

Action report



June 2013

www.metroouthchamber.com

Leading Businesses
Leading Communities



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



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Newsletter Designed by Alison van Dam
Printing Donated by The Enterprise

ATHENA Program: Honoring Women; Speakers, Expo, Workshop



Thursday, June 13, 2013
8am - 9am: Women's Expo
9am - 10am: ATHENA Breakfast
10am - 11am: Women's Expo
11am - 12pm: Workshop

On Thursday, June 13, at the Shaw's Center, 1 Feinberg Way, Brockton, the Metro South Chamber and Crescent Credit Union will present the 15th Annual ATHENA Award during a special breakfast to an exceptional individual who has achieved excellence in his/her business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

The ATHENA Awards Program was created in 1982 and has expanded to over 500 cities in the United States, Russia, Canada, China, The United Arab Emirates and the United Kingdom. The Metro South Chamber believes in the values underlying the ATHENA Foundation's philosophy of incorporating the talents and expertise of women into the leadership of our businesses, communities and government.

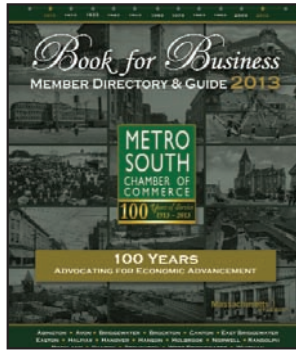
Breakfast tickets are \$25 for members and \$35 for future-members. To register, please call Kim Prosper at 508.586.0500 x 231, email kprosper@metrosouthchamber.com or visit www.metroouthchamber.com/calendar-registration. Tables of 10 still available.

WOMEN'S EXPO 2013 (8:00 am - 11:00 am)

If you are a woman owned business, or a business that supports women and would like extra exposure, we invite you to display at the 2013 Women's Expo. Table Top displays are \$99 for members and \$129 for non-members and includes 1 breakfast ticket. For more information or to reserve your table, contact Kimberly Prosper at 508.586.0500 x 231 or email kprosper@metrosouthchamber.com. *The EXPO is free to walk the floor.*

Celebrating 100 Years With 100+ New Members and Centennial B4B

More than one hundred businesses have joined the Metro South Chamber of Commerce in May. With more than one thousand members and affiliates the Metro South Chamber of Commerce is counted among the oldest and largest economic development and business advocacy organizations in Massachusetts. The United States Chamber of Commerce recently named the Metro South Chamber of Commerce among the top 1% nationally, awarding it a five-star accreditation based upon quality programs, consistent leadership, solid finances and effective advocacy for business priorities.



ATHENA BREAKFAST (9:00 am - 10:00 am)



Featuring Roberta Zenn Phillips (Executive Director) and Natalie Masri (Senior Director of Special Projects) for the Center for Women in Business at the U.S. Chamber of Commerce. CWB is an initiative that empowers women at all levels to advance in the business world by increasing opportunities for women to serve on corporate boards and in the C-suite; mentoring women in all stages of their careers; and building a network for women entrepreneurs to encourage peer-to-peer networking, education and professional growth.



Also speaking in an interview segment will be Carrie Campbell, Vice President/ Sales & Service for Fenway Enterprises. Carrie has been a driving force in the transformation of Fenway Park into a Tier One event destination and has grown the business by 80% in just three years, making Fenway Park a leader among Major League Baseball Parks.

In addition, the ATHENA Award will be presented.

Grand Sponsor:

Supporting Sponsors:



PEOPLE SKILLS WORKSHOP (11:00 am - 12:00 pm)



Learn how to polish your communication style by paying attention to the words you say and the way you say them, explore the different listening styles to help minimize misunderstandings, stress and conflict and understand yourself as well as others to build better teams and improve leadership abilities. Joanie Winberg, Executive Trainer and Certified Human Behavior Consultant, will lead you through this dynamic, fun and informative presentation. *This workshop is free to the public.*

Yale Appliance Opens Center in Stoughton



See page 7

Remembering Brockton's Dewey Stone



See page 5

Azores; Thailand/Hong Kong - Travel This Fall



See page 7

Chamber Awards Small Businesses



See page 9

View the 2013 Centennial Book for Business online at www.metroouthchamber.com/news-media/book-for-business.

Business After Hours with The Brockton Rox

Wednesday, June 19, Includes Free Brockton Rox Ticket



Join the Metro South Chamber of Commerce, The Brockton Rox and The Shaw's Center for a special Business After Hours on June 19, 5:30 pm - 7:30 pm at The Shaw's Center, 1 Feinberg Way, Brockton. The night will consist of networking, refreshments, prizes and baseball.

The Brockton Rox, part of the Futures Collegiate Baseball League, will play 54 games this season; 27 away and 27 at home. They will kick off the 2013 home season on Saturday, June 8, facing off against the Nashua Silver Knights at 7:05 pm. Ticket information, updates on players and upcoming promotions can be viewed at www.brocktonrox.com.

The Shaw's Center is a 15,000 square-foot facility featuring current technology, top-notch catering, and flexible function space, located adjacent the Campanelli Stadium, home of The Brockton Rox. For more informa-

tion, visit www.theshawscenter.com.

Thank you to the 2013 Metro South Chamber of Commerce Membership Drive volunteers and welcome new members! This event will also serve as a wrap-up party for the 2013 Membership Drive. **All attendees of the Business After Hours will receive a free ticket to the Brockton Rox baseball game following the Business After Hours** as they face off against the North Shore Navigators. The Business After Hours is free for Membership Drive volunteers and New Members, \$5 for all other members and \$15 for future-members. The Business After Hours will occur rain or shine. The following baseball game is weather permitting. To register, please visit www.metroouthchamber.com/calendar-registration or contact Kimberly Prosper at 508.586.0500 x 231, kprosper@metroouthchamber.com. Don't forget your business cards!

