

# Action report



June 2015

www.metroouthchamber.com

Leading Businesses  
Leading Communities

## ATHENA Awards; "What is Honored will be Valued"



**CHAMBER MISSION**

To best serve the unique interests and needs of member businesses and to champion the broader economic vitality of the Metro South region.



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**Friday, June 19, 2015**  
11am - 12pm: Women's Expo  
12pm - 1pm: ATHENA Luncheon  
1pm - 2pm: Women's Expo

On Friday, June 19, the Metro South Chamber of Commerce and Eastern Bank will present the 17th Annual ATHENA Award during a special Luncheon to an exceptional individual who has achieved excellence in his/her profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential. The luncheon will take place at the **Mockingbird Restaurant & Martini Lounge** Miraval Ballroom, 838 N. Bedford Street in East Bridgewater, from 12:00 pm - 1:00 pm.

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.

Luncheon tickets are \$30 for members and \$40 for future-members. To register, please visit [www.metroouthchamber.com/calendar-registration](http://www.metroouthchamber.com/calendar-registration). Tables of 10 are still available.

Sponsored by: Eastern Bank

**WOMEN'S EXPO 2015 (11:00 am - 2:00 pm)**



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 2015 Women's Expo.

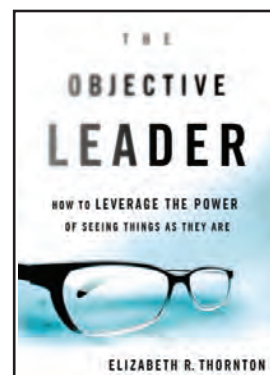
Table Top displays are \$99 for members, \$149 for future-members and includes (1) lunch ticket. To learn more or to reserve your table, contact Athena Lavoie at 508.586.0500 x 231, [alavoie@metroouthchamber.com](mailto:alavoie@metroouthchamber.com). *The EXPO is free to walk the floor.*

**ATHENA LUNCHEON (12:00 pm - 1:00 pm)**

The ATHENA Luncheon will feature **keynote speaker Elizabeth Thornton**, Babson College Management Professor and author of *The Objective Leader*.



Elizabeth Thornton



Elizabeth Thornton is a Professor of Management Practice for Babson's Executive Education and an Adjunct Lecturer in Entrepreneurship at Babson College, and was also Babson's first Chief Diversity Officer. She developed a new curriculum called the Principles of Objectivity and teaches it to graduate students and corporations, using it as a guiding principle for leaders and entrepreneurs to balance their inherent subjectivity and passion with their ability to be objective. Thornton also authored a book on this subject, entitled *The Objective Leader*. Within *The Objective Leader*, Thornton shares how losing a million dollars was the best thing that ever happened to

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## Help Chamber Celebrate Renovations at Open House

Thursday, June 25, 5:00 pm - 7:30 pm

In 2013, the Metro South Chamber of Commerce embarked on a Centennial Innovation Campaign to raise funds to renovate the Chamber's historic headquarters, originally built by Thomas Edison in 1883 as a power plant.

Many of the new renovations, such as a new roof, HVAC system, carpeting, paint, skylights and awnings, and more have been completed.

We invite you to join us at the Chamber this month to view completed renovations, learn about next steps, and

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## Water Emergency Avoided?

The recent rupture of the water main from Silver Lake to Brockton left the city in a state of emergency; could this situation be avoided with a regionalized water/sewer system?

The Metro South Chamber of Commerce commissioned UMass Donahue Institute to conduct a regional water/sewer study for the Metro South region over the past year. The report was recently completed, and findings were summarized at the Chamber's Annual Legislative Luncheon in April. Both advantages and disadvantages were addressed in the report.

"A potential benefit of a shared water system is improved management of any potential water shortages in the future. This region has a long history of concerns over water bans and shortages. Although the lack of droughts in recent years, coupled with improved infrastructure and conservation have led to limited water shortages, local officials should still consider the long range water needs for the region."

"Another important benefit from the creation of a regional water and/or sewer collaboration is the potential to access capital for operational, environmental, and infrastructural improvements. Additionally, "a potential benefit to a shared water system is the decreased capital and operating costs and prices through increased economies of scales."

For more information on the full study, including recommendations and next steps, please contact Chamber CEO Christopher Cooney at 508.586.0500 x223.

## Chamber Awards Small Businesses



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# Summer Networking at Simpson Spring



Thursday, June 4, 5:30 pm - 7:30 pm

Join us at Simpson Spring, 719 Washington Street in South Easton, on Thursday, June 4 from 5:30 pm - 7:30 pm for a Business After Hours. Enjoy Simpson Spring beverage tastings, appetizers, tours, and networking opportunities with fellow Chamber members.



Visit the Marketplace at Simpson Spring every Saturday from 10am-2pm for fresh food items and entertainment from local vendors. For more information, please visit [www.simpsonspring.com](http://www.simpsonspring.com).

Simpson Spring is a family owned and operated company providing pure bottled spring water and all-natural, hand-mixed soda in a variety of classic flavors, including White Birch, Fruit Punch, Lemon & Lime and Sarsaparilla. Established more than 135 years ago, Simpson Spring is one of the oldest independent bottling plants in the United States.

To register or for more information, please contact Athena Lavoie at 508.586.0500 x 231, [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com) or register online at [metrosouthchamber.com/calendar-registration](http://metrosouthchamber.com/calendar-registration). The cost to attend is complimentary for those that pre-register; at the door: \$5 for members and \$15 for future-members and includes refreshments and samplings of Simpson Spring products. Please remember your business cards!



## GOVERNMENT Affairs

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

Friday, June 12, 2015, 12:00 pm

Join us on Friday, June 12 12:00 pm - 1:15 pm at the Metro South Chamber, 60 School Street, Brockton, for our monthly Government Affairs Meeting. The guest speaker will be John Hurst, President of the Retailers Association of MA.



John Hurst, RAM

tion, Hurst manages the staff, business affairs, member services and education, public affairs, & governmental affairs of the organization. RAM was organized as the "Voice of Retailing" in 1918, and today represents all types and sizes of stores and restaurants in the retail sector across the state.

Sponsored by:



The cost to attend is \$8 for members and \$15 for future-members and includes lunch. Register online at [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar).

## Member-Led Fraud Prevention Workshop

Wednesday, June 17, 7:30 am

Do you want to make sure your business is secure and that your customers are safe? Join the Metro South Chamber and Sharkansky LLP, CPA's for a member-led workshop on Wednesday, June 17 entitled: Business Perspectives on Fraud Prevention. This informative workshop will take place at 7:30 am at the Thorney Lea Golf Club, 159 Torrey Street in Brockton.

- How to establish internal control processes to reduce the potential for fraud
- How technology can help or hinder your ability to prevent fraud from external fraud
- How insurance can help your business survive a case of fraud



At the workshop, a panel of experts will discuss issues focusing on Fraud Prevention, Internal Controls, and Cyber Security for businesses. Topics will include:

- How to identify potential areas of weakness in your business processes that may allow for fraudulent activity

Business owners and decision makers who are concerned about fraud and cyber security should attend this complimentary workshop. Pre-registration is required. Please RSVP to Jay Pike by emailing [RSVP@sharkcpa.com](mailto:RSVP@sharkcpa.com).

## GenCon Open House & Ribbon Cutting



Thursday, June 4, 3:00 pm - 7:00 pm

Please join us in celebrating the Grand Opening of new member GenCon with a Ribbon Cutting Ceremony on Thursday, June 4, 4:00 pm at their new location, 323 Manley Street in West Bridgewater. There will also be an Open House prior to the Ribbon Cutting, beginning at 3:00 pm, all are invited to attend.



GenCon was founded in 1976 and has become a leading provider of construction services in New England, specializing in healthcare renovations and new construction.

Their unique medical construction knowledge allows them to partner with clients to ensure that their design is effective and constructed within their timeline, as well as budgets. The GenCon team takes great pride in every aspect of the project from pre-construction to completion. To learn more about GenCon, see their work, and more, visit [massremodel.com](http://massremodel.com)

This celebration is complimentary to attend and will include hors d'oeuvres and cocktails. Please RSVP by emailing [mann@massremodel.com](mailto:mann@massremodel.com) or calling 508.580.4626 x108.

