

Actionreport

March
2008

www.metroouthchamber.com

Leading Businesses
Leading Communities



CHAMBER MISSION

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



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Taste of Metro South at Rox Stadium

Wednesday, March 19, 2008



- Celebrate living and working in the Metro South region
- Sample tastes from area restaurants
- Discover cultural and community service organizations
- Enjoy live entertainment from local performers including the Brockton Symphony and BHS Jazz Band

Tickets Available Now!

\$20 in advance/ \$25 at the door
Call 508.586.0500 x 231 for tickets and more information.

Visit www.metroouthchamber.com.

For a list of participating restaurants and organizations, see page 2...

Chamber to Host Senate President Therese Murray

Legislative Luncheon - Friday, April 11

The legislative edition of the Good Morning Metro South breakfast program is scheduled for **Friday, April 11 at 12pm**. The event will be held at the **Massasoit Conference Center** on Crescent St. in Brockton. The Featured Speaker will be Senate President Therese Murray.



Therese Murray, Senate President

Therese Murray is a 33-year resident of the Town of Plymouth. She is currently serving her eighth term as State Senator of the Plymouth and Barnstable District, which includes the towns of Barnstable (pct. 10, 11, 12), Bourne, Falmouth, Kingston, Pembroke, Plymouth,

Plympton and Sandwich.

First elected to the Senate in 1992, Senator Murray became the first woman President of the Massachusetts Senate in March 2007. President Murray had previously served as

Chairwoman of the Senate Committee on Ways and Means since 2003.

Through her leadership on several budgets and now in her role as President of the Senate, the Legislature has worked to build a solid foundation for the economic future of the Commonwealth by focusing on the needs of Massachusetts residents.

Senator Murray has consistently fought for more equity in education funding, better access to affordable healthcare, affordable housing, and quality improvements in public safety. She has also worked to make sure the needs of our veterans and seniors citizens are met.

Some of her notable legislative accomplishments include: Welfare Reform, Chapter 70 education funding reform, the Catastrophic Illness in Children Relief Fund, Nicole's law, and Health Care Reform.

During the first 11 months of her Presidency, she has lead the Senate in passing: the GIC health insurance local option, an expanded film tax credit law, ID theft reform, state pension reform, permanent Baby Safe Havens, the child

Continued on Page 10

It's Open Enrollment Time For Health Insurance

Begins April 1

This is an excellent opportunity for Chamber of Commerce members to review their benefit options, to make changes to their health coverage plans, and to enroll any eligible employee who may have previously waived coverage.

This open enrollment is also an opportunity to learn about the various products Health Services Administrators offers to members, such as health savings accounts (HSA) health plans; a new Health Reimbursement Account (HRA) arrangement, and a Flexible Spending Account (FSA) which provides a pre-tax benefit to both employers and employees.

If you are self-employed or a small business owner, this is also an opportunity to enroll in a health insurance program best suited to your business needs.

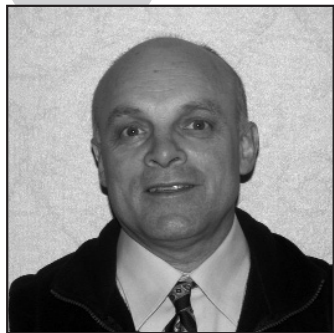
Health Services Administrators offers access to Harvard Pilgrim, Tufts and Delta Dental Insurance. For more information, or to answer any questions you may have, please call Debbie or Steve at **Health Services Administrators** at the following toll free number: 1.877.777.4414.



FCC Awards Chamber Radio License

The Metro South Chamber of Commerce recently won FCC approval to provide visitor information, emergency information and highway advisories via radio station AM 1620. Information will be broadcast from a central antenna along state highway 24. The signal will cover both Brockton highway exits and a large portion of the city

MEMBERProfile



Daniel Balboni, General Manager
Allied Waste Services

Allied Waste Services

What is unique about the business and that products/services you offer?

Allied Waste is fully committed to recycling. We currently own and operate a recycling facility on Mulberry Street in Brockton, MA.

What is your market area?

Allied Waste Services of Fall River services all of Rhode Island and Southeastern Massachusetts; the company as a whole services 122 major markets within 37 states.

What markets do you serve?

Allied Waste serves residents, businesses, schools, government offices, etc.

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

Allied Waste is committed to providing excellent service to all our customers. We support this commitment by investing in equipment, technology, and training programs that maximize our operational excellence and ensure the safety of our customers, employees and environment.

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

Address:
1080 Airport Road, Fall River, MA 02720

Phone: 508-587-6115

Fax: 508-676-5180

Website: www.disposal.com

Year Established: 1992

Products or services:

Allied Waste provides non-hazardous waste collection, recycling, processing, and disposal services to approximately 10 million customers, in 122 major markets within 37 states. We operate more than 315 collection companies, 165 transfer stations, 166 landfills and 57 recycling facilities.

Number of employees:

300 in Fall River, MA; close to 24,000 employees nationwide.



GOVERNMENTAffairs

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



State Representative
David L. Flynn

The next Government Affairs meeting will be held at the Chamber on **Friday, March 14th at 12pm**. The featured speaker is State Representative David L. Flynn.