What Employers Need to Know; HR Law Update

Tuesday, June 25, 2013, 8:30 am - 12:00 pm
(Registration & Networking: 8:00 am)

Irish Cultural Centre of New England, 200 New Boston Drive, Canton

Join the attorneys of Murphy, Hesse, Toomey & Lehane, LLP for our 2013 Employment Law Update on June 25, 2013 at the Irish Cultural



Centre in Canton. Featuring Attorneys Katherine Hesse (www.mhtl.com/khesse) and Tom Colomb (www.mhtl.com/tcolomb), this half-day program will cover a wide-range of timely topics, including:

- Significant developments, including new regulations and guidance, from federal and state agencies on subjects including the FMLA, credit and criminal background screening, and HIPAA privacy policies
- New state laws and regulations involving gender identity, temporary workers, fingerprinting/background checks, and medical marijuana
- Update on pending legislation at the state and federal level
- Lessons to be learned from recent court decisions, including disability/essential functions, retaliation claims, and class actions
- What employers need to know about the Affordable Care Act and health care reform
- Recent decisions from the NLRB that affect all employers on subjects including social media, employee handbooks, solicitation/distribution, and confidentiality of workplace investigations

Registration and networking will begin at 8:00 am. The cost of this workshop is \$30 for members and \$40 for future-members and includes coffee, continental breakfast, and extensive handouts. This workshop is presented in collaboration with the Neponset Valley Chamber of Commerce. RSVP for this event by contacting Kim Prosper at 508.586.0500 x 231, email kprosper@metroouthchamber.com, or register online at www.metroouthchamber.com/calendar-registration.

Murphy, Hesse, Toomey & Lehane, LLP is a multi-service law firm based in Quincy, Boston and Springfield. One of the 50 largest firms in Massachusetts, their years of experience and resources offer clients a wide range of legal services while maintaining a "hands-on-touch" that is important in Client-Attorney relationships.

Networking & New Member Reception at Westgate Lanes

Thursday, August 8, 2013, Brockton

Business After Hours: 5:30 pm - 7:30 pm



Join us at Harry's Westgate Pub located at 59 Westgate Drive in Brockton from 5:30 pm - 7:30 pm for a special Business After Hours. Form and nurture new business connections while enjoying refreshments and cash bar courtesy of Harry's Westgate pub. In addition, take advantage of bowling opportunities following the After Hours.

Harry's Westgate Pub offers delicious food with a new menu and chef, live entertainment with karaoke Sundays

New Member Reception: 4:00 pm - 5:30 pm, prior to Business After Hours

The New Member Reception 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 Harry's Westgate Lanes prior to the Business After Hours Networking Event. The orientation and Business After Hours is free for new members to attend. Please bring plenty of business cards for networking and some promotional materials about your business to share. Pre-registrer for this event by calling Kim at 508.586.0500 x 231 or email kprosper@metroouthchamber.com.

TO LEARN MORE ABOUT CHAMBER MEMBERSHIP
Contact Kathleen Lynch, 508.586.0500 x 229, klynch@metroouthchamber.com

How to Double Sales in the New Economy

Wednesday, August 14, 2013, 8:00 am - 10:00 am
Irish Cultural Centre of New England, 200 New Boston Drive, Canton

In today's technology-saturated world, information is cheap. The Internet has changed everything for prospects—not to mention for the salespeople who hope to win their business. This new environment creates tremendous opportunity for those with the right strategy to dramatically increase sales.

Winning the business of well-informed prospects is very similar to winning in sports. Consistent success—both in sales and on the field—requires a distinct strategy, a repeatable process and a clear plan to execute with commitment and passion.

In this highly interactive program, you will learn how to:

- Separate yourself from the competition;
- Use a simple system to close sales more quickly and with greater frequency;
- Apply Marc's 2X Formula™ to your own business and see exactly how you can double sales.



About the Presenter: Marc Wayshak (www.MarcWayshak.com) is the author of two books on sales and leadership, *Game Plan Selling* and *Breaking All Barriers*. He is a sales expert who created the Game Plan Selling System based upon his experiences as an All-American athlete, Ivy League graduate, startup entrepreneur and years of research, training and selling. Marc has established a revolutionary selling system for salespeople, entrepreneurs and companies alike. He holds a Master's degree from the University of Oxford and a BA from Harvard University.



The cost to attend this workshop is \$15 for members and \$25 for future-members and includes networking opportunities with Metro South Chamber, Stoughton Chamber and Neponset Valley Chamber members. Marc's book *Game Plan Selling* will be available for purchase at the event. To register, contact Kimberly Prosper, 508.586.0500 x 231, kprosper@metroouthchamber.com, or register online at www.metroouthchamber.com/calendar-registration.

BOARD OF DIRECTORS**OFFICERS**

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Yara Cardoso

Connecting Activities x 227

Kathleen Lynch

Membership Director x 229

DIRECTORS**Jane Callahan** - *On Deck Sports/Promounds***Joe Cardinal** - *National Grid***Peter Dello Russo** - *Bridgewater Savings Bank***Francis Dillon** - *Stonehill College***Gregory Hart** - *Ercolini & Company, LLP***Kim Hollon** - *Signature Healthcare***Richard Hynes** - *Barbour Corporation***Robert Kenworthy** - *Bank of America***Ray Ledoux** - *Brockton Area Transit***Jeffrey Liebman** -*Good Samaritan Medical Center/Steward***Dr. Dana Mohler Faria** -*Bridgewater State University***Jim Murphy LSP** - *GeoInsight***Gerard Nadeau** - *Rockland Trust Company***Jonathan "Jay" Pike** - *Sharkansky LLP***Andrew Raczka** - *Abington Bank***Andrew Schwartz***Law Office of Andrew H. Schwartz, LLC***Larry Siskind** -*Siskind and Siskind Attorneys at Law***Art Sullivan** - *Consultant***Peter Vlaco** - *Brophy & Philips Company, Inc.***Dr. Charles Wall** -*Massasoit Community College***508-586-0500 Front Desk x 221****Kimberly Prosper, IOM**