## How to Use Video Marketing in Your Business

Monday, June 15, 9:00 am - 10:00 am

According to Forbes Insight, 59% of senior executives would rather watch a video than read text. About 65% of those who view a video click through to visit the vendor website, 50% look for more information and 50% of those who viewed an online marketing video went on to make a purchase for their business. Do you want to learn about video marketing and how you can incorporate this strategy into your business?



Join us for a member-led Video Marketing workshop on Monday, June 15 from 9:00 am - 10:00 am at the Metro South Chamber of Commerce, 60 School Street in Brockton. This informative seminar will be presented by Brian Reiser, President of Timeless Communications.

This workshop will be an interactive, hands-on introduction to the world of Video Marketing, an increasingly popular marketing tool for your business. Topics will include:

- Why Video Marketing is exploding as a marketing tool
- Why you should be using Video Marketing at your business
- How to accomplish a successful video campaign, and more!

This workshop is complimentary to attend, but pre-registration is appreciated. Light refreshments will be provided. To learn how to register, visit [metrosouthchamber.com/calendar-registration](http://metrosouthchamber.com/calendar-registration).

## ATHENA Program *Continued from page 1*

Friday, June 19, 11:00 am - 2:00 pm

her, as it forced her to learn about how subjectivity, the inability to see things as they are, can have personal, organizational, national and global consequences.

"I have developed this curriculum to help people increase their objectivity in all aspects of their lives," said Babson College Professor, Elizabeth R. Thornton. "Objectivity is seeing and accepting things as they are without projecting our mental models, our biases, fears, background, and experiences, but instead responding thoughtfully, deliberately, and effectively to the opportunities and challenges of our lives."

Elizabeth R. Thornton has a B.S.B.A. from Georgetown University. She studied at the Oxford Center for Management Studies, and holds an MBA from New York University's Stern School of Business. Thornton has over 15 years of corporate experience with institutions such as American Express and Bank One, and more than 15 years of consulting and entrepreneurial experience with such clients as the Presidential Inaugural Committee, Clinton '92/The White House, and a global beverage company. Thornton's related views are now featured on Huffington Post and Psychology Today.

Learn how to increase your objectivity by attending the ATHENA Awards Luncheon on Friday, June 19. Register at [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar).

**BOARD OF DIRECTORS**

**OFFICERS**

Chair of the Board  
**Susan Joss**  
*Brockton Neighborhood Health Center*

President and CEO  
**Christopher Cooney**  
*Metro South Chamber of Commerce*

Chair-Elect  
**Gerard Nadeau**  
*Rockland Trust Company*

Treasurer  
**John McGovern**  
*McGovern Business Valuation*

Vice Chair Community Affairs  
**Robert Kenworthy**  
*Bank of America*

Vice Chair Economic Development  
**Pat Ciaramella**  
*Old Colony Planning Council*

Vice Chair Government Affairs  
**Ray Ledoux**  
*Brockton Area Transit Authority*

Vice Chair Membership Development  
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*Town Moderator*

Immediate Past Chair  
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**Jason Barbosa** - *Vicente's Tropical Grocery*

**Jane Callahan** - *HR Alternatives*

**Joe Cardinal** - *National Grid*

**Joseph Casey** - *HarborOne Bank*

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**Francis Dillon** - *Stonehill College*

**Gregory Hart** - *Cohn Reznick*

**Kim Hollon** - *Signature Healthcare*

**Richard Hynes** - *Barbour Corporation*

**John Jurczyk** - *Good Samaritan Medical Center*

**Mahsa Khanbabai** -  
*Law Office of Mahsa Khanbabai*

**Dr. Dana Mohler Faria** -  
*Bridgewater State University*

**Jim Murphy LSP** - *Tracey Environmental, LLC*

**Peter Neville** - *Concord Foods*

**Jonathan "Jay" Pike** - *Sharkansky LLP*

**Andrew Raczka** - *Abington Bank*

**Kathleen Smith** - *Brockton Public Schools*

**Gigi Tsaganis Johnson** - *Christo's To Go*

**Stan Usovicz** - *Verizon*

**Peter Vlaco** - *Brophy & Philips Company, Inc.*

**Dr. Charles Wall** -  
*Massasoit Community College*

**CHAMBER STAFF**

**Christopher Cooney, CCE, IOM**  
 President and CEO x 223

**Athena Lavoie**  
 Director of Programs & Events x 231

**Melanie McGrath**  
 Communications Coordinator x 222

**508-586-0500 Front Desk x 221**

**Alison van Dam, IOM**  
 VP of Business Development/Operations x 227

**Doris Flecchia**  
 Office Assistant x 221

*Newsletter Written & Designed by Melanie McGrath  
 Printing Provided by The Enterprise*



**CHAMBER MISSION:** To best serve the unique interests and needs of member businesses and to champion the broader vitality of the Metro South region.

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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.

**Photography by: Rich Morgan \* www.richmorganphotography.com**

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

**JUNE Calendar**

- 2** Video Surveillance Workshop 9:30 am
- 3** Ambassador Meeting 8:00 am
- 4** Ribbon Cutting Ceremony 3:00 pm  
*GenCon, 323 Manley Street, West Bridgewater*
- 4** Business After Hours 5:30 pm  
*Simpson Spring, 719 Washington Street, South Easton*
- 9** Executive Board Meeting 3:00 pm
- 12** Government Affairs 12:00 pm
- 15** Video Marketing Workshop 9:00 am
- 17** Fraud Prevention Workshop 7:30 am  
*Thorney Lea Golf Club, 159 Torrey Street, Brockton*
- 17** Board of Directors 12:00 pm
- 19** ATHENA Awards  
*Mockingbird Restaurant Miraval Ballroom, 838 N. Bedford Street, East Bridgewater*  
 EXPO begins 11:00 am  
 Luncheon & Awards 12:00 pm  
 EXPO ends 2:00 pm
- 25** Chamber Open House 5:00 pm

*Coming Up*  
**July**

- 4** Independence Day
- 15** BAC Funders Meeting 12:00 pm

*Save the Date*  
**August**

- 4** Executive Board Meeting/Nominating Committee 3:00 pm
- 6** A Midsummer's Night at the Museum 5:30 pm  
*Fuller Craft Museum, 455 Oak Street, Brockton*
- 26** Board of Directors 12:00 pm

Note: All meetings are held at the Metro South Chamber Office or Metro South Business Assistance Center (BAC), 60 School Street, Brockton unless otherwise indicated.



# GOODNews

Members - Send Good News to  
mmcgrath@metrosouthchamber.com  
Sponsored by: Good Samaritan



## Good Samaritan Partners for Diabetes Prevention

Good Samaritan Medical Center is collaborating with The Brockton Boys and Girls Club during the annual Brockton Knocks Down Diabetes campaign to present a diabetes awareness and prevention program on Thursday June 11, 2015. The two-hour program from 4pm - 6:30pm, will feature two interactive healthy lifestyle workshops, the 2nd Annual Youth Wellness Award presentation, raffles, and a free healthy dinner. The event is free and will be at The Boys and Girls Club of Brockton, 233 Warren Avenue, Brockton. Register in advance at 1-800-488-5959; participants do not need to be a member of the Boys & Girls Club to attend. Visit [goodsamaritan-medical.org](http://goodsamaritan-medical.org) for more information.

## Little Free Library is Unveiled in Brockton

The Family Center at Community Connections in Brockton together with the Frederick Douglass Neighborhood Association recently celebrated the unveiling and dedication of a "Free Little Library" on the edge of Finnegan Park at 63 Crescent Street in Brockton. A Free Little Library is a tiny house with books in them for anyone to take, trade, and enjoy. The Free Little Library project was started in 2009 with the goal to promote literacy and the love of reading by building free book exchanges worldwide. This project was a perfect fit for the Family Center at Community Connections of Brockton, an organization that is committed to preventing child abuse and neglect. Visit the Free Little Library, decorated by Brockton youth, and borrow or donate a book! Books are included in multiple languages to respect the diversity of our community because literacy is important in any language. For more information, visit [ccbrockton.com](http://ccbrockton.com) or [littlefreelibrary.org](http://littlefreelibrary.org).