David L. Flynn is a 5th

term Democrat State Representative representing the Eighth Plymouth District. He received his B.S. Ed. from Bridgewater State College in 1958. He has had many public office positions which include Park Commissioner, Selectman - Assessor

- Overseer of Public Welfare, Town Moderator, Selectman Bridgewater Democratic Town Committee, Bridgewater Town Moderator, and Mass House. Currently, he is a part of many organizations including Bridgewater Veterans, Inc.; National Pilots Association; and the Massachusetts Legislators Association in which he is a lifetime member. Representative Flynn serves as Chair of Joint Committee on Bonding, Capital Expenditures and State Assets.

This is your opportunity to have an informal discussion with legislators about important issues currently being discussed in the State House.

If you would like to attend this free meeting, please contact Lisa at the Chamber, 508.586.0500 x225.

Rox Business After Hours

April 17, 2008



The Brockton ROX will host a Business After Hours at the Shaw's Center, 1 Feinberg Way, Brockton, on Thursday, April 17, 5:30 pm- 7:30pm.

The Rox are introducing several new promotions for 2008, including a Saturday Night Concert Series, and Kids Eat Free on Monday night. The Rox will play 23 of their 47 home games on a Friday, Saturday, or Sunday. A complete promotional schedule will be released in the spring.

The Rox open the 2008 season in New Hampshire against the Nashua Pride on Thursday, May 22nd. The 2008 Home Opener is Saturday, May 24th against the Pride. When the gates open on May

24th, the Rox will welcome the 1,000,000th fan to Campanelli Stadium. For more information, call 508-559-7070 or visit www.brocktonrox.com

This is a casual event that presents a great way to make business contacts so bring plenty of business cards! The event is \$5 for Chamber members and \$10 for non-members. To register call Kim Bewsher, 508-586-0500 x231.



Taste of Metro South

Wednesday, March 19, 2008

5:30 pm-8:00 pm

The Shaw's Center

Tickets are \$20 in advance and are available at Shaw's Supermarkets, The Metro South Chamber, and at www.metroouthchamber.com

RESTAURANTS

Brockton ROX • Cabot Creamery • Caritas Good Samaritan Medical Center
Chili Head Barbeque • Christo's Restaurant • Costco Wholesale
Dragonfly Deli & Gourmet Cafe • Edible Arrangements
The Grill at Holiday Inn, Brockton • Honeydew Donuts
Narragansett Brewing Company • Not Your Average Joe's
Benne • Pogo's II • The Shaw's Center • Simpson Spring
Signature Healthcare/ Brockton Hospital • Skinner's Sugar House, Inc.
Stoneforge Grill • Texas Roadhouse • Tiki Garden
Wildtree Herbs • X & O Restaurant
And More...

ORGANIZATIONS

Brockton Hospital/ Signature Healthcare
Caritas Good Samaritan Medical Center • Old Colony Hospice
Rob Peters Entertainment & Events • Brockton Visiting Nurse Association
Old Colony Elderly Services • The Enterprise • WXBR 1460AM

ENTERTAINMENT

Brockton Symphony • Brockton High School Jazz Band
The Mandells Band • Frank Vicatta: Frank Sinatra Tribute

Premier Sponsors



nationalgrid



The Enterprise

Contributing & Supporting Sponsors

American Medical Response
Bridgewater Savings Bank
Crescent Credit Union
East Coast Petroleum Corp.
GateHouse Media
Holmes-McDuffy Florists

PROTEAS Consulting
Rich Morgan Photography
Rob Peters Entertainment
Shaw's Supermarkets
Sign Design
The Community Bank

BOARD OF DIRECTORS	DIRECTORS
OFFICERS	Pasquale Ciaramella - <i>Old Colony Planning Council</i>
Chair of the Board Reinald G. Ledoux, Jr. <i>Brockton Area Transit Authority</i>	Jack Conway - <i>Jack Conway & Company, Inc.</i>
President and CEO Christopher Cooney <i>Metro South Chamber of Commerce</i>	John Costa - <i>B C Tent & Awning Company</i>
Chair-Elect H. Scott Sanborn <i>Sovereign Bank</i>	Loretta DeGrazia - <i>East Coast Petroleum</i>
Treasurer Gary R. Oman <i>Gary R. Oman, P.C.</i>	Jeffrey Dukess - <i>Frenette & Dukess, PC</i>
Vice Chair Community Affairs Rick Colon <i>Verizon</i>	John Holiver - <i>Caritas Good Samaritan Medical Center</i>
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Vice Chair Government Affairs Christine Karavites <i>Proteas Customized Consulting</i>	Susan Joss - <i>Brockton Neighborhood Health Center</i>
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Immediate Past Chair Stephen Hall <i>National Grid</i>	Dana Mohler-Faria - <i>Bridgewater State College</i>
CHAMBER STAFF	William Morse - <i>Mutual Bank</i>
508-586-0500 Front Desk x 221	Basan Nembirkow - <i>Brockton Public Schools</i>
Christopher Cooney President and CEO x 223	David Orloff - <i>Sharkansky & Co., LLP, CPA's</i>
Kim Bewsher Program Director x 231	Andrea Papadopoulos - <i>Arista Associates, Inc.</i>
Lisa Keene Membership x 225	Lester Schindel - <i>New England Sinai Hospital</i>
	Larry Siskind - <i>Siskind and Siskind Attorneys at Law</i>
	Lydie Ultimo - <i>TERI</i>
	John Vlaco - <i>Brophy & Phillips Co., Inc.</i>
	Charles Wall - <i>Massasoit Community College</i>
	Patricia Williams - <i>HarborOne Credit Union</i>