VP of Programs & Events x 231

Lisa Pearce

Finance x 230

Alison van Dam, IOM

VP of Marketing & Communications x 222

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

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

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

Networking at Events

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

JUNE Calendar

5	Ambassador Meeting	8:00 am
13	ATHENA Awards Program & EXPO <i>Shaw's Center, 1 Feinberg Way, Brockton</i>	EXPO begins 8:00 am Breakfast & Awards 9:00 am EXPO continues 10:00 am People Skills for All Situations Workshop 11:00 am
19	Business After Hours/Member Drive Wrap-Up <i>Brockton Rox/The Shaw's Center, 1 Feinberg Way, Brockton</i>	5:30 pm
20	Board Retreat <i>Canoe Club, 2 South Street, West Bridgewater</i>	8:30 am
25	Employment Law Update <i>Irish Cultural Centre of NE, 200 New Boston Drive, Canton</i>	8:30 am

Coming Up July

2	Hong Kong/Thailand Trip Info Session <i>Bridgewater Savings Bank, 756 Orchard Street, Raynham</i>	5:30 pm
4	Independence Day - Chamber Closed	

Save the Date August

6	Executive Committee	3:00 pm
8	Business After Hours & New Member Reception <i>Harry's Westgate Pub, 59 Westgate Drive, Brockton</i>	New Member Reception 4:00 pm Business After Hours 5:30 pm
14	How to Double Sales in the New Economy <i>Irish Cultural Centre, 200 New Boston Drive, Canton</i>	8:00 am
28	Board of Directors Meeting	12:00 pm

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

100 Million Dollar Plan Viewed by Senator Warren



Kenan Bigby of Trinity Development shares plans with U.S. Senator Elizabeth Warren for a one hundred million dollar project that will transform the Enterprise Block in downtown Brockton into a mixed use development featuring offices, parking, eateries, retail, residential and live/work artist lofts. The site is located between Main Street and Montello Street (former site of the Enterprise Newspaper) just west of the MBTA commuter rail stop/Brockton Police Station. Construction is expected to begin in 2013.

Crescent Credit Merges with Brockton Postal Credit Union

On Tuesday, April 30, Brockton Postal & Government Employees Credit Union merged into Crescent Credit Union. Both credit unions' members voted to approve the merger earlier this year. The merger was subsequently approved by Massachusetts Banking Commissioner David J. Cotney last week. Founded in 1919, Crescent Credit Union was originally chartered to serve the financial needs of employees at the Tarlow Brothers Leather Company in Brockton. Crescent now provides better banking solutions to over 47,000 members who live or work in Plymouth, Bristol, Norfolk and Barnstable counties. Established in 1923, Brockton Postal Employees Credit Union is the oldest postal credit union in the country, proudly serving 1,800 members in the Brockton area.

Kelly Le Named Pembroke Branch Manager

Bridgewater Savings has named Kelly A. Le as the new branch manager of its Pembroke branch. Starting her career as a bank teller, Le has 17 years of experience working for Bridgewater Savings. Prior to taking the new position, Le was the branch manager of the Bank's West Bridgewater branch where she led improvements in customer service and saw significant branch growth. "Le has touched on all aspects of our business during her 17 years at Bridgewater Savings. Her leadership skills and her commitment to her team and to the bank truly set her apart" said James C. Lively, Bridgewater Savings President and CEO. "I have no doubt Le will continue to lead and innovate as she steps into this new role."

Brockton Library Offers Free Music Downloads

Attention all Brockton music lovers, The Brockton Library's Freegal online downloadable free music product is now available. Freegal stands for "free" and "legal". Brockton Public Library pays for the subscription. Anyone with a Brockton Public Library card in good standing can download three free music titles each week from over 800,000 titles in Sony Music online. You get to keep the music. Do the math - that's over 150 songs for free this upcoming year if you start now. This subscription is costly, so let's get some serious use of our great new product. Music comes in all genres, from pop to rock to alternative to classical to country, and everything in between. Download to your computer, tablet, or smart phone, direct to your iTunes or other music download account. Don't wait; visit our website at www.brocktonpubliclibrary.org and click on Freegal. Brockton Public Library is located at 304 Main Street, Brockton, MA, 508-580-7890.

Summerfest Casino Night

Friday, June 21, 2013: Casino Night to support Summerfest 2013 - Co-sponsored by the Brockton Rox, Brockton Community Schools and Brockton Youth Foundation, the "All-In" Casino Night will be held from 7:00 p.m. to 12 midnight at The Shaw's Center, One Feinberg Way, Brockton. Complimentary Hors d'oeuvres and a cash bar will be available throughout the evening. The Brockton Rox will be playing a home game that evening followed by fireworks. Tickets are \$15 per person and include a commemorative poker chip at the door. Join our co-hosts Mayor Linda Balzotti

and local business leader John Merian along with local officials and community leaders as celebrity dealers for an evening of Black Jack, Roulette, Vegas Dice, with silent auctions and raffles. All proceeds benefit Summerfest 2013, August 17, on the grounds of Brockton High School. Call 508.584.2506 or visit www.brocktonyouthfoundation.org. Sponsors, advertisers and auction/raffle donors still needed.

Boston Irish Festival, June 7-9, 2013

The Irish Cultural Centre of New England will host the Boston Irish Festival from June 7-9 at 200 New Boston Drive, Canton. Featuring music, dancing, kids village, field games, amusements, genealogy consultations, Irish Football, face painting, road race, and much more. Tickets are \$25 at the gate Friday, \$15 at the gate Saturday and Sunday, children under 12 are free Saturday and Sunday. For more information, visit bostonirishfestival.info.

Old Colony Elder Services Thanks Local Businesses

Old Colony Elder Services (OCES), a private, non-profit agency designated as an Aging Services Access Point (ASAP) serving the greater Brockton and Plymouth county areas, has received a total of \$8,385 in donations to their Emergency Fund from the business community. "Our Emergency Fund enables us to meet the needs of elders and individuals with disabilities who are in crisis or emergency situations that threaten their health or living status and cannot be addressed through the use of any other resource. These needs include fuel assistance, utility bill payments, short-term emergency shelter, medical transport, medications, air conditioners for individuals with breathing difficulties, hot water heaters, food and more..." noted Diana DiGiorgi, Executive Director of OCES.