## 5th Annual DJ Dream Fund Golf Classic

Presented by W.B. Mason and HarborOne Bank, the DJ Dream Fund will host their 5th Annual DJ Dream Fund Golf Classic on Monday, June 29 at one of New England's finest courses, Thorny Lea Golf Club in Brockton. The day will begin at 11:30 am with boxed lunch for a shotgun start at 1:00 pm. We'll cap off a fantastic day of golf with dinner, auctions, and an awards ceremony. Registration is now open! Visit [djdreamfund.org](http://djdreamfund.org) to learn more and register. If you are interested in being a sponsor for the event, please contact Chris Murphy at [golf@djdreamfund.org](mailto:golf@djdreamfund.org).

## Beacon Telecom Announces Platinum Partner Status

Beacon Telecom recently announced reaching Platinum Partner Status with Avaya, the leading global provider of voice, data, unified communications and contact center solutions. This prestigious industry recognition was earned by Beacon for their hard work and dedication to ensuring that customers'

needs come first. This is the highest Partner level that can be achieved with Avaya. Companies that have reached the Platinum level employ the strongest certified technicians and can handle complex projects involving multi-vendor integration for large organizations. Headquartered in Canton, MA, Beacon Telecom is one of New England's leading integrated software and service suppliers. Specializing in efficient voice, video and data solutions, Beacon has small, medium and enterprise customers in commercial and government verticals. Visit [beacontelecom.com](http://beacontelecom.com) to learn more.

## Brockton Garden Club Presents Craft in Bloom

The Brockton Garden Club will celebrate Craft in Bloom at the Fuller Craft Museum on the weekend of June 5, 6, and 7 from 10:00 am to 5:00 pm daily. The Fuller Craft Museum is located at 455 Oak St, Brockton. This special event will include a variety of workshops, Craft in Bloom exhibits inside and outside, and much more. Experts will be available for those interested in learning more about floral arranging. Tickets are \$15 now or \$20 at the door. For more information and to purchase tickets contact Peg Kearney 508-587-2217 or at [pegkearney111@comcast.net](mailto:pegkearney111@comcast.net).

## SEED Corp. Receives Grant From Rockland Trust

South Eastern Economic Development (SEED) Corporation recently announced it had received a \$25,000 grant from Rockland Trust Community Development Corporation to provide financial counseling to small businesses in Massachusetts and Rhode Island. The support will enable SEED to continue to provide financial counseling targeted to low and moderate income small business owners through workshops and one-on-one sessions. Rockland Trust provided the funding using an award received under the federal government's New Markets Tax Credit program. The New Markets Tax Credit Program was enacted in December 2000, and is designed to foster job creation and stimulate economic growth in low-income communities across America. For more information, please visit [seedcorp.com](http://seedcorp.com) and [rocklandtrust.com](http://rocklandtrust.com).

## Good Sam. Announces Cancer Program Director

Good Samaritan Medical Center is very happy to announce the advancement of A. Jason Zauls, MD, a resident of Quincy, MA, to the role of Cancer Program Medical Director in the Oncology Department. This position was created to enhance the level of integration and collaboration of various medical specialties required in the treatment of patients. Dr. Zauls joined Good Samaritan Medical Center in 2011 to help Good Samaritan expand its capabilities at the radiation oncology center. Specifically Dr. Zauls introduced a specialized expertise and train-

ing in stereotactic body radiotherapy (SBRT) and stereotactic radiosurgery (SRS). "The Oncology Department staff continually strive to maintain that excellence in all that they do," said John Jurczyk, president of Good Samaritan Medical Center, "I have no doubt that Dr. Zauls will raise that standard of excellence even higher as he takes on this position." Visit [goodsamaritanmedical.org](http://goodsamaritanmedical.org) for more information.

## Brockton Farmers Market Seeks Vendors!

Buy Fresh, Buy Local! The Brockton Farmers Market will take place again this summer at the City Hall Plaza, Fridays from 10 am - 2 pm, and running from July 10, 2015 - October 2, 2015. If you are interested in becoming a vendor to sell goods at the market, please view the guidelines online at [brockton.ma.us](http://brockton.ma.us) and click on "Farmers Market Guidelines."

## Plant a Seed for the Children of Our Future -BDN

This Spring, Plant a Seed for the Children of Our Future with Brockton Day Nursery. Brockton Day Nursery (BDN) is a non-profit organization serving the local community for over 120 years working to ensure that all children in the community have access to early childhood education. BDN has launched its first ever annual appeal, hoping to raise funds to continue the important work of the organization started in 1894. You can help BDN continue to provide quality, affordable, early education and care by participating in our fundraising events, or by donating through mail or online. Donations to Brockton Day Nursery are tax deductible. To learn more about how to donate to BDN please visit [www.brocktonday.org](http://www.brocktonday.org) or call 508-588-2700 and speak to Vanessa Leite, Executive Director.

## DW Field Park Association Tower Celebration

The D W Field Park Association will celebrate a bench dedication and hold tower tours on Saturday, June 6 at 11:00 am. This event is to continue the recognition of ninety years of D W Field Park. This special occasion will include light refreshments and an opportunity to learn more about the man and the park. It is free and fun for everyone. For more information contact Pat the president at 508-586-4425.

## South Shore Indie Music Festival at Fuller Craft

Celebrate summer with a live concert on the beautiful grounds of Fuller Craft Museum on Saturday, June 13 from 10:00 am - 5:00 pm. Join us for an all day festival of live music from some of the best indie bands: Shea Rose, The Quins, The Cultured, Sadie Vada, The Wolff Sisters, Tower Hill, Dark Matter, and more. Proceeds will go to benefit Fuller Craft Museum. Space is limited, purchase your tickets online now at [fullercraft.org](http://fullercraft.org). Admission: Adults \$25, (\$20 Members, \$15 Students) Children 12 and under are free with an adult admission.

## Blue Dog Shelter Ride for Blue

Get your engines revved for the Blue Dog Shelter's annual 'Ride for Blue' Motorcycle Ride on Saturday, June 27. Enjoy a one hour ride through the back roads of Easton and West Bridgewater which is led by the Brockton Blue Knights. There will be a cookout following the ride with food and drinks as well as music. Registration starts at 9:00 am and the ride leaves at 11:00 am from 1010 West Chestnut Street in Brockton. The cost to participate is just \$20 per Rider, and \$10 for a passenger. Proceeds benefit The Blue Dog Shelter. For more information call 508-588-5661 and ask for Malicha or visit [bluedogshelter.com](http://bluedogshelter.com).

## 21st Annual Father's Day Road Race & Fun Walk

Start Father's Day off on the right foot by participating in the Children Museum in Easton's Annual Road Race or Fun Walk on Sunday, June 21 (7:30 am registration, 9:00 am start). Whether you walk or run, you'll enjoy the gently looping course that begins on Main Street and winds through the tree-lined streets of historic North Easton Village, past H.H. Richardson buildings and E.L. Olmsted landscapes. Registration fee is \$10 for walkers, \$25 for runners (\$30 on day of race). A post-race party and awards ceremony will take place following. Visit [childrensmuseumineaston.org](http://childrensmuseumineaston.org) for more information.

## 2015 Community Change Grants Available

The Greater Brockton Community Health Alliance is pleased to announce the 2015 Community Change Grants, available for planning and implementation. Submit a letter of intent and grant application for implementation grants by July to be considered. Implementation grants are intended for organizations and groups with current collaborative partnerships that are ready to implement a policy, systems or environmental change strategy. Proposal budgets may be up to \$50,000. Applicants may propose a timeline of up to two years. For more information, please visit [greaterbrockton-healthalliance.org/funding/2014-community-change-grant](http://greaterbrockton-healthalliance.org/funding/2014-community-change-grant).