METRO SOUTH CHAMBER OF COMMERCE

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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ACTION Report

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

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

Photo and print production by Mark Mahoney, The Enterprise

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

MARCH Calendar

5	Ambassador's Meeting	8:00 am
7	Sloan Award Lunch & Learn	12:00 pm
8	Plan Brockton 2008 <i>Main Library, 304 Main Street, Brockton</i>	9:30 am
12	Executive Committee	3:00 pm
14	Government Affairs (<i>see page 2</i>)	12:00 pm
19	Taste of Metro South <i>Shaw's Center, K. Feinberg Way, Brockton</i>	5:30 pm
25	Business After Hours <i>Makeovers Salon & Spa, 574 Washington St., Easton</i>	5:30 pm
26	Board Meeting	12:00 pm
28	SBA Seminar	8:30 am
Coming Up April		
1	Energy Efficiency Workshop	8:00 am
2	Ambassador's Meeting	8:00 am
11	Legislative Lunch <i>Massasoit Conference Center, Brockton</i>	12:00 pm
17	AMP Workshop	2:00 pm
17	Business After Hours <i>Brockton Rox, Shaw's Center, K. Feinberg Way, Brockton</i>	5:30 pm
23	Human Resource Management Council <i>Holiday Inn, 195 Westgate Drive, Brockton</i>	8:00 am
29	Go Green Seminar	9:00 am
Save the date May		
7	Ambassador's Meeting	8:00 am
9	Government Affairs <i>Massasoit Conference Center, Brockton</i>	12:00 pm
13	Principles of Lean Manufacturing	7:15 am
14	Executive Committee	3:00 pm
20	SOMWBA Workshop	11:00 am
21	Small Business Awards Lunch & Tech Expo	12:00 pm
28	Board Meeting	12:00 pm
28	Business After Hours <i>Special Olympics & Charlie Horse, Rt. 106, Bridgewater</i>	5:30 pm
Note: All meetings are held at the Metro South Chamber Office or Metro South business Assistance Center (BAC) unless otherwise indicated.		



Send your Good News to avandam@metrosouthchamber.com

Celebrate the great things going on!

Women's Procurement Conference

Are you looking for new markets or expanding your current market? Join the U.S. Small Business Administration for this free conference to learn how to do business with the federal government and large prime contractors. DATE: Friday, March 7, 2008, TIME: 8:30am - 1:00pm, PLACE: SBA, 10 Causeway Street, Boston. Featuring "How to do Business With the Federal Government," presented by the Procurement Technical Assistance Center (PTAC), and "Certification for Women Owned Business," presented by Center for Women and Enterprise (CWE). To reserve space, please contact Ruth at 617/565-5590 or ruth.bord@sba.gov.

Live Well/Learn Well

On March 19th, Lincoln Technical Institute in Brockton will be hosting, "The Live Well / Learn Well Event" at our 375 Westgate Drive Location. There will be information seminars on the following programs: Medical Administrative Assistant, Massage Therapy, and Criminal Justice.

A representative from the Financial Aid department will be discussing possible options and The Director of Career Services will be conducting an interviewing & resume writing workshop. We will also be having a book & clothing drive for the local library and local shelter and refreshments will be served. Any & all support for this community event would be much appreciated.

Elder Care Forum at Caritas

Forum at Caritas Good Samaritan Medical Center to Focus on Elder Care and Ways to Keep a Loved One Safe.

Aging gracefully can present numerous challenges for loved ones and their caretakers. Caritas Good Samaritan Medical Center will hold an educational program designed to help you answer questions and provide you with the resources you may need. They will discuss memory loss disorder and elderly driving, ways to prevent identification theft and scams as well as ways to help keep a loved one safe.

The forum will be held at Caritas Good Samaritan Medical Center on March 12 from 6:30 p.m. to 8:30 p.m. in the J. Joseph Moakley Conference Center, 235 North Pearl St. Plymouth County District Attorney Timothy J. Cruz will join the panel that will include Dr. David Mudd and Carol Schneider, of the "Are You OK?" program at the Plymouth County Sheriff's

Department.

Pre-registration is required for this program. To register, please call DoctorFinder at 1-800-488-5959 extension 75.

Stepping out for Hospice Memorial Walk



Metro South Chamber members are "Stepping Out for Old Colony Hospice" as sponsors and as walk teams for the upcoming 10th Stepping Out for Hospice Memorial Walk on April 27, 2008.

More than 1,500 participants are expected to walk either a 2-mile or 4-mile route at the Irish Cultural Centre in Canton. Help Old Colony Hospice raise \$140,000 to support our non-profit organization's high quality programs and services for the patients and families in our care. Registration begins at 11:00am and the walk starts at 12:00pm. We'll have subs, hot dogs, chowder, snacks and more, a DJ, kids' activities - something for everyone to enjoy. Awards will be given to top fundraisers and for team spirit.