HarborOne Credit Union Donates...

The Board of Directors of HarborOne recently made the following donations in support of local community efforts: Three thousand dollars (\$3,000) to Stonehill College. Two thousand five hundred dollars (\$2,500) to My Brother's Keeper on behalf of its programs to serve the needy. One thousand dollars (\$1,000) to the 9th Annual Reebok Canton Road Race to assist efforts in the town. One thousand dollars (\$1,000) to the Brockton Historical Society's posthumous honor of Dewey David Stone.

Free Strategies to Assist Parents Workshop

Is Anyone Home? Free Strategies to Assist Parents on Tuesday, June 25, 5-8pm at the Brockton Main Library, 304 Main Street. Police work in the 21st century involves much more than apprehension and arrest. Law enforcement officials are often called upon to assist parents in crisis and mediate conflict with their children. This workshop will teach, provide resources available in Brockton, and show effective strategies to work with children and identify trouble areas to parents that will help reduce conflict in their home. Featuring Reverend Tim Allen, Old Colony YMCA's Big Brother, Big Sister, Brockton Christian Mentoring Initiative, A Beautiful Me and

notMYkid/G.R.E.A.T. Families programs. Sponsored by: Operation Divinity & Office of Mayor Linda Balzotti. Please RSVP by 6/21 to 508-897-5371.

Nissan 24 B2B Networking Group

Tuesday, June 4: Nissan 24, located at 1016 Belmont Street, Brockton, will be hosting a new, relevant B2B Networking Group. We will meet on the first and third Tuesday of each month, beginning June 4th, from 7:45 AM to 8:50 AM. The group will be limited to 14 non-competing members who are committed to attending every meeting. The purpose of the group is to promote each member's business and provide introductions to potential customers and influencers. Please contact Bill Napolitano at either 508.643.2299 or Bill@aimnhi.com to obtain an application or for more information. There is no fee associated with group membership. Please do not contact the dealership for information.

Rooted in Compassion, Spring Gala

Saturday, June 8: Catholic Charities South Annual Spring Gala "Rooted in Compassion" will be held at Blue Hill Country Club, Canton. The Peggy Simons Care and Compassion Award will be presented to Canton residents Marla and George Jenkins. Dinner, Dancing, Art Showing and Raffle, Live Auction with Dan Flynn and an opportunity to win \$500 Roche Brothers Gift Card or an iPad Mini Bundle valued at \$1,000. For more information, to sponsor the event, participate in the drawing or donate, please contact Catholic Charities South at 508-587-0815 x264. www.ccab.org. Catholic Charities is building a just and compassionate society rooted in the dignity of all people.

Signature Healthcare Diabetes Day

Saturday, June 8: Signature Healthcare will host its second annual Diabetes Day on June 8 at the Shaw's Center in Brockton, a free event open to the public. Last year, more than 400 community members participated in educational seminars, free health screenings, interactive wellness activities, raffles and healthy cooking demonstrations. Visit www.MySignatureCare.org/Diabetes for more information.

Knocking Down Diabetes, June 8-15

June 8-15 Brockton will again be "Knocking Down Diabetes" with an intensive city-wide week long campaign. Activities will include a Tradeshow and Health Fair, free workshops and presentations, culminating with a "Walk, Just For Walking" on June 15 at Brockton High School and Campanelli Stadium. For more information on sponsorship opportunities and the events schedule, contact Leo MacNeil at lmacneil@harborone.com.

Voice of Champions Auditions

Sunday, June 9: The Charity Guild's, The Voice of Champions audition, 11am-4pm at The Shaw's Center, 1 Feinberg Way, Brockton. \$5 per tryout. Call for an appointment. All ages welcome, single and group performances. Please bring your own CD accompaniment. No instruments please. The winner will receive \$150, recording time with a local studio and will be the guest soloist for the opening game of the Brockton Rox season.

For more information, contact Michael at 508-699-4360.

McGuiggans Pub 5K Road Race

Sunday, June 9: McGuiggans Pub 5K Road Race to benefit The One Fund, 12:00 pm at 546 Washington Street in Whitman, all ages. Featuring a post race party, raffles and awards. Race day registration begins at 9am. Saturday sign up and packet pickup noon-5pm. For more information, visit www.mcuigganspub.com

St. Joseph Manor Golf Tournament

Monday, June 10: St. Joseph Manor Health Care in Brockton will hold its 22nd Annual Golf Tournament at the Easton Country Club in South Easton, Massachusetts. All proceeds directly benefit our 118 residents and 60 adult day health clients. Tournament costs \$135.00 and includes cart, giveaways, player prizes, continental breakfast and luncheon. Don't golf? Participate by becoming a sponsor or advertising in our program booklet. To register as a golfer, sponsor or for additional information please contact Marni Dunton, Marketing Coordinator at 508-583-5834 ext. 3055 or via email at mdunton@SJMbrockton.org

Documentary Screening at the Fuller Craft Museum

Thursday, June 13: Gift to Our Fathers, An evening exploring classical and contemporary themes of fatherhood. Featuring a gritty and touching new documentary about fatherhood by Brockton filmmaker Noubé Rateau. 6:30 am - 9:30 pm \$6 Members \$10 Nonmembers Open bar and appetizers from (6:30 - 7:30 pm), Fuller Craft Museum, 455 Oak Street, Brockton, MA 02301 508.588.6000. More info at www.fuller-craft.org.

Blue Dog Shelter Sakari's Kids Skate-A-Thon

Saturday, June 15: Blue Dog Shelter presents Sakari's Kids Skate-A-Thon. Support your shelter and have a ton of family fun. 5pm-7pm at Carousel Family Fun Center, 1055 Auburn Street, Whitman. \$7 admission. Food and rentals an additional cost. Participate in the sponsor challenge and help the shelter raise money for the dogs! For every 10 sponsors at \$1 each, you will get a prize. For 20 sponsors, get a blue dog shirt. Questions, contact Milicha at mcronshaw@jmpetresort.com or call 508-436-6446. www.bluedogshelter.com.