## Brockton Summerfest Seeks Sponsors

Summerfest will return to Brockton Saturday, August 15. The family-themed event is free to attend and will be held from 10 am to 4 pm on the grounds of Brockton High School, 470 Forest Ave. Thousands of people have attended this annual summer celebration, now in its fifth year. At its heart, Summerfest strives to bring friends and neighbors of all ages together to celebrate fun, sun, youth, education, and community spirit. Sponsors are still needed and volunteers are welcome! For more information, call 508.584.2506 or visit [www.brocktonyouthfoundation.org](http://www.brocktonyouthfoundation.org).



## Cooney Recognized for 25 Years in Industry



Christopher Cooney, CCE, President & CEO of the Metro South Chamber of Commerce was recently recognized for 25 years of service in the Chamber Industry at the Massachusetts Association of Chamber of Commerce Executives (MACCE)'s Annual Meeting. Pictured from left to right: Roy Nascimento, President and CEO of North Central Massachusetts Chamber of Commerce; Christopher Cooney, Metro South Chamber President & CEO; Kerrie Babin, Taunton Area Chamber of Commerce President & CEO. Both Roy and Kerrie were hired into the Chamber industry by Chris Cooney before being selected as CEO of their respective Chambers.

## Quick Books Workshop Benefits Businesses



The Metro South Chamber of Commerce hosted a member-led QuickBooks workshop last month, presented by G.T. Reilly & Company. Attendees learned tips and tricks for operating the popular software at their businesses in order to improve their productivity and financial management. G.T. Reilly & Company is a Massachusetts CPA firm that offers QuickBooks training and support, monthly/quarterly bookkeeping and accounting, new business formation and structure, tax services, business consulting, and more. Visit [gtreilly.com](http://gtreilly.com) to learn more about their services.

## National History Day Student Visits Historic Edison Building

Pictured: Alex van Dam, Vice President of Business Development, Metro South Chamber; Alexandra Younes; Christopher Cooney, Chamber President & CEO. Alexandra Younes, 8th grade student at Plouffe Academy in Brockton, completed a project on Thomas Edison for her National History Day Project with the theme of "Leadership & Legacies." She visited the Metro South Chamber's historic building, which operated as Thomas Edison's power station in the late 19th century, to see where he perfected his three-wire system of underground lighting. The Metro South Chamber of Commerce wishes her luck as she takes her project to compete at the National level in Washington D.C. this month!



## In Good Health at Gov. Affairs



Pictured: Christopher Cooney, Chamber President & CEO; David Noble, President & CEO of In Good Health; Phillip Carver, Associate Director of Community Relations & Economic Development, UMass Boston (sponsor of Government Affairs program). David Noble is President & CEO of the non-profit In Good Health, a medical marijuana dispensary in Brockton that has received a provisional license from the state's Department of Public Health and will be opening this summer. The 16,000 square foot facility is expected to relieve the pain and suffering of 500 patients in the first year, employ 14 people and provide Brockton with \$100,000+ additional revenue per year. Noble is a licensed nursing home administrator and manager for a medical supplies company.

## New Police Chief at Chamber



Pictured: Sue Joss, Chair of the Board, Brockton Neighborhood Health Center; John Crowley, Chief of Police, Brockton; Christopher Cooney, Chamber President & CEO. Crowley spoke at the Chamber's monthly Board of Directors meeting about current issues in the city and answer questions and concerns of the Board. Crowley was named Brockton's new chief of police by Mayor Bill Carpenter in March 2015. He is a 28-year veteran of the department who held the rank of lieutenant before being named interim chief in January 2015. Chief Crowley graduated from the Brockton public school system and earned a degree in management and a master's in criminal justice before starting his career as a patrolman in Brockton in 1987.

## Help Brockton "Knock Down Diabetes"



This year's week-long Brockton Knocks Down Diabetes event, in its fourth year, will be held from Saturday, June 6th through Saturday, June 13th and is expected to welcome over 2,000 attendees. More than 20 FREE events, workshops, activities, and seminars will be offered throughout the Greater Brockton area with opportunities for attendees to win some great prizes!

With the support of over 40 area businesses and organizations, including HarborOne Bank, Good Samaritan Medical Center, and Old Colony YMCA, this week-long campaign seeks to combat the alarming number of diabetes deaths within the Greater Brockton community – almost double the state average!

For more information on sponsorship opportunities and the events schedule, including Signature Healthcare's Health and Wellness Expo, a Walk/Run at D.W. Field Park, and a Brockton Rox game, visit <http://bit.ly/BKDDiabetes> or "like" Brockton Knocks Down Diabetes on Facebook.

## Chamber Exhibits at Geek Girl Tech Con



Melanie McGrath, Communications Coordinator, Metro South Chamber; Elisangela da Silva, Graduate Intern recently represented the Metro South Chamber of Commerce at Geek Girl Tech Con Boston. The Metro South Chamber was a business sponsor of Geek Girl Tech Con., the largest Hands-On Tech Conference for Women (and Men) in the area! All skill levels gather, from beginners looking to get started to professionals looking to brush up on their skills or learn something new. Visit [bostonsouth.geekgirltechcon.com](http://bostonsouth.geekgirltechcon.com) to learn more about the event.

## Snow Disaster Loan Deadline This Month!

The U.S. Small Business Administration is reminding eligible Private NonProfit (PNP) organizations in Massachusetts of the June 12 deadline to submit disaster loan applications for physical damages caused by a severe winter storm, snowstorm and flooding on Jan. 26 – 28, 2015.

PNPs that provide non-critical services located in Barnstable, Bristol, Dukes, Essex, Middlesex, Nantucket, Norfolk, Plymouth, Suffolk and Worcester counties in Massachusetts are eligible to apply. Examples of eligible non-critical PNP organizations include, but are not limited to, food kitchens, homeless shelters, museums, libraries, community centers, schools and colleges.

Applicants may apply online using the Electronic Loan Application (ELA) via SBA's secure website at [disasterloan.sba.gov/ela](http://disasterloan.sba.gov/ela) or by calling 800-659-2955.

## City Hall Project Nears Completion

The Brockton City Hall Renovation Project, which broke ground in May 2014, is underway and in its final stages. One of the most recent updates is the installment of an old-fashioned rotary clock tower in the front of City Hall's School Street building.

The renovations were made possible through a state-funded project under the Patrick Administration and Gateway Cities Initiative, and are expected to be completed this summer. Please visit [brockton.ma.us](http://brockton.ma.us) for more information.



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

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# Exciting Travel with the Metro South Chamber



Looking for the adventure of a lifetime? Take a look at the travel trips that the Chamber is offering in Fall 2015! For more information, visit [metrosouthchamber.com/events/travel](http://metrosouthchamber.com/events/travel) or contact Alison van Dam at 508.586.0500 x227, [avan-dam@metrosouthchamber.com](mailto:avan-dam@metrosouthchamber.com).

## EXPERIENCE INCREDIBLE INDIA

Departs September 15 & 22, 2015 • Only \$2,795



Explore India in this 10 day travel trip. Your journey starts in Delhi and moves on to Samode, Jaipur, Agra, and back to Delhi. Feel like royalty with spa activities and a Gala dinner at the Samode Palace. You'll get the chance to participate in exciting activities like

Elephant Polo in the spectacular countryside, a gem cutting demonstration, exploration of famous pink sandstone city buildings and museums, a visit to the Taj Mahal, and much more!

Departs September 15, & September 22, 2015. Prices start at just \$2,795 per person for double occupancy. A full itinerary is available online at [www.metroouthchamber.com/events/travel](http://www.metroouthchamber.com/events/travel). Travel is open to all everyone.

## ALL OF IRELAND

Departs October 7, 2015 • Only \$2,495



Enjoy the highlights and hidden gems of Ireland with your local Irish driver and guide in this ten day, eight night Ireland tour. Your unforgettable experience of Ireland will include visits to

historic castles, mills, and abbeys, beautiful scenery and dramatic landscapes, shopping, pubs, and more! Start in Kilarney and journey through Galway, Connemara, Derry, and Belfast.

Departs October 7, 2015. Prices start at \$2,495 per person for double occupancy. First come, first serve - reserve your space now!