Free registration and fundraising webpages on-line at www.firstgiving.com/och or visit www.oldcolonyhospice.org for more information. Contact Linda Werman at 781-341-4147 or send e-mail to lwerman@oldcolonyhospice.com.

George B. Maver - Mutual Bank Board



George Maver

George B. Maver of Brockton was recently re-elected to a three-year term on the Board of Directors at Mutual Bank.

In this role, he will help guide the policy and direction for the 118-year old, independently-owned full service bank.

Maver is in his 44th year as president and owner of Maver Memorials Inc., a fifth-generation business located in Brockton which regularly makes donations to a number of area organizations, including the YMCA, the Salvation Army, the Boys and Girls Club, Handi Kids Camp, Special Olympics, and the Massachusetts Society for the Prevention of Cruelty to Animals (MSPCA).

DJ Rob Peters- 3rd Place in Nationals

Rob Peters Entertainment is pleased to announce that DJ Rob Peters recently was



Rob Peters

selected to compete and received Third Place honors at the ProDJ Showcase Interactive DJ Competition at the Mobile Beat DJ Conference in Las Vegas.

Peters is the owner of Rob Peters Entertainment in Braintree, Massachusetts, and performs for a variety of events from children's events to company functions and weddings. He has also performed with 50's pop legend Chubby Checker, the disco group Tavares and comedian Lenny Clarke.

Rob is also one of the co-hosts of DJ Idea Sharing and the author of "The Business Of Mobile DJing", an educational book that helps mobile DJs become more business savvy.

Rob Peters Entertainment is a full time/full service mobile DJ entertainment company located in Braintree, Massachusetts. For more information, visit www.robpetersonentertainment.com or contact their office at 781.848.4235.

Children's Museum Road Race

The Children's Museum in Easton is searching for interested adult volunteers to serve on the planning committee for the Museum's 14th Annual Father's Day Road Race, scheduled for Sunday June 15 at 9:00 AM.

This annual 5-mile road race benefits the programs and exhibits of the Children's Museum in Easton. The race attracts over 400 entrants from communities in southeastern Massachusetts. The race also includes a 2-mile fun walk so that non-runners can get involved. Planned as a family event, the museum offers childcare and activities for the children of competitors and volunteers.

The race organizing committee is inviting eager runners and non-runners to join their effort as they plan this year's event.

For more information on how to volunteer, please contact us at the Children's Museum in Easton (508) 230-3789.

"Caring With Excellence" Awards

Eight exceptional caregivers at Caritas Good Samaritan Medical Center were recently honored during the annual presentation of the Caring With Excellence Awards.

More than 100 people attended the event in the J. Joseph Moakley Center. The Class of 2007 Caring With Excellence honorees ranged from an Emergency

Department Patient Care Director to an octogenarian who has contributed more than 10,000 volunteer hours.

The honorees for the 2007 Caring With Excellence Physician Service Medals are: Alexander Levine, MD, of Boston, and Peter C. Roos, MD, of Hyannis.

The Caring With Excellence Physician Service Medal is awarded each year to a distinguished member or members of



the medical staff who have retired or resigned after 20 years or more of service.

The recipients of the 2007 Caring With Excellence awards are: Shreekant Chopra, MD, Sharon- Physician Award; Laura Raymond, RN, Hanover- Nurse Award; Marion Olson, Holbrook- Allied Health Professional Award; Joyce Parsons, RN, Stoughton -Allied Health Professional Award; Julie Learnard, Brockton- Community Member Award; Helen McGarry, Foxboro- Community Member Award.

Signature Healthcare-Pressure Ulcer Data.

In an ongoing effort to increase transparency about hospital care, the Massachusetts Hospital Association recently released data highlighting how well hospitals are providing care in a key nursing-sensitive area: pressure ulcer (bedsore) care. See how well local hospitals are doing in this important measurement here: www.patientsfirstma.org

Free Cardiac Screenings

Cardiovascular disease is the third leading cause of death for men, and the leading cause of death for women in this country. Those are staggering numbers. How do you beat them? Know your numbers: your blood pressure, cholesterol and glucose, among others.

At Signature Healthcare, we're here to help you do just that; with a fast, easy and free cardiovascular risk screening, conducted by our cardiovascular experts. Screenings are being offered at four different times and two different locations. Appointments are necessary

GOODNews

Celebrate the great things going on!

for screenings, but not presentations. Contact Rob Brogna for a complete list of dates, times, and locations.

For more information about the SBA 504 Program and other SEED loan programs, please call 508-822-1020 or visit SEED at www.seedcorp.com.

Elizabeth Snell- New Branch Manager

Elizabeth Snell has been named Branch Manager of Randolph Savings Bank's Cobb Corner (Stoughton) location. She will be responsible for the administrative branch functions and customer service.

Snell began at Randolph Savings Bank as a part time teller in April 1985. During her 23 years with the Bank, Snell's career has included a variety of duties working in both the Stoughton and Holbrook branches. A member of the Stoughton Chamber of Commerce, she lives in New Bedford, MA with her husband and two daughters

Francis X. Dillon Re-elected to Board

Francis X. Dillon, Vice President for Advancement at Stonehill College in Easton, has been re-elected to another three-year term on the Board of Directors of Mutual Bank.

