has assisted more than 8.3 million aspiring entrepreneurs and small business owners through counseling and business workshops. SCORE is the consulting arm of the U.S. Small Business Administration (SBA).

Free Business Listings for Members

Metro South Chamber Book for Business

In an effort to streamline communications and "go green," at the Chamber, the annual verification form is being emailed to members this month. The updated information will be used in the Annual Book for Business Member Directory. The information on the form will also be used for telephone referrals made by the Chamber.

The Metro South Book for Business is a colorful, 99 page member directory and guide. It contains town information, business and residential demographics, legislative information and 2 free listings for each member.

Advertise in the 2010 Book for Business

Don't miss the opportunity to place an ad in the 2010 Book For Business, sent to over 5,000 businesses. Your ad will be listed in close proximity to your free business directory listing. In addition, your alphabetical and categorial listing will be displayed bold and in green font. This opportunity is sure to give you a leg up in the competition by receiving added exposure.

Don't have the time to create an ad, or the money to pay a designer? If you reserve your ad space now, our in house graphic designer will create a professional quality full color ad for you, free of charge. The ad is yours to use for additional promotions or for other publications.

Call Alison at 508.586.0500 x 222 or email avandam@metroouthchamber.com for more information and for ad rates.

Celebrating Local Artist & Map Release



Local Artist Bill Beyer signs a poster of his art on the the backside of new Brockton maps produced by the Chamber



Eveline Henson-Jackson, Henson Jackson Art Gallery & Framery with Bill Beyer at Gourmet Cafe



Brockton Mayor Linda Balzotti and State Representative Michael Brady stand in front of a framed copy of the Bill Beyer Poster

The Chamber recently held a Cafe Luncheon, Brockton map release celebration and artist signing with Bill Beyer at Gourmet Cafe, sponsored by Crescent Credit Union, BizChecks and Renaissance Associates. The Chamber will be producing more Brockton Street Maps this fall. Businesses interested in advertising may contact Alison van Dam at 508.586.0500 x 222 or email avandam@metroouthchamber.com.

Stonehill Institute Tours Brockton's Urban Center



Stonehill College Professor Corey Dolgon leads Stonehill College's Urban Initiative. Stonehill College professors and students are matched with 6 business and community organizations this coming year to refocus college courses on real life challenges facing Brockton based organizations located within the city's urban center. More than 20 participants spent 3 days in Brockton at the beginning of June to better understand the city. The group visited dozens of sites and enjoyed lunch at the Peruvian Place across from Brockton City Hall

Aqua Leisure Industries



525 Bodwell Street, Avon • 508-587-5400
www.aqualeisure.com

Aqua Leisure Industries, Inc. is a family owned company in business since 1970. There are currently three generations of family members proudly involved in day to day operations of the firm. From our local roots south of Boston, MA we have grown to be America's leading producer of high-quality, value-priced swim gear and aquatic leisure products. We provide fun, safe, and innovative recreational products for the entire family to enjoy.

Waverly Oil Company



831 Pleasant Street, Brockton • 508-588-8459
www.waverlyoil.com

Servicing Brockton and surrounding towns, Waverly Oil is 100% committed to excellence in meeting and exceeding the needs of its clients. Established in 1951, Waverly is a full service oil company offering sales & installations, new customer incentives, and 24-hour emergency burner service. Look locally to Waverly for your next purchase of oil.

AccuQuest Hearing Center



776 Belmont Street, Brockton • 508-232-6680
www.waccuquest.net

Rick Pessin has been a Hearing Care Practitioner for almost 30 years. He apprenticed with his father in Brockton for 20 years. Rick now works for 2 major hearing aid retailers. He is President of the MA Lions District 33-S Hearing Foundation, currently serving his 4th term. Rick is proud to now be working for AccuQuest Hearing Centers and is delighted to represent and dispense the Audibel hearing instrument product line.

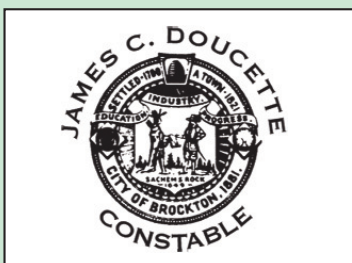
Josephine's Famous Foods



148 Alger Street, Brockton • 781-351-1546
www.josephinesfoods.com

At a time when many are taking a close look at the foods they are eating and serving, Josephine's offers all natural gluten and MSG free chow mien noodles and gravy mix. Offering wholesale, retail, and online service, Josephine's Famous Food is "Good Food, Good Value, and Good for You". Call Barbara Bruce today or visit josephinesfoods.com.

James C. Doucette, Constable



7 Trudy Terrace, Brockton
508-415-1745

The Constable service is owned and operated by James C. Doucette, Constable in the Commonwealth of Massachusetts. Fully bonded, offering fast, reliable and professional services for all civil and criminal processes. We provide service in Plymouth County and many others throughout the state. Services include: capias warrant apprehension, executions, evictions, summary process, domestic relations, notices of all kinds.