A full itinerary is available online at [www.metroouthchamber.com/events/travel](http://www.metroouthchamber.com/events/travel).

To advertise here, contact Bonnie Brunetti, 508-638-5582, [bbrunetti@wickedlocal.com](mailto:bbrunetti@wickedlocal.com)

# Gain Exposure with Brockton Info Boards!



Gain business exposure while supporting the revitalization of Brockton by sponsoring a space on the Brockton Information Boards! The Brockton Information Boards (BIBs) feature local attractions as well as a map of Brockton containing major routes, transportation services, schools, and train stations.

The BIBs support the revitalization of the "City of Champions" by promoting area businesses and locales, thereby, retaining dollars and fostering growth.

Sponsors will be highlighted with a photo, logo, contact information, and description of their business. Your sponsor space will be displayed on each of the 7 boards across 6 locations. With increased visitors in Downtown Brockton due to recent and continuing developments such as Station Lofts, the Enterprise Block, and City Hall Plaza, the Boards are sure to receive increased attention.

Prices to sponsor begin at \$1,500 for a one-year agreement. For more information, contact Melanie McGrath, 508.586.0500 x222, [mmcgrath@metrosouthchamber.com](mailto:mmcgrath@metrosouthchamber.com). Spaces are limited - only three remain!

# Networking at Abington Bank Beneficial

Photos by [www.richmorganphotography.com](http://www.richmorganphotography.com)



Laura Bradeen, Primerica;  
Brima Rogers, Victory Human Services



A full room of guests enjoy networking and complimentary appetizers and beverages from Abington Ale House



Abington Bank employees Myra Polson; Elaine Walls; Jen Egan; Sarah Johnson; Marlana Wall



Maria Papadopoulos, The Enterprise of Brockton;  
Adrian Rawn, TD Bank



Andy Raczka, President & CEO of Abington Bank, welcomes guests to the newly renovated location. Left: Christopher Cooney, Chamber President & CEO



The newly renovated Abington Bank is located at 6 Harrison Avenue in Abington and was established in 1888. Visit [theabingtonbank.com](http://theabingtonbank.com)

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NW-CN13281348



# Help Chamber To Celebrate Renovations at Open House - June 25

celebrate the unveiling of the donor wall. We thank you for investing in the Chamber's future as the region's leading, modern business hub.

**Thursday, June 25, 5:00 pm - 7:30 pm**

You are cordially invited to attend an Open House Celebration on **Thursday, June 25** from 5:00 pm - 7:30 pm at the Metro South Chamber of Commerce, **60 School Street in Brockton**. Please join us in celebrating the completion of renovations made to the headquarters through the Centennial Innovation Campaign and the generous donors who made them possible.

The Chamber headquarters served as a power station for Thomas Edison in the late 19th Century. It is here where he perfected his three-wire system of underground lighting that would power city theaters, factories, firehouses and residences and serve as the model for electricity in the rest of the world. The Chamber purchased the building in 1988, transforming Edison's power plant into office space. The building had not been updated since its time of purchase, and was in need of repairs.

Several member businesses, including Brophy & Phillips Co., Paramount Rug Company, Sign Design, and more have been working hard to help the Chamber complete renovations including a new roof, skylights, HVAC system, carpeting, paint, signage, and awnings.

None of the renovations would be possible without the support and generosity of all of the businesses who have contributed to the Centennial Innovation Fund, introduced at the 100th Annual Meeting in November 2013. All of the companies that donated over \$250 in support of the campaign are listed on a large donor plaque (right), which will be unveiled during the Open House.

The Open House celebration is complimentary to attend and will include food and refreshments. **Please RSVP** online at [metrosouthchamber.com/calendar-registration](http://metrosouthchamber.com/calendar-registration) or contact Athena at 508.586.0500 x231, [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com). We hope to see you there!



**Carpet Before**

**Carpet After**



**Skylight Before**

**Skylight After**



During Chamber building renovations, the outdated roof and skylights have been replaced, new carpeting has been installed, walls have been repainted, and more. Join us this month for our Open House Celebration to see for yourself!

## How Fit are Your Finances?

Tax time is the perfect time of year to check in on your investment strategy and goals.

Contact Bridgewater Financial Advisors offering securities through Inflex Investments, Inc. today at 800.356.8622 to find out your best investment options.



➤ [BridgewaterSavings.com](http://BridgewaterSavings.com)  
☎ 800.356.8622

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Investments and Insurance Products are offered through INFLEX INVESTMENTS, INC. Member FINRA/SIPC. Bridgewater Financial Advisors is a tradename of Bridgewater Savings Bank. Inflex and the bank are not affiliated. Account Executives are representatives of Inflex.

Investment and Insurance Products:  
 • Are NOT FDIC Insured  
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# Chip Technology, Business Expo, Awards at Small Business Celebration



The Small Biz EXPO featured over 40 local companies. Photos by www.richmorganphotography.com.



More than 180 people attended the 2015 Small Business Awards held at the Shaw's Center in Brockton. Photo by Marc Vasconcellos, The Enterprise



Kimberly Lawrence, Sr. Vice President, Global Corporate Initiatives, VISA



Mike Gramz, Chief Risk Officer, Bank of America Merchant Services



Sue Joss, Chamber Chair, Brockton Neighborhood Health Center; Kimberly Lawrence, VISA; Mike Gramz, Bank of America Merchant Services; Christopher Cooney, Chamber President & CEO



Kelly Enos & Shawn Connors  
Murphy, Hesse, Toomey, & Lehane, LLP



Angie Thorsell & Lindsay Medeiros  
Beacon Telecom, Inc.



Fedra Ferro  
Tufts Health Plan - Network Health



Jennifer Rutherford  
Carousel Family Fun Center



Larry & Denise Jezewski  
Healing Hearts Holistically



Mark McGuire  
Next Step Living



Mark Ofstein  
Costco Wholesale, Avon



Adam Peloquin & David Esposito  
The Ockers Company, Inc.



Al Lawrence, Jr.  
Capital Lease Group, LTD.



William McCauley, Janet Trask, Nancy Krushas  
Brockton Youth Foundation



Hank Tuohy  
Nissan 24



Marjorie Hewitt  
Fisher College



Adrienne Baumann  
508 Marketing



Ronda Guerreiro  
J.M. Pet Resort



Reiko McNeil, Bridgewater Savings Bank  
is drawn by caricature artist from FUN Enterprises

Sound by [www.robpetersentertainment.com](http://www.robpetersentertainment.com)

Recorded by Brockton Community Access

Covered by The Enterprise of Brockton

Awards Luncheon Sponsor:



Expo Sponsor:



Attendees had some fun with props in Rob Peter's Entertainment's new photo booth. Pictured left to right: Amanda Sanford & Aaron Gagnier, Bankers Life; Brockton Rox mascot K.O.; A.C. Anders & Tricia White, FUN Enterprises; Joyce Asack, Jack Conway Realty. Visit [robpetersentertainment.com](http://robpetersentertainment.com) to learn more.

Read about Visa chip technology on page 11



## 2015 Small Business Award Recipients



### Entrepreneur of the Year

**The Sound Lab • Shane Gooding**  
4157 Centre Street, Brockton • [www.soundlabma.com](http://www.soundlabma.com)



Wilson Murat, Shane Gooding, & Claouge Murat,  
The Sound Lab

The SoundLab provides training services for non-traditional music, including Audio Production, Recording, Engineering, Private Vocal/Instrument Lessons and the featured DJ Training Program. They are also a full service recording studio and DJ pool. Owner Shane Gooding saw a need for a program for aspiring individuals seeking a job in the music industry. He founded The SoundLab in October 2013 along with his co-founders,

buying their own equipment and constructing the 3,500 sq ft studio space. They have created a facility at which

students can express themselves freely in all facets of music production, engineering and performance. The SoundLab has grown in its one year of operation, far exceeding the expected revenue and doubling their space. They are currently partnering with the Brockton Area Workforce Investment Board, and have hosted and donated time and services to various events through the year.