Children's Museum in Easton Father's Day Road Race

The 19th Annual Children's Museum in Easton's Fathers' Day Road Race is coming up on Saturday, June 16, 2013. Online and mail registration will be open until the Wednesday before the race, June 9, and walk-up registration will be available the morning of the race starting at 8:00a.m. For more information or to register you can go to www.fathersdayroadrace.com. In addition to passing a number of historic buildings and monuments, the course also runs through a private Ames estate. The now 5K run, 10K run and 5K fun walk will benefit the educational programs and exhibits of the Children's Museum in Easton. After the race there will be a party, raffles, and prizes.

Construction Career Day Provides Hands-On Exploration



The Brockton Area Connecting Activities Partnership participated, alongside many other districts, in the seventh annual MA Construction Career Day on May 2, 2013 at the New England Laborers Training Academy in Hopkinton, MA. This full-day event was designed to educate students about various careers in the construction and engineering industries. Students experienced hands-on demonstrations from different construction and engineering-related exhibitors, learned about the typical workday, explored differ-



ent aspects of working in the construction and engineering fields, and learned about the skills and education necessary to enter that field. Students from Brockton High School, Stoughton High School, Whitman-Hanson Regional Technical, and Southeastern Regional Technical Vocational School attended this event. For more information on Connecting Activities, contact Yara Cardoso, ycardoso@metroouthchamber.com, 508.586.0500 x 227, or visit www.metroouthchamber.com/programs/connecting-activities.



Are You in Need of Extra Help This Summer?



If so, The YouthWorks Summer Jobs Program provides local employers with hardworking youth with the motivation and skills necessary to get you through the summer and potentially beyond. We evaluate each youth extensively and provide a Work Readiness and Health and Safety curriculum before connecting youth with their employers, ensuring the highest rate of success. This is truly a win-win situation for local businesses as well as the community. The program is scheduled to begin July 1, 2013. If you can give a youth an opportunity for employment this summer, please contact one of our Employer Engagement Specialist at (508) 584-9800 for more information. This program is funded by the Brockton Area Workforce Investment Board (BAWIB) and Commonwealth Corporation.

Celebrating Brockton's Dewey Stone



Ted Teplow, Dewey Stone's nephew stands with past presidents of the Brockton Historical Society: Larry Siskind, Jim Benson, Current President Carl Landerholm, Bob Wychulis, and Tom Sampson

Brockton native Dewey Stone was recently recognized by the Brockton Historical Society at Temple Beth Emunah with stories from his nephew Theodore Teplow and others, master of ceremonies Kenneth Feinberg and the screening of "The Dewey Stone Connection: From Exodus to Independence" by Stone's neighbor Walter M. Newman.

Dewey Stone, an industrialist whose family owned Converse Rubber Co., headed the 1946 U.S. operation to acquire boats to bring Holocaust survivors into Palestine. One of those boats was called the "Exodus." Stone is recognized in the creation and recognition of Israel as a nation.

Chamber Affiliation News & Events

To become an affiliate organization of the Chamber, contact Christopher Cooney at 508.586.0500 x 223 or email chris@metroouthchamber.com.



The Bridgewater Business Association (BBA) will host their June meeting on Thursday, June 20, 6:30 pm with Keeping Pace with Multiple Miracles in West Bridgewater. For more information visit www.bridgewaterbiz.biz.

Join the Stoughton Chamber of Commerce will host their 2nd Annual Summer BBQ at Camp Westwoods, 808 West Street, Stoughton on Monday, July 22, 5:30 pm - 8:00 pm. Join us for delicious food catered by Peppercorns at the Y!, fun, DJ Zienko, and trivia. The cost to attend is \$10. Visit www.stoughtonma.com for more information.



The next Norwell Chamber of Commerce Business After Hours will take place on Wednesday, June 19 from 5:30 pm - 7:30 pm at The Travel Center, 193 Rockland Street in Hanover. Come enjoy refreshments and great networking. Sponsored by Paula Killion. For more information or to RSVP, visit norwellchamberofcommerce.com.

The East Bridgewater Business Association (EBBA) Business Expo will take place on September 21, 2013 and will feature Dale and the Duds. Bridgewater Savings Bank is sponsoring the event which will take place on the East Bridgewater Town Common. Visit www.eastbridgewaterbiz.com



There will be an AIPA General Meeting on June 19, 8am at Logan Furniture. For more information, visit www.avonindustrialpark.org.



The Randolph Chamber of Commerce recently held The Best Taste of Randolph. Judges awarded the following restaurants: Best Appetizer to Zorba's Pizza for their Buffalo Chicken, Spinach, Feta Calzone. Best Entree to Lombardo's for their Pulled Pork Surprise. Best Dessert to Vermarje International for the Pecan Squares. People's Choice: Best Appetizer to Bertucci's for their Balsamic Nectar Wings and Gorgonzola. Best Entree to Rocco's Tavern for their Steak Tips. Best Dessert to: Vermarje International for their Pecan Squares. Visit www.randolphchamberofcommerce.org or call 781-963-6862 for more information.

RENEWING Members Thank You!

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- B C Tent & Awning Company, Inc.
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- Stonebridge Homes Inc.
- The Mattress Maker of New England
- The Ockers Company, Inc.
- Trojan Recycling, Inc. & Transfer Station
- Vicente's Tropical Grocery

Chamber Welcomes 100+ New Members During May Membership Drive

Top Individual Sales - Richard Hynes, Barbour Corporation



Christopher Cooney, Chamber President & CEO; Friend Weiler, Membership Campaign Chair; Richard Hynes, Barbour Corporation, top individual sales; Bill Morse, Chamber Chair of the Board

RUNNERUPS: 2nd Place - Sergio DoRego of Rockland Trust. 3rd Place: Steve Hall of Prism Energy Services

Top Sales Team - The UnderDogs



Led by Team Captain Andrew H. Schwartz, Law Office of Andrew H. Schwartz

Pictured: Christopher Cooney, Chamber President & CEO; Friend Weiler, HarborOne, Membership Campaign Chair, and the UnderDog Team: Andrew Schwartz, The Law Office of Andrew H. Schwartz (team captain); Richard Hynes, Barbour Corporation; Linda Werman, Old Colony Hospice; (Bill Morse, Chamber Chair of the Board) and John Nesti, The Brockton Rox. Not Pictured: Nicki Meade Draves.