Belle Epoque Caribbean Cafe & Bakery



793 Crescent Street, Brockton • 508-580-0020
www.bellepoquefoods.com

Located at the entrance to Massasoit, Belle Epoque offers authentic and delicious Caribbean dishes, deserts, pastries and smoothies. The ultimate culinary experience, Belle Epoque also caters for any occasion; special events, private functions, lunch & dinner meetings, etc. We also specialize in baking and custom designing delicious cakes. Stop in today for a taste!

Big Brother Big Sister Foundation, Inc.



5 Mean Road, Holbrook
Contact Steven Beck, 774-776-7228

The BBBS Foundation collects used clothing and household goods at residences and businesses in 300+ towns to generate funding for eleven BBBS mentoring agencies in MA and NH. Log on or call 1-800-483-5503 to arrange a pick up. BBBSF was nominated for the 2010 Foundation of the Year and has been featured in Advancing Philanthropy, BBJ and other publications.

New England Trial Services



321 North Cary Street, Brockton • 617-894-4131
www.newenglandtrialservices.com

New England Trial Services is committed to providing quality service and a professional work product. Our videographers have produced thousands of deposition videotapes and presented evidence in hundreds of trial presentations and depositions in courtrooms all over New England. We use broadcast quality equipment and adhere to legal video production standards of the National Court Reporters Association.

New England Lusa American Soccer Association



PO Box 1643, Brockton • 508-895-9005
www.nelasa.net

It is the mission of the NELASA league to build a strong soccer community by preserving the "Football" tradition while fostering physical, mental, and emotional growth. We promote community-based competitive and recreational soccer in a positive and safe environment that emphasizes the true spirit of sportsmanship; fostering programs and games that engage the community; emphasizing the highest level of commitment and dedication to the game.

K. Dwyer Painting



Phone: 617-512-4725
www.kurtdwyerpainting.com

- * 15 Years Experience
- * Fully Insured
- * Interior / Exterior
- * Power Washing
- * Decorative / Faux Finishes
- * Gutter Cleaning

Owners: Kurt Dwyer / Jennifer McSharry
Let us help you add beauty and value to your home...

52 Florence Street, Quincy • 617-293-0684
www.kurtdwyerpainting.com

Since 1999, KDP has been successfully improving the quality and value of homes. KDP is family owned business with 25+ years combined experience offering residential and commercial interior / exterior painting, along with color consultation, faux finishing, power washing, gutter cleaning and more. We are an environmentally responsible business, and members of the Painting and Decorating Contractors of America.

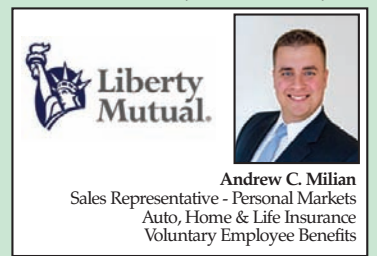
Beacon Telecom, Inc.



80 Cedar Street, Canton • 781-297-2200
www.beacontelecom.com

Beacon Telecom is a full service telecommunication company offering telephony and data solutions from Avaya, Nortel, Cisco and a complete Mitel Hosted telephony solution. We offer services including phone system sales and installation, data solutions, maintenance and support, security and VPN, LAN/WAN, wireless networks, structured cabling and complete project management. Clients include FEMA, ICE, and Department of Homeland Security.

Liberty Mutual (Andrew Milian)



Andrew C. Milian
Sales Representative - Personal Markets
Auto, Home & Life Insurance
Voluntary Employee Benefits

50 Derby Street, Hingham • 781-740-1920 x 54564
www.LibertyMutual.com/AndrewMilian

"At Liberty Mutual, we are committed to offering affordable insurance programs to help you lead a safer more secure life. Contact me to learn more about the many comprehensive and cost-effective insurance programs." Andrew Milian graduated from UMass Dartmouth, majoring in Economics and playing center for the football program. He is a member of the South Shore Young Professionals Network and on the board of the Plymouth DECA Program.

BUSINESS EVENTS Planner

July 22

Ribbon Cutting Ceremony

4:30 pm
Advantage Home Health Care
1778 Washington Street, Suite 7B, Stoughton

Enjoy networking while celebrating a business relocation. Refreshments will be served. Do not forget your business cards!

For more information call 508.584.2900

August 10

Business After Hours

5:30 pm - 7:30 pm
Baypointe Rehabilitation Center
50 Christy Place, Brockton

Enjoy networking and refreshments. Don't forget your business cards!

Cost: \$5 members, \$10 non-members
Please RSVP at 508.586.0500 ext. 231

August 26

Business After Hours

5:30 pm - 7:30 pm
Irish Cultural Centre
200 New Boston Drive, Canton

Featuring Networking, Irish BBQ, Music, and Beer Tastings. Make sure to bring plenty of business cards. New Member Orientation 4-5pm.

Cost: \$5 members, \$10 non-members
Please RSVP at 508.586.0500 ext. 231

IT'S EASY TO REGISTER!

508-586-0500 x 231 ☎

508-587-1340 📠

E-mail: info@metrosouthchamber.com ✉

Online: www.metroouthchamber.com

Send reservation and payment to: 📄

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