### Small Business of the Year

**Maguire's Bar and Grill • Neil Levine & Michael O'Sullivan • 503 Foundry Street, Easton • [www.maguirebarandgrill.com](http://www.maguirebarandgrill.com)**



Robert Kenworthy, Bank of America (sponsor); Michael O'Sullivan, Maguire's; Paul Anghinetti, Bank of America

Maguire's Bar and Grill is a local neighborhood restaurant in operation since 1993. Since their opening, they have seen double digit growth in sales every year, accomplished with limited resources and space. With 35 employees, the 85 seat restaurant serves an average of 500 customers per day and has grown to become the area's most successful independently owned and operated restaurant. Owner Neil Levine is expanding his venture,

recently purchasing the former Loco Tapas & Wine Bar on the same street. The new Foundry Kitchen, opened in

2014, features New American cuisine with Asian, French and Italian influences. In the community, Maguire's donates to local childrens charities, and Neil serves as Vice President of Lead Now Inc, and has lead missions to Nepal and Tanzania, bringing supplies and medicine to these remote communities, and is currently organizing a Nepal earthquake relief effort.

## 2015 Award Finalists

**Babel's Paint & Decorating • Victor & Mickey Babel**  
47 Oak Street Extension, Brockton • [www.babels.com](http://www.babels.com)



In 1950, Vic Babel, Sr, opened a paint and wallpaper business located in a 400 sq ft building in Norwood, quickly developing a reputation for quality paint and wallpaper products. Twenty years later, the second generation of Babel's took

over the business, seeking opportunities for growth. They added professional designers, becoming a full-service decorating center and expanded into 4 additional sites. The Brockton store opened in 2013, continuing their reputation for providing the best Benjamin Moor Paint products, Hunter Douglas Window treatments and quality service. Babel's demonstrates a strong commitment to community, partnering with the Boys & Girls Club of Brockton for a community donation program, as well as other organizations. Babel's Paint & Decorating now employs 34 people and is seeking additional opportunity for expansion into other Metro South communities.

**CR Peterson • James Zafirson**

355 Bodwell Street, Avon • [www.crpeterson.com](http://www.crpeterson.com)



James Zafirson grew up working at CR Peterson, his father's foodservice equipment distributorship in the North New England region. He continued working in the industry as a manufacturer's representative for 14 years before purchasing CR Peterson in 2012. The 50

year old company now represents 35 clients in the foodservice industry, working with all aspects of the industry from restaurant operator, dealers, foodservice consultants, and both regional and national chains doing business all over the world. Since assuming ownership of the company, Jim has helped CR Peterson experience double digit growth each year, far exceeding industry standards and making them one of the largest in North America. Jim gives back to the community by supporting Little League teams, and local churches and schools.

**Diamond Gourmet Meat & Deli • Nadeen Rodrigues**

1274 Main Street, Brockton • [www.diamondgourmetmeat.com](http://www.diamondgourmetmeat.com)



Diamond Gourmet Meat & Deli was established in 2014 by Nadeen Rodrigues and her husband Marcella, whose family had owned a Butcher Shop when he was growing up. Diamond is the only true area butcher shop, carrying the freshest meats and deli with no chemical treatments. The "home of the 25 cent chicken drum-

sticks", Diamond creates meat packages to fit all budgets and culturally diverse backgrounds while taking into consideration the value of quality nutrition. Diamond continues to grow, recently adding fresh bread to their inventory, as well as a beverage cooler, chip rack and island cooler. They also look forward to expanding their 3 person staff while introducing a rotisserie oven, fresh deli, and salad bar. Diamond Gourmet Meat & Deli continues to support underserved communities, last year donating medical equipment to the Cape Verdean Association.

**Evans Machine Co., Inc. • Dan Evans, Jr.**

32 North Manchester Street, Brockton • [www.emievans.com](http://www.emievans.com)



Evan's Machine Co., Inc (EMI) is a job shop, machine shop and manufacturing facility specializing in machining and welding. Clients range from high-tech/bio-tech companies to mom and pop shops. EMI was founded in 1967 by Dan Evans Sr working part time out of his basement. EMI quickly outgrew their space. In 1984, with an

employee size of 8, EMI purchased a 4,000 sq ft facility in Brockton. They continued to grow, purchasing surrounding parcels, allowing for 4 additional expansions, most recently investing four million dollars for a 15,000 sq ft expansion. EMI now employs 60 people, has a total footprint of 33,000 sq ft, and continues to seek additional space and employee opportunities. Under the operation of Dan Evans Jr since 1998, EMI has been recognized locally for their growth, new periodicals and by the patent office for development of their locally manufactured Chicken deboner. In the community, EMI supports local athletics, schools, and the local police and fire departments.

**R.F. D'Agostino Insurance Agency, Inc. • Mark D'Agostino**

7 Christy's Drive, Suite 1, Brockton • [www.rftinsurance.com](http://www.rftinsurance.com)



R.F. D'Agostino Insurance Agency is a family-owned insurance agency based in Brockton offering Property & Casualty insurance for nearly 30 years to families and businesses in the greater Brockton area. They also offer health insurance plans for small businesses and will soon launch

life insurance services. D'Agostino has grown tremendously in the past few years, adding new processes and systems, growing the commercial lines division and implementing new marketing initiatives, while staying current with industry technology trends. In 2012, they doubled the size of their office, relocating from a one room office to a space with private offices for their 4 employees. In addition, their revenues are up over 40%. D'Agostino Insurance donates a minimum of 10% of their profits to various causes and community organizations in the greater Brockton area.

**Weiss Sheet Metal • Brian & Wayne Delano**

105 Bodwell Street, Avon • [www.weissheetmetal.com](http://www.weissheetmetal.com)



Weiss Sheet Metal is a custom fabricator of stainless steel and aluminum products for the food service, laboratory and commercial industries and miscellaneous metals for the glass and glazing industries. Weiss Sheet Metal was purchased in 1965 by George and Ralph DeLano who operated out of a 1,000 sq ft facility in South Boston. In the 1980's, Weiss Sheet Metal relocated to the Avon Industrial Park and sons Wayne and Brian DeLano joined the company. In 2000, Weiss Sheet Metal relocated within the Industrial Park to a

27,000 sq ft facility in the Avon Industrial Park. Celebrating 50 years this year, they now employ 18 people and have an impressive project list, including work at Foxwoods, Yankee Stadium and Fenway Park. In the community, owners Wayne and Brian DeLano serve on the board of the Avon Industrial Park Association.



## RENEWING Members Thank You !

A Plus Blue Lion Insurance Agency, LLC	John DeCosta Jr., Inc. Lock & Security
All Care Homecare, LLC	Katiejabelle's Gifts
Allegra Design Marketing Print	Law Office of Shawn P. Reilly
American Bookkeeping Solutions	Mechanics Cooperative Bank
Aqua Leisure Industries, Inc.	Miller Human Resources Consulting Services
Arista Associates, Inc.	Modern Auto Body
Avon Co-operative Bank	Nextiva
B C Tent & Awning Company, Inc.	Office of Plymouth County District Attorney
Barry V. Grunin, Attorney at Law	Old Colony Planning Council
Braemoor Health Center	Ortho Sport Physical Therapy Inc.
Brockton Day Nursery	OtterBox
Brockton VA Medical Center, CWT	Paramount Rug Company, Inc.
Buffalo Wild Wings	Perfect Print, Inc.
Buzz Around, LLC	Prospect Hill Company
Buzzards Bay Property Maintenance	Rivers Electrical Corporation
Chase Corporation, Global Operations Ctr	Rogers & Gray Insurance
ChriMark Financial Services	Santander
Claremont Companies	Sharkansky LLP, CPA's
Cobblestone Management Inc.	Southeastern Oral & Maxillofacial Surgeons
Contract Decor International, Inc.	Southeastern Property Maintenance, LLC
Crystal's Kitchen	Sulmonte & Frenier, LLP
Customized Properties Inc.	Trojan Recycling, Inc. and Transfer Station
Edible Arrangements	TWB Associates, Inc.
Fitzgerald Appraisals	Vargas & Vargas Insurance Agency, Inc.
Gary R. Oman, P.C.	Wainwright Law Office, P.C.
Healy & Healy, CPA	Walker-Clay, Inc.
Hub Technical Services	WATD 95.9FM
Independent Beauty Consultant Gail Delgado	Zumba with Camille
James E. Holmgren, CPA	
JJ's Caffe	

The Metro South Chamber of Commerce welcomes a new business to the Thomas Edison Business Incubator Space, Cloverleaf Lending! (below)

## MEMBER Profile

**Steven Spillane,**  
**Cloverleaf Lending**  
 Metro South Chamber  
 Edison Business Incubator  
 60 School Street  
 Brockton, MA 02301  
 (781) 351-0029  
 cloverleaflending.com



### What is your market area?

We lend nationwide, but put a heavy emphasis in the Eastern Massachusetts region.