RUNNERUPS: 2nd Place - Team The Corporation, led by team captain Peter Vlaco with teammates Brian Droukas, Whelan Associates; Angel Nieves, Aflac; Steve Hall, Prism Energy Services; Robert Tufts, SET Associates

3rd Place: Team Rockland Trust led by Team Captain Joseph Tansley with teammates Sergio DoRego, Justin Comeau, Tricia Dandro and Michael Semonian of Rockland Trust.

Thank You Incentive Partners & Sponsors



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The Chamber would like to thank all sponsors and volunteers that assisted during the successful May 1 and 2 Membership Drive at Stonehill College in Easton which brought in 100+ New Members to the Metro South Chamber network.



The Call Center at Merkert Tracy Hall, Stonehill College Friend Weiler tallies the new members

For more information on membership, contact Kathleen Lynch at 508.586.0500 x 229, klynch@metrosouthchamber.com, or visit www.metroouthchamber.com. Visit pages 10-11 for a listing of new members.

"It was a pleasure and a lot of fun Chairing this year's Membership Drive. Having the incredible help from the Chamber staff, particularly Kathy Lynch, the support from the Board of Directors, who provided the backbone of the Teams and the great facilities at Stonehill College, all contributed to the outstanding success we enjoyed. Welcome on board to the 100+ new members and thanks to the 90 volunteers that made it happen"

Friend Weiler, HarborOne Credit Union, Membership Campaign Chair

Thank You to Our Team Captains

Andrew Schwartz,
Law Office of Andrew H. Schwartz
Team The Underdogs

Ed Sousa, Bridgewater Savings Bank
Team Bridgewater Savings Bank

Peter Vlaco, Brophy & Phillips
Team The Corporation

Mathew Insana, HarborOne
Team HarborOne

Dan Trout, Mutual Bank
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Jim Murphy, GeoInsight
Team Dropkick Murphys

Robert Kenworthy, Bank of America
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Heather Nelson, Sovereign Bank
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Joseph Tansley, Rockland Trust
Team Rockland Trust

Sue Cunniff, Mansfield Bank
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Jonah Wein, Crescent Credit Union
Team Crescent Crusaders

Scott Wickert, Old Colony YMCA
Team Old Colony YMCA

Jay Pike, Sharkansky CPA's
Team Sharks

Scott Stephenson, Eastern Bank
Team Eastern Bank

Thank you also to our runners, Anne Beaugard, Brockton Library Foundation, Cheryl Showstack, CS Consulting, and Rochelle Sugarman, Old Colony Elder Services, and all of the Bridgewater State University student volunteers.

Thank You to Our Prize Donors

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Buffalo Wild Wings Opens in Brockton



Buffalo Wild Wings is now open at 486 Westgate Drive in Brockton! Pictured: Bob Tufts, SET Associates; Bob Wisgirda, Metro South Resources; Brockton Rox mascot K.O.; Kathleen Lynch, Metro South Chamber Membership Director; Erika Madden, Buffalo Wild Wings; Mayor Linda Balzotti; Christopher Cooney, Chamber President & CEO; Brian Droukas, Whelan Associates; Angel Nieves, AFLAC; Mike Canina, The Shaw's Center; Beth Spiegel and Luciano Villani, Westgate Mall; John Nesti, The Brockton Rox. For more information about Buffalo Wild Wings, visit www.buffalowildwings.com.

Yale Appliance Opens Center in Stoughton



Kathleen Thomassen, Human Resource Director for Yale Appliance + Lighting and Christopher Cooney, Chamber CEO at entrance to new Yale operations center in Stoughton. Yale recently purchased the building and consolidated operations, drawing from their former Mansfield site and existing retail Center in Dorchester, MA. 45 Yale employees work at the new facility. For more information about Yale Appliance + Lighting, please visit www.yaleappliance.com.

Open House Networking at Abington Bank

Photos by www.richmorganphotography.com



The Abington Bank is located at 6 Harrison Avenue in Abington. For more information, visit www.theabingtonbank.com



A full room of networking at Abington Bank



Christopher Cooney, Chamber President & CEO; Dan O'Brien, Wicked Local; Andy Raczka, Abington Bank



Robert Kaplan, Solex Payroll; Murray Vetstein, Source4; Joe Femia, G.T. Reilly & Co.



Josue Nosile and Rhamona Janvier, New England Best Staffing Agency; Angel Nieves, AFLAC; Rob Sheldon, ABC Specialties; Lewis Victor, Law Office of Victor Goldman

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Tour includes: 6 nights at first class hotels, breakfasts, 2 lunches, 3 dinners, English speaking tour guides, airfare from Logan Airport, transfers, round trip ferry, entrance to attractions, taxes and more. Trip price is \$2,449. Reserve by June 18 and save \$100 off price! \$300 dollar deposit due by July 9. For more information, visit metroouthchamber.com, or contact Doris Flecchia at 508.586.0500 x221, doris@metroouthchamber.com.

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Tour includes: roundtrip airfare, all meals, 4 and 5 star accommodations, deluxe bus tours, fluent English-speaking tour guides and attractions. Trip price is \$2,889. Payment in full due July 18. For more information, visit metroouthchamber.com, or contact Doris Flecchia at 508.586.0500 x 221, doris@metroouthchamber.com.