In this role, he will help guide the policy and direction for the mutually-owned bank. Dillon has served as a director since 1991, when he joined the board of Security Federal Savings Bank. He was instrumental in overseeing Security's merger with Mutual Bank in 2006.

Vice Chairman of the United Way of Greater Plymouth County, Dillon also serves as a member of the Board of Directors at Caritas Good Samaritan Medical Center in Brockton and sits on the Board of Directors at Cardinal Spellman High School in Brockton.

SEED Promotion On Loans

The South Eastern Economic Development (SEED) Corporation announced today a special promotion offering the lowest possible fixed interest rate of 5.9 percent for 20 years on SBA 504 loans.

In addition to the long-term low fixed interest rate, the promotion includes: no upfront deposit until March 31, 2008; 24 hour pre-qualification on a loan; no application form to fill out; and the availability of other small loans up to \$100,000 at 6 percent fixed for working capital.

Under the SBA 504 Program, SEED works with the small business' bank which is providing a first mortgage for a building purchase, construction or improvements, or financing machinery and equipment. A loan request can come from a bank or a small business.

Governor's Hospitality Award

Bill McCarthy of Taunton, Massachusetts has been selected to receive the Governor's Hospitality Award. The award will be presented at a ceremony at the Fairmount Copley Plaza in Boston at the 21st Annual Massachusetts Governor's Conference on Travel and Tourism on February 29, 2008. This honor is bestowed upon a representative from each of the thirteen regional tourist councils who exemplifies the true spirit of Massachusetts' hospitality by providing exceptional service to visitors and the tourism industry.

Mr. McCarthy is a local thespian and has been an active volunteer at the Children's Museum in Easton for 15 years. He has brought the 1800s to life with his Ben Franklin impersonation, swept up New Year's Eve fun with his rendition of a chimney sweep, and has entertained as the Cat in the Hat, just to name a few. At the museum's Teddy Bear Day, Bill plays host to the children as they sip on their lemonade at the Teddy Bear "Tea" Party.

Ronald N. Whitney Re-elected to Board

Ronald N. Whitney, an attorney with a law practice in the town of Whitman, has been re-elected to a three-year term on the Board of Directors at Mutual Bank.

Attorney Whitney is a former Massachusetts State Representative, who served constituents in Abington, Whitman and East Bridgewater. His public service also includes a three-year term on the Abington Board of Selectmen. He has also served as a member of Whitman's Kiwanis Club for the past 23 years.

He earned his Bachelor's Degree in Accounting from Stonehill College, and holds a Juris Doctor from New England School of Law. He is a member of the Plymouth County Bar Association and the Massachusetts Bar Association.

Legislative Lunch continued from page 1

tax credit law, ID theft reform, state pension reform, permanent Baby Safe Havens, the child booster seat law, oceans management, mortgage foreclosure relief, and energy reform.

Participants will also have the opportunity to interact with their local legislators and hear first hand about what is in store for the business community on Beacon Hill.

The Legislative Luncheon is a great networking opportunity. To register or for further information call the Chamber at 508.586.0500 ext. 221 or by registering online at metrosouthchamber.com. The cost is \$20 for members and \$25 for non-members.

Chamber Promotes Brockton



Check your mail for your valpak coupons in March and April. The Chamber of Commerce, 21st Century Corporation and the City of Brockton have published a 2-sided color advertisement containing important information about the city and coupons for a free map and business guide. The mailings will be sent to 50,000 people in Brockton, Easton, the Bridgewater, Abington, Avon, Holbrook, Randolph and Whitman. The first mailing is scheduled for March 4.

AMP Workshop for SOMWBA



The Commonwealth's Affirmative Market Program (AMP) invites all Minority- and Women-Owned Businesses (M/WBES) who are new to state procurement and are interested in learning:

- o How to maximize your M/WBE status;
- o How to find opportunities for AMP partnerships; and
- o How to market as an AMP participant to state entities.

These trainings are designed as an introduction to the services that AMP provides and what it means to be a certified vendor. All M/WBES in all fields including goods, services, construction and design are welcome to join us.

When: Thursday, April 17, 2008, 2:00 p.m. - 4:00 p.m.
Where: Metro South Chamber of Commerce, 60 School Street, Brockton
Cost: Free
To Register: Please contact Lisa 508-586-0500, ext. 225 or by email lkeene@metrosouthchamber.com

AD

Brockton Mayor Speaks At Breakfast Meeting

Photographs by Rich Morgan Photography, www.richmorganphotography.com



Featured speaker,
Mayor James Harrington



Robert Porazzo, DECA student member, Ray Ledoux, Brockton Area Transit Authority, Heather King, DECA student member, Ashley Leedberg, DECA student member, and James Harrington, Mayor of Brockton



Phil Sheppard, Massasoit Community College and Robert Gustafson, Crescent Credit Union



Attendees enjoy the Brockton Holiday Inn Buffet



Kathy Quigg, Brockton Public Schools, and Richard Welton, United Way of Greater Plymouth County



Heather King and Robert Parazzo
Brockton High School seniors and participants in the award winning DECA program.



Sponsored by:

Old Colony Elderly Services



Marilyn Lynt and Lucille Dallaire of Old Colony Elderly Services, sponsor of the breakfast program, get interviewed by Dan Trout of the Community Bank



Fran Dillon, Stonehill College and emcee for the event.