### What markets do you serve?

We can finance almost every type of business - Restaurants, Bars & Hospitality, Construction Companies, Commercial Real Estate, Retail and Wholesale, Medical Doctors and Healthcare, Trucking and Transportation, Manufacturing and Industrial Professional Service Companies, Product Based Companies, Service Based Companies, Churches, And More!

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

Our mission is simply to help businesses, in any stage by working with them to get them the capital they need to grow and operate successfully.

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

No matter what the reason, if your company needs additional capital, Cloverleaf can locate the right financing source for you. When banks say NO, we say YES!

## WELCOME New Members

### Making an Investment in Our Community!

#### Cloverleaf Capital Group

Mr. Steven Spillane  
 38 Wilson Street  
 Rockland, MA 02370  
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 www.cloverleaflending.com  
**Finance Lending**

#### Victory Human Services

Mr. Albert Senesie  
 572 Pleasant Street  
 Brockton, MA 02301  
 (508) 232-3774  
 www.victoryhs.com  
**Human Services**

For information on joining, contact Alison van Dam,  
 508.586.0500 x 227, [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com).  
 Visit [www.metroouthchamber.com/membership-join](http://www.metroouthchamber.com/membership-join)

## Chamber Affiliate News & Events

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



The **Bridgewater Business Association (BBA)** will hold its annual Networking Night on Monday, June 8 from 5:30 pm - 8:30 pm at Crystal's Kitchen, 4 South Main Street in West Bridgewater. Mingle with businesses from all over the area at this free networking event. Visit [bridgewaterbiz.biz](http://bridgewaterbiz.biz) for more information.

The **Stoughton Chamber of Commerce** recently hosted a "Getting Down to Business" event at Chateau Restaurant in Stoughton to inform attendees about what's going on in Stoughton including new development projects. Visit [stoughtonma.com](http://stoughtonma.com) for more information.



The **Norwell Chamber of Commerce** will participate in Norwell Summer Fest on Saturday, June 13 from 2:00 pm - 8:00 pm at the Town Center (Main Street). This free, fun community day will feature live bands, over 60 local artisans, food concessions, and many more attractions. Visit [norwellchamberofcommerce.com](http://norwellchamberofcommerce.com) or [norwellsummerfest.com](http://norwellsummerfest.com) to learn more.

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



The **Avon Industrial Park Association** is a non-profit group seeking to advance the advocacy and business of its members in public and private affairs. Membership is open to all companies who operate within the confines of Avon Industrial Park. Visit [avonindustrialpark.org](http://avonindustrialpark.org) for more information.

The mission of **The Randolph Chamber of Commerce** is to promote, enhance and strengthen the business interests of its members and to maintain and unify a sound and healthy business district and climate while contributing to the well being of the Randolph community. Visit [randolphchamberofcommerce.org](http://randolphchamberofcommerce.org) to learn more.



**ProLink Networking Group** is one of Metro South's finest business networking groups. Because we are a category exclusive network, each member feels comfortable knowing that we provide a non-competitive environment. We invite you to come visit us and see for yourself! For more information, visit [www.prolinknetworking.com](http://www.prolinknetworking.com) or contact Craig Pina at 508-408-1049.

The **South Shore Women's Business Network (SSWBN)** will hold their June Speaker Breakfast on Thursday, June 25 from 7:30 am - 9:30 am at the Holiday Inn, 929 Hingham Street in Rockland. The featured speaker will be Wes Ennis from Wes Ennis Films, Video Production. Visit [www.sswbn.com](http://www.sswbn.com) to learn more.





## Visa Chip Technology Overview for Business

The Metro South Chamber's Small Business Awards in May featured the topic of a new credit and debit card chip technology that will benefit your business. When it comes to enhanced security for your customers, chip-activated terminals are taking things to a whole new level. The Metro South Chamber wants businesses to be informed about this new technology and how it can protect businesses and customers.



"Adopting chip technology is one way our Chamber members can demonstrate their commitment to protecting their customers from fraud," said Christopher Cooney, President & CEO of the Metro South Chamber of Commerce. "The Metro South Chamber of Commerce is proud to support Visa's commitment to equipping card holders and business owners with the tools they need to navigate through the challenges and opportunities of the digital age."

### What is Visa Chip Technology?

Chip technology refers to the embedded microchip found on credit or debit cards and the terminals that work with them. This chip technology – designed to protect against fraud – is enhancing the security of card transactions around the world. Every time a chip credit or debit card is used in-store, a unique one-time code is created that can be validated before approving the transaction – providing an additional layer of security.

### How Does Visa Chip Technology Work?

The magnetic stripe on the back of a traditional credit card only holds the same information that appears on the card itself. When a chip card is used, the chip not only relays information that's currently held statically in the magnetic-stripe, but it also generates a unique one-time code for each transaction. When the same chip card is used at another location, a new unique code is generated. This feature is virtually impossible to replicate in counterfeit cards.

### Why Chip? Why Now?

By installing a chip-activated terminal, you are protecting your business from in-store counterfeit fraud and the liability that may come along with it starting October 1, 2015, known as the "EMV Liability Shift."

Taking this step to protect your business shows your customers how seriously you take payment card security so they can pay with confidence and you can have peace of mind. In fact, no matter how your customers choose to pay with Visa, they're also protected from fraudulent purchases through Visa's Zero Liability Policy. The same policy that applies to magnetic-stripe transactions.

For more information, please visit [usa.visa.com/merchants/grow-your-business/payment-technologies/credit-card-chip](http://usa.visa.com/merchants/grow-your-business/payment-technologies/credit-card-chip).

## Eastern Bank Sponsors Small Biz Month

Thank you to Eastern Bank for sponsoring Small Business Month at the Metro South Chamber of Commerce this year in support of small businesses who are members of the Chamber and a part of the Metro South community.

Eastern Bank is the #1 SBA Lender in New England for five years running. They are invested in you and your business by providing the resources, expertise and personal service you need to thrive. Eastern Bank employs an advanced consultative approach that's focused on the 9 Business Challenges that their research shows most business owners and managers face – from managing cash flow to attracting and retaining employees. By regularly reviewing these challenges with you, they can help you anticipate issues before they become problems, maximize your time and money, and take advantage of opportunities for growth.

For more information about businesses services offered, please visit [easternbank.com/site/business](http://easternbank.com/site/business).

## MA Paid Sick Time Law: Transition Period



Attorney General Maura Healey recently announced that employers who offer sick leave or paid time off to workers now have a six month transition period to comply with the new law, originally to take effect on July 1, 2015. The date has been changed to January 1, 2016.

In order to be eligible to take advantage of the safe harbor provision an employer's policy must be

- in place as of May 1, 2015,
- provide at least 30 hours of job protected paid time off during the 2015 calendar year
- available to all workers—full-time and part-time; employers that currently have a policy for full-timers but not part-timers may add part-timers to the existing policy to qualify.