FREE INFO SESSION: Tuesday, July 2, 5:30 pm - 6:30 pm,
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Metro South Chamber of Commerce Celebrates Small Business Month

The Small Biz EXPO featured over 30 local companies. Photos by www.richmorganphotography.com. Sound by www.robpetersentertainment.com



Stefanie Holland, U.S. Chamber, gets her caricature drawn, courtesy of FUN Enterprises, Inc



Mark D'Agostino, R.F. D'Agostino Insurance Company



Justin Jette and Mark Cocuzzo, Comcast Business



Rodney Heger, Standard Modern, explains services to Brian Reiser, Timeless Communications



Rob Sheldon, ABC Specialtees



Washawn Jones, Boston Business Journal



Lindsay Medeiros & Ron Wittry, Beacon Telecom



John Nesti, The Brockton Rox



Suzanne Fernandes and Joanne Schneider, Eastern Bank (EXPO sponsor)



Matt Nyman, Mark Kilduff & John Neisler, Remote Quality Bookkeeping; Kathy Lynch, Metro South Chamber



Francesca Lombardo, Lombardo's



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Stefanie Holland, U.S. Chamber; Kristen Rupert, Associated Industries of Massachusetts; Jim Paul, U.S. Department of Commerce



Robert Kenworthy and Paul Anghinetti, Bank of America, Premier Luncheon Sponsors



Bill Morse, Chair of the Board, Mutual Bank; Friend Weiler, HarborOne, Membership Drive Chair; Christopher Cooney, Chamber President & CEO



Over 170 people attended the Small Business Luncheon at The Shaw's Center in Brockton

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2013 Award Finalists

Acella Construction • Mr. Dave Dirubba

62 Accord Park Drive, Norwell • www.acellaconstruction.com

Acella Construction, started by Dave Dirubba 10 years ago, provides quality construction services for academic, corporate and institutional markets. They began in 2003 in a 200 square foot office space in Norwell with 2 employees, concentrating on non-profits and some commercial work, finding their niche as a smaller construction firm. Some of their first clients included Boston Beer Works and Sam Adams. In their first year of business, they generated \$2 million in revenue. Over the years, Acella Construction carefully worked their list of core clients and developed stronger relationships with their contractors and partnerships with architects, allowing them to expand their reach into additional markets. By 2010, the company had grown to employ 14 workers. Today, the company employs 20 people and has generated \$15 million in revenue. Clients include Panera Bread, Cardinal Cushing, Friendship House in Norwell, MIT, Northeastern University, Bentley University and Provincetown Art Association & Museum. In an industry that is often hit hard during a recession, Acella has come out on top by focusing on their core strengths, developing their own "lean" tactics and by living with the belief that construction means not only building structures but also building relationships.

Brilliant Move, LLC • Mr. Jean Brillant

33 Wales Avenue, Unit D, Avon • www.brilliantmove.net

Brilliant Move is a full-service, innovative moving company that ensures that every customer has a smooth experience with his/her in-house move, local move, long distance move, and short and long term solutions. Brilliant Move fits into customer schedules, working on weekends and with no increase in rates or hidden fees. They also partner with Regarding Style, a professional organization and move management company. In addition, Brilliant Move interior designers work with the customer to create a fresh and stylish new look by incorporating old and new pieces to create the perfect home. They also provide packing materials, tips and advice prior to the move in order to ensure a smooth transition. Brilliant Move LLC was established in 2007, employs 7 people, and has annual revenue of approximately \$580,000. In the community, Owner Jean Brillant has volunteered for the past 4 years as a strong advocate of the Susan G. Komen for the Cure foundation.

Crystal's Kitchen • Ms. Crystal Tan

4 S Main Street, W. Bridgewater • <http://crystalkitchenma.com>

Crystal's Kitchen is a unique Asian restaurant that serves original dishes using fresh organic herbs and spices to create multi-cultural cuisine from all over Asia, including Malaysia, Thailand, and Japan. Owner Crystal Tan worked in Chinese and Italian restaurants for 30 years prior to opening Crystal's Kitchen, creating a varied knowledge of food preparation representing both Eastern and Western palettes. Tan also owned and ran 2 other successful family-owned restaurants, one in Bridgewater and one in the state of Washington. Crystal opened her Thai restaurant in June of 2012 and has grown her customer base through her hard work, delicious food, dedication, and a kind, friendly demeanor. She has been generous with her donations to local fundraising efforts and joined the Metro South Chamber of Commerce and the Bridgewater Business Association before even opening her doors. Crystal's Kitchen is operated out of a 2,040 square foot space in the West Bridgewater Center Shopping Plaza which seats 42 customers and employs 6 people.

Evans Machine Company, Inc. • Mr. Dan Evans, Sr.

32 N. Manchester Street, Brockton • www.emievans.com

Evans Machine Company, Inc. is a full service manufacturing company specializing in fabrication, welding and milling, working in a variety of materials including aluminum, stainless steel, plastics, copper, brass and titanium. Clients range from high-tech/bio-tech companies to mom and pop shops. In 1967, Dan Evans, Sr. worked the 2nd shift as a machinist for a local manufacturing company, earning extra income by doing side work out of his basement. By the 1970's, his side venture had gained such success that he was able to upgrade his facility to a commercial shop in Holbrook. In 1984, the company moved to its current location in Brockton. Dan has grown his business from 1 employee in 1967 to 40 full-time employees today. The company's revenues have also increased steadily, up 12% from 2011 to 2012. Evans Machine Company continues to successfully serve its customers largely due to technological advancements and a focus on ingenuity. In the community, Evans Machine Company educates students by partnering with the South Shore Vocational Technical High School and Southeastern Regional Vocational Technical High School, helping to create a strong future workforce. They also support youth sports program. Evans Machine Company will soon begin a 15,000 sq ft renovation/addition to its current location and plans to add 10 additional jobs with the upgrade.

Hogie's Hobbies • Mr. William Hogan

138 Main Street, Brockton

Bill Hogan, a resident of Brockton and former local courier company owner, opened Hogie's Hobbies in 2010, contributing greatly to the revitalization of the Downtown business district. Hogie's Hobbies is filled with model trains, authorized by Atlas Model Railroad Company, model car kits, Star Wars and Star Trek model kits, and hobby supplies for kids and the young at heart. Bill has organized sidewalk sales to increase foot traffic downtown and encourage more commerce. He also participates in the Downtown Brockton Association, Summerfest, and is a leader with the annual Santa Hat Day and Holiday Parade. He has joined the Brockton Historical Society, Brockton High School Alumni Association, and Rocky Marciano Statue Committee. Along the way, Bill has acquired Rocky memorabilia and has started a "fight night" where retired boxers and their fans get together and talk about the old days. Bill Hogan hopes to help move Brockton forward as a bustling city reminiscent of the 1960's and 1970's through his support of the downtown business community. Hogie's Hobbies is a sole proprietorship.