Energy Efficiency Workshop Made Simple

Learn how SIMPLE it is to manage your energy by attending an education breakfast seminar at the Metro South Chamber of Commerce

- S**tabilize your energy costs
- I**nitiate energy efficiency programs
- M**anage your Budget
- P**urchase green energy
- L**et your supplier do the work for you
- E**ducational seminars can help you learn how

When: April 1, 2008

Where: Metro South Chamber of Commerce
60 School Street, Brockton, MA 02301

Agenda: 8:00 am - 8:30 am Continental Breakfast
8:30 am - 10:00 am Program

Topics National Grid Will Cover: Overview of Energy Costs / Energy Economics 101, Energy Audits and Incentives, Lighting Opportunities, HVAC Opportunities, Employee Productivity Improvements

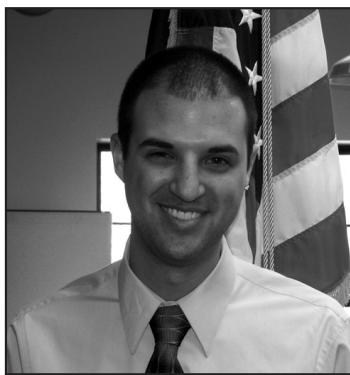
To Register: Call Lisa Keene at 508.586.0500 x 225



Stabilize your business' electricity costs with the leading competitive supplier.
Go to newenergy.com or call 866.237.POWER for a no-cost proposal for your business.

Bridgewater State Student Interns

The Chamber is pleased to announce the addition of Christopher Correia as an intern this spring. He is a senior at Bridgewater State College in Bridgewater, MA, majoring in Communication Studies. He has had previous internship experience with a non-profit organization called Handi Kids in Bridgewater focusing on Public Relations and hopes to work in the field of Public Relations after graduating in May. Through this internship experience Christopher hopes to expand his knowledge in the field of Public Relations and be an asset to the organization.



Christopher Correia

The Ambassador Team • Win-Win Opportunity!

The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, member-to-member support, increasing awareness and promoting active participation in Chamber programs and services.

The next Ambassador meetings will meet on **March 5 and April 2** from 8:00 - 9:00 am at the Metro South Chamber of Commerce.

To become an Ambassador, call Lisa Keene at the Chamber, 508.586.0500 ext. 225.

Earned Income Tax Credit Program Returns

FREE Tax Preparation Available January 21 - April 12! Main Public Library, 304 Main St., Brockton - Mon. & Tues., 4 - 7pm and at the Self Help Energy Offices, 1362 Main St. Brockton, Sat., 9 am - 3pm.

With both the federal and state tax credits, workers may get up to \$4,700 in refunds. Workers can claim both the federal and state EITC, even if they do not owe income tax, simply by filing federal and state income tax returns. You will receive a state credit equal to 15% of the federal amount.

You are eligible if you have: More than one child and earn \$36,348 or less; One child and earn \$33,241 or less; No children and earn \$12,590 or less. Non-resident aliens are eligible if married to a U.S. citizen or resident alien. Bring with you: ALL W-2 or 1099 forms. Social Security card for yourself, your spouse and your children. Call 508.580.7890 for more information.

Business Awards Program Planned

Small Business of the Year • Entrepreneur of the Year

The Metro South Chamber of Commerce and Bank of America Small Business Services are joining forces to recognize the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region. All members are invited to participate in the selection process to name the 16th Annual Small Business of the Year and Entrepreneur of the Year award winners. "Small businesses are the backbone of our local economy. Each year, we are proud to turn a special spotlight on small businesses and their valuable contribution to our community," said Christopher Cooney, President and CEO of the Metro South Chamber. "We look forward to receiving your nominations."

Nominating someone is easy... You may nominate your own business or any other business you deem worthy (maximum of one nomination per category). Submit a summary of your reasons for the nomination, based on the criteria listed below. Call or fax the Chamber office for nomination forms. You may include any additional documentation that will help illustrate why the business is deserving of the award. Nominees do not need to be members of the Chamber. Nominees must be a for-profit business.

Criteria...

Employment/Staying Power. The Small Business of the Year nominee must have been in business for a mini-



Small Business of the Year Award Recipients Harry Minassian Sr. and son, Jason, of Westgate Lanes



Entrepreneur of the Year Award Recipient Howard Wright of Wright Technology

mum of three consecutive years under the current ownership, and have less than 50 full-time equivalent employees. The Entrepreneur of the Year nominee must have been in business less than three years, and have fewer than 10 full-time equivalent employees.

Growth. The nominee should demonstrate growth in employees, revenues, and profitability.

Innovation. The firm should demonstrate creativity and imagination in the development of its business or in its product or service.

Social Responsibility. Nominees should reflect internal and external social responsibility, which may include one or more of the following points: strong, comprehensive employee relations programs; efforts by

the company and its staff to aid or benefit the community through personal involvement and/or donations of other company resources; efforts to encourage diversity in its workforce and management; activity in the business community through involvement in industry or professional organizations; and development of other programs relating to social and community betterment.

Nominations are due by March 19, 2008. Call the Chamber office at 508-586-0500 ext 231 to request an easy-to-complete nomination form. Winners will be selected by the Chamber's Award Selection Committee and will be announced at a special awards program in May. Award recipients will receive an engraved plaque and extensive promotion honoring their business and achievements.