Employers taking the safe harbor will still have to bring their policies into compliance with the requirements of the law by January 1, 2016. Employers not meeting these criteria are required to adopt and implement a compliant policy by July 1, 2015. *Information from Retailers Association of Massachusetts blog.*

## LinkedIn Networking Tips

LinkedIn has evolved to become one the most important and prevalent resources for professional networking available. Used by more than 313 million people on an international scale, it's important to keep this tips in mind while using! *Taken from forbes.com article.*



- Connect with people right away
- Personalize every connection request
- Give endorsements when you can
- Be generous with giving recommendations
- Thank people who have recommended you
- Connect with recruiters & people who work at your dream company



- Send requests more than twice
- Ignore recruiters when you're not looking for a job
- Connect with a hiring manager
- Post too much or too little
- Be afraid to ask for endorsements
- Feel obligated to recommend sub-par employees
- Ask a ton of people for recommendations at once

## Careers in Health Program a Success!

The Metro South Chamber's Careers in Health Program was recently spotlighted on Association of Chamber of Commerce Executives (ACCE) Education Attainment Division Blog. As part of their Goal 2025 Blog Series, EAD staff interviewed Metro South's leaders: Christopher Cooney, Chamber President & CEO, Alison van Dam, Vice President of Business Development, and Christine Karavites, Senior Consultant, Proteas Consulting, about the Chamber's history strengthening the local talent pipeline.



"Metro South Chamber of Commerce received a 2014-15 Lumina Education Attainment Award for leading Careers in Health, a program targeting entry and advanced level healthcare employees who seek career advancement but require higher education, certification or licensure. To help meet the needs of the region's top industry, the program works in partnership with several healthcare employers and four institutions of higher education, offering courses to more than 205 incumbent healthcare workers pursuing career growth opportunities."

To read the full interview, please visit [acce.org/index.php?src=permalinks/Helping\\_Health\\_Care\\_Workers\\_Move\\_Up\\_the\\_Career\\_Ladder](http://acce.org/index.php?src=permalinks/Helping_Health_Care_Workers_Move_Up_the_Career_Ladder).

### Here's what a few program participants said about Careers in Health :

- "[The Careers in Health Program] has been so helpful as I start on my path to advancing my education. I couldn't have done it (and wouldn't have done it) without you!"  
- Lindsey, Good Samaritan Medical Center
- "I would never have been able to obtain my goal of getting my BSN without the support and the grant. I feel so fortunate to have been able to pursue my education..."  
- Pauline, Good Samaritan Medical Center
- "The Careers in Health Program was a game changer. CIH was able to facilitate getting me into the right program and classes. I'm so thankful."  
- Denise, Good Samaritan Medical Center



## Buy Local From These Chamber of Commerce Members

### Randolph Savings Bank



129 North Main Street, Randolph  
877.963.2100 • randolphsavings.com

With local management, local decision-making, and local commitment, Randolph Savings Bank has been a part of the community for over 150 years. We happily serve businesses, individuals, families, and homeowners with convenient online and mobile banking tools, five full service branches, and two lending centers. With innovative products and outstanding service, Randolph Savings is a great place to bank.

### GenCon



90 New State Highway, Suite 4, Raynham  
508-326-0253 • massremodel.com

GENCON was founded in 1976 and has become a leading provider of construction services in New England, specializing in healthcare renovations and new construction. Our unique medical construction knowledge allows us to partner with clients to ensure that their design is effective and constructed within their timeline, as well as budgets. The GenCon team takes great pride in every aspect of the project from pre-construction to completion.

### New York Life - Rodney Kornegay



1 Lakeshore Center, Suite 202-204, Bridgewater  
508-857-8710 • rodneycornegaynylagents.com

Rodney Kornegay has been a financial professional with New York Life for 3 years. Mr. Kornegay graduated from College of St. Joseph (VT) in 2001-2002 earning a Bachelors degree in Management as well as a Bachelors degree in Finance. Mr. Kornegay is a current Executive Council Member as well as Million Dollar Round Table Aspirant. Mr. Kornegay focuses on funding for qualified and non qualified plans, wealth accumulation, college funding, estate preservation, disability income insurance, employee benefits and tax advantaged strategies.

### Join the Chamber!

## YOUR BUSINESS PROFILE HERE...

...When You Join the Chamber.  
Call 508.586.0500 or visit  
metrosouthchamber.com/  
membership/join

60 School Street, Brockton • 508-586-0500  
www.metroouthchamber.com

Join the Chamber and network your business to success! The Chamber hosts informative meetings, networking events, and puts you in touch with your legislators. We also offer marketing and advertising opportunities, referrals, publicity and exposure. In addition, we offer Health Insurance packages and access to Comcast Savings, Discounts, and more. Call to learn more today!

### When Metro South is Home, Everything's Within Reach

Hundreds of Dining Options • Great Conference Space  
Over 500 Hotel Rooms • Many Parks & Lakes



The Metro South region offers the best of all worlds; cultural and corporate advantages, natural beauty, and the serenity of historic New England.

The region features **top notch education**, including three institutes of higher education, **exceptional health care** facilities, including four major hospitals. **Rich in culture**, the region is also home to symphonies, a craft museum, children's museum, and various historic museums. It also contains many **recreational activities**, including baseball outings, golfing, and many parks and lakes for walking, hiking, and fishing. With over 500 hotel rooms, the Metro South region is a **great place to stay** and competitive housing costs offer affordable and varied living opportunities.

Whether for Business or Pleasure, The Metro South region provides exceptional value in the heart of Eastern Massachusetts, centrally located between Boston, Providence, Plymouth and Cape Cod. *Ride the rail to Boston in only 35 minutes!* Call 508.586.0500 for your free map.



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



## Metro South Site Finder

metrosouthsitefinder.com

Search for available commercial sites for purchase or lease in the Metro South region, or list a property!



## BUSINESS EVENTS Planner

### June 4

#### Ribbon Cutting Ceremony

3:00 pm  
GenCon  
323 Manley Street, West Bridgewater

Celebrate the Grand Opening of GenCon's new location with a Ribbon Cutting ceremony. (see p. 2)

Cost: Complimentary  
Visit metrosouthchamber.com/calendar for info

### June 4

#### Business After Hours

5:30 pm - 7:30 pm  
Simpson Spring  
719 Washington Street, Easton

Please join us for an evening of networking and refreshments at a Chamber member business. Don't forget your business cards! (see p. 2)

Tickets: complimentary in advance  
Please RSVP call 508-586-0500 ext. 231

### June 12

#### Government Affairs

12:00 pm - 1:15 pm  
Metro South Chamber of Commerce  
60 School Street, Brockton

Hear from John Hurst, President of the Retailers Association of Massachusetts in this monthly lunch meeting. (see p. 2)

Cost: \$8 members, \$15 future-members  
Please RSVP call 508-586-0500 ext. 231

### IT'S EASY TO REGISTER!

508-586-0500 x 231 📞  
508-587-1340 📠  
E-mail: [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com)  
Online: [www.metroouthchamber.com](http://www.metroouthchamber.com)  
Send reservation and payment to: 📄  
**Metro South Chamber of Commerce**  
Sixty School Street  
Brockton, MA 02301-4087

### FIND US

- facebook.com/metrosouthchambercommerce
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- linkedin.com/groups?gid=1830527
- youtube.com/user/metrosouthchambercom
- flickr.com/photos/metrosouthchamber
- issuu.com/metrosouthchamber

### June 15

#### Intro to Video Marketing

9:00 am - 10:00 am  
Metro South Chamber of Commerce  
60 School Street, Brockton

Attend a member-led intro to the world of Video Marketing. Learn why you should be using this tool and how to launch a successful campaign! (see p. 2)

Cost: Complimentary  
Visit metrosouthchamber.com/calendar for info

### June 19

#### ATHENA Awards Program & Expo

11:00 am - 2:00 pm  
Mockingbird Restaurant, Miraval Ballroom  
838 N. Bedford Street, East Bridgewater

Honoring women - featuring author and professor Elizabeth Thornton, awards, Expo, and luncheon (see p. 1)

Cost: \$30 members, \$40 future-members  
Please RSVP at 508.586.0500 ext. 231

### June 25

#### Chamber Open House

5:00 pm - 7:30 pm  
Metro South Chamber of Commerce  
60 School Street, Brockton

Please join us at the Chamber headquarters and see the renovations that have been accomplished thanks to donors of the Centennial Campaign Fund (see p. 7)

Cost: Complimentary  
Please RSVP call 508-586-0500 ext. 231