2013 Small Business Award Recipients

Entrepreneur of the Year

SKy8 Shrimp Farm, LLC • Mr. James Tran

250 Tosca Drive, Stoughton • www.sky8shrimpfarm.com



James Tran

In a time when fish stocks are down due to overfishing, oil spills, and hurricanes, SKy8 Shrimp Farm provides a forward thinking solution to providing shrimp for local fish markets, grocery stores and restaurants. Shrimp larvae arrive to the SKy8 Shrimp Farm warehouse in Stoughton from a hatchery in Florida and are immediately placed into incubators. From here, they are placed into larger tanks which utilize all-natural, non-cancer causing chemicals, and quickly grow to a sellable size within just a few months. Currently, there are only 7 other shrimp farms in the United States.

Owner James Tran, whose brother has a similar business in Vietnam, hopes to earn about \$14 a pound from the first batch and hopes to raise 70,000 pounds of shrimp a year. Tran has already amassed about \$300,000 from investors and is working with consultants in Boston and the Netherlands. He hopes to entice more investors and raise another \$400,000. SKy8 Shrimp Farm has already attracted media attention from the Boston Globe, Boston Business Journal, Patriot Ledger and Fox 25, who have all trumpeted the sustainability, convenience and supply niche that this business model fills. There are currently 5 equity partner employees. Tran hopes to grow business to a commercial level, and double the firm size. In the community, Tran donates to the Stoughton Police and Fire Departments.

Small Business of the Year

Solex Payroll Systems, Inc. • Mr. Matthew Kaplan & Mr. Robert Kaplan

907 Park Street, Stoughton • www.solexpayroll.com



Matthew Kaplan

Solex Payroll Systems owners Robert Kaplan and son Matthew Kaplan are well known CPA's with over 35 years of experience under the name MH Kaplan, CPA, PV. They began their payroll service in 1998 to help better serve the clients of their CPA practice. Today, they provide payroll services to over 1,000 companies in over 40 states with over 20,000 paychecks issued per week. They have grown from 2 employees in 1998 to 11 employees in 2013, with plans to hire two additional employees. Solex Payroll Systems offers direct processing of employee payroll of \$4-6 million, as well as taxpayer and file services, HR solutions, supplemental payroll benefits and integration with QuickBooks. They recently installed a pressure-seal payments system that can process over 7,000 payments in one hour and created an online program that converts time. Solex Payroll Systems is the 2008-2009 National License Pay Choice Award for Outstanding Achievement. In the community, Solex Payroll Systems sponsors a Stoughton youth soccer group, are members of several chambers, the Massachusetts Association of Public Accountants and the Massachusetts Board of Accountancy, participate in Metro South Fund raising, and make contributions to food banks.



Robert Kenworthy, Bank of America; Paul Anghinetti, Bank of America; Robert Kaplan, Solex Payroll Services; Matthew Kaplan, Solex Payroll Systems; Krista Caswell, Acella Construction Managers; Renee Lemieux, Acella Construction Managers; William Hogan, Hogie's Hobbies; James Tran, SKy8 Shrimp Farm; Kevin NG, SKy8 Shrimp Farm; Steve Hall, Prism Energy, accepting on behalf of Brilliant Move; Christopher Cooney, Chamber President & CEO

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Ms. Chantelle Hashem
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(508) 232-3220
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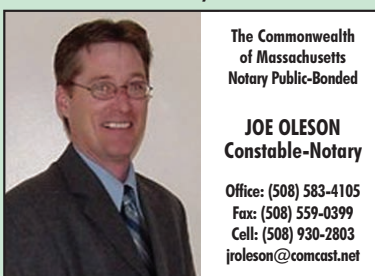
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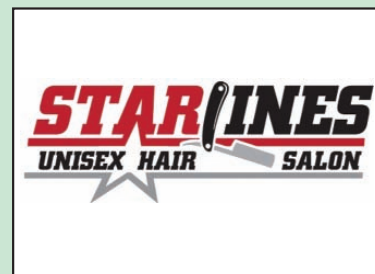
JOE OLESON
Constable-Notary

Office: (508) 583-4105
Fax: (508) 559-0399
Cell: (508) 930-2803
joleson@comcast.net

1015 N. Main Street, Brockton
Office: 508-583-4105 • Cell: 508-930-2803

John Oleson has been a Constable for 12 years serving all types of legal documents in Brockton & all surrounding areas offering professional service to all his clients. Also being a Realtor in Brockton his knowledge & good work ethics of the industry is always in your best interest. For more information, contact John at 508-583-4105, fax 508-559-0399 or email joleson@comcast.net.

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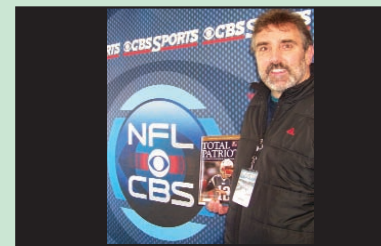
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BUSINESS EVENTS

**June 13
ATHENA Award Program & Expo**

8:00 am - 12:00 pm
The Shaw's Center
1 Feinberg Way, Brockton

Honoring women. Featuring informative and entertaining speakers, awards, Expo and workshop. (page 1)

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

**June 19
Business After Hours**

5:30 pm - 7:30 pm
The Shaw's Center/Campanelli Stadium
1 Feinberg Way, Brockton

Enjoy networking opportunities, refreshments, and a free baseball game. Don't forget your business cards! (page 2)

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

**June 25
Employment Law Update**

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

Join the attorneys of Murphy, Hesse, Toomey & Lehane, LLP for our 2013 Employment Law Update. (page 2)

Cost: \$30 members, \$40 future-members
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