ATHENA Award Nominations Now Being Accepted

The Metro South Chamber of Commerce and Sovereign Bank are pleased to announce the 2008 ATHENA Awards program. The program was created in 1982 and has expanded to over 350 cities in the United States, Russia, and Canada. It is presented in the form of a hand-cast bronze sculpture, symbolizing the strength, courage and wisdom of the recipient.

The Metro South Chamber of Commerce believes in the values underlying the ATHENA Foundation's philosophy of incorporating the talents and expertise of women into the leadership of our businesses, our communities, and our government. The spirit of the ATHENA Program is captured in the following



Susan Szachowicz, 2007 ATHENA Award Recipient

quotation from Plato: "What is honored in a country will be cultivated there." By honoring exceptional leaders, others will be encouraged to excel.

On Tuesday, June 17, the Metro South Chamber of Commerce will present the ATHENA Award 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.

To nominate an individual, please contact Kim Bewsher at 508.586.0500 ext 231. An ATHENA Award nomination form will be mailed upon request. **Nominations are due by Friday, May 2.**

Business Bookkeeping; Job One

Article provided by:



Call a SCORE counselor about what is considered a business expense. 508-582-2673

There is an old joke among business owners that says if you own your own business you must keep three sets of books. The first shows figures that indicate your business is more profitable than it really is. This is what you show to a prospective buyer if you decide to sell your business. The second set shows your business to be far less profitable than it truly is. These you use when filing tax returns. The third set is for your own information. These are true figures. Remember, I said this was a joke, only.

Actually, all you need to do, from my point of view, is keep accurate and detailed records of everything related to your business. In essence, the concept is quite simple. Draw a vertical line down the center of the

page. On one side of the line put down all the amounts of money that come into your business and on the other side you list everything that goes out. Add them up and put a plus for profit and a minus for loss. Of course, that's an over simplification. An accountant will tell you what records you must keep and will often give you sound advice on the overall financial picture of your business. And he/she will know how to best handle you tax responsibilities.

If you're just starting out, SCORE's free counseling can offer advice on basic bookkeeping. Call the Metro South Chamber of Commerce today at 508.587.2673 for an appointment.

Representative Canavan Speaks to Chamber



Government Affairs Chair Christine Karavites, State Representative Christine Canavan, Chair of the Chamber Board Ray Ledoux and Chamber President & CEO Christopher Cooney

Stakeholders Draft Vision of Brockton's Future

The office of the City Planner in Brockton in partnership with the Boston Society of Architects and through sponsorship of the Metro South Chamber of Commerce has created a document containing a vision and recommendations about the existing strengths and challenges facing Brockton that will provide the foundation for the master planning process to be initiated in 2008. This document represents the vision that has evolved from two meetings held in the Fall of 2007 and were open to the public.

Session 1 (September 26, 2007)

Started the process by asking participants to work in groups to address seven major topics as they relate to living and working in the city. For this first session topic headings were framed not as typical planning categories but rather in terms of their impacts of those living and working in the city. The topics were; living, working, recreation, well being, education, getting there, and shared values, which was an open-ended category suggested to include topics such as ethnic and cultural diversity, environmental sustainability and historical heritage.

Session 2 (November 29, 2007)

Summarized and recategorized the results of prior discussions, as follows: Employment and Investment; Education; Housing; Transportation; Infrastructure and Environment; Recreation and Culture; Identity and Communication Under these headings participants were asked to frame goals and objectives for each topic, the results of which form the basis for this document.

Employment and Investment



Aerial View of Brockton

- Take advantage of a large workforce and target specific industries that benefit from this resource.
- Provide more high skill and high paying jobs and encourage opportunities for upward mobility.
- Train the workforce to assist in the city's redevelopment.
- Provide support for skills training and job retraining as a means of attracting investors and jobs.
- Concentrate on more productive workforce programs with demonstrated effectiveness.
- Invest in new training facilities and schools downtown that can facilitate the new, innovative core of leading industries such as high technology, medical and sustainable industrial design/green industries.
- Utilize available land, including

redevelopment of underutilized City-owned land, to spur initial pilot project development that includes large-scale housing projects with compatible ancillary services such as grocery stores, laundromats and pharmacies. Conduct targeted reuse analyses of key sites such as the VA hospital grounds.

- Support dual- or multi-income households with accessible, high quality child care.
- Focus on rezoning and updating land-use regulations to facilitate new employment opportunities within easy reach of residential areas.
- Build on Brockton's unique industrial past and create new and specialized incubator spaces to attract entrepreneurs, specialized manufacturing, business services and cottage industries.
- Identify underutilized publicly-owned industrial buildings and sites that may be renovated as artists' lofts or live-work spaces, and implement a public disposition process to facilitate redevelopment.
- Develop an inventory of abandoned sites to be a top priority for development and establish monitoring and accountability of empty storefronts.
- Focus on complementing existing regional strengths (hi-tech and bio-tech) and potential new sectors (e.g. environmental remediation, energy and resource conservation).
- Ensure transparency in the City's policy plan to attract additional public and private investment.

The third session will be held **Saturday, March 8** at 9:30am in the multi-purpose room at the Main Library, 304 Main Street, Brockton, to confirm the findings of the first two sessions. All Brockton residents, business owners and civic leaders are encouraged to attend.

To repeat, this document is not intended as a plan, but more as a broad programmatic brief to reflect the aspirations and concerns of the participants in this planning process. This document in printed form and in the format of a public presentation is intended to serve as a catalyst for broadening the discussion into the neighborhoods and at the level of city government. The document is intended to invite comments and additions that will further inform the master plan for the city as it evolves over the forthcoming months.

Comments may be made either by e-mail to: nsavoie@ci.brockton.ma.us or by written comment submitted to the Office of the City Planner, City Hall, 45 School Street, Brockton, MA 02301-4049.

Education



Arnone School located at the edge of Keith Memorial Field

- Increase collaboration among institutions (e.g. schools, City government, community colleges, employment agencies, Chamber of Commerce).
- Expand alternative programs that meet educational and training needs of all ages.
- Emphasize Career Tracks in leading industry sectors as Health, Bio Technology and Technical Training particularly for Medical Fields.
- Expand learning opportunities particularly for the diverse populations in

Brockton to ensure students and their parents attain skills to participate fully in society. This is essential for the community's social fabric but also for economic and business development.

- Build English language skills to meet the workforce, living and educational challenge of this community.
- Facilitate opportunities for High School internships at City Hall to increase civic engagement and build students' professional skills while supporting local government operations.
- Increase capacity for English as a Second Language programs and capitalize on college training programs.
- Take proactive measures to involve parents in learning along with their children.

Housing

Support and bolster downtown residential projects to encourage more downtown population and the pedestrian activity and economic vitality that results from population density.

- Promote mixed use development to facilitate economic development and transportation between home, school, work and recreation.
- Encourage a variety of housing types and development projects that embrace mixed-income housing development that integrates public and market rate housing with core businesses all within walking access.
- Engage use of community green spaces between housing developments and integrate with existing parks that are within walking distance of the city core. Consider quad like housing developments at blocks around existing parks and initiate an inner core park beautification program.
- Build on the character of well estab-



Soco Lofts at BAT Intermodal Centre

lished and beloved residential neighborhoods such as West Elm Street, Moraine and surrounding side streets.

- Promote a range of housing types, including housing accessible to those with disabilities, to optimize the right fit for different size and type of household.
- Promote a range of tenure-types, including rental and ownership units, to bridge the gap between incomes and housing costs. Community land trust models should be encouraged.

Transportation



Brockton Area Transit Authority

- Provide convenient movement of goods and services as well as individuals.
- Strive to become a pedestrian friendly downtown recognizing the importance of a holistic transportation strategy that improves access to and from the downtown for all modes, including cars.
- Develop a transportation ring that ties the downtown development with development at sub-cores and established neighborhood centers

- utilizing the existing streets and boulevards as the corridors to create the ring.
- Improve connections between bus routes and job centers.
 - Facilitate transportation alternatives such as expanded bus service to offset a growing number of cars per house-hold and reduce single occupancy vehicle commuting.
 - Offset demand for downtown parking with fast and frequent downtown shuttle service.
 - Promote foot traffic with better side-walks and walking trails with connected trails along the Salisbury and Trout Brooks.
 - Establish biking trails throughout the city to alleviate traffic congestion, improve safety and promote access to public areas.
 - Encourage developers and investors to make on-site provision for bicycles, and improvements to broken and incomplete sidewalks and crosswalks.



Brockton is located on major routes and in close proximity to Boston, Providence and Plymouth

Infrastructure and Environment



George Snow Park

- Target and encourage redevelopment of inner-city brownfield or vacant/under-utilized sites while employing environmentally sensitive development techniques.
- Prioritize investment in the restoration and renovation of existing utility assets before investing public funds to expand outwards (e.g. water, sewer, electricity and gas).
- Discourage development on greenfield sites. Pursue public acquisition of high value open space parcels, and adopt regulations to encourage land protection such as cluster subdivisions or transfer of development rights.
- Improve the existing public realm through environmental restoration and design.
- Pursue targeted district- and corridor-based initiatives.
- Promote clean, environmentally-healthy infrastructure in all city systems.

- Set targets for sustaining and improving the quality of land, water and air resources. Use redevelopment to restore pre-development hydrology through the use of low impact development and green infrastructure.

Recreation and Culture



Brockton ROX

- Enhance promotion of Brockton's historical and cultural institutions, districts and buildings including networks such as the History Trail downtown, and the Greening of the Salisbury initiative.
- Highlight Brockton's cultural assets including the Brockton Rox, Symphony, Jazz Music and Crafts to promote the city's identity and encourage economic development.
- Incorporate a green street approach as part of a Main Streets program to enhance environmental sustainability

- while preserving the city's architectural heritage.
- Enhance the strength of the current sports activities available in Brockton, including both professional sports such as the Brockton Rox, and recreational sports for the city's residents.
 - Expand public parks so that all city residents are within walking distance of a park. Promote the network of parks including pedestrian connections among them.
 - Build the downtown as a center for entertainment and nightlife to promote visitors and foot traffic.
 - Provide better maintenance and programming of recreational and open spaces.
 - Improve physical connections between recreational and cultural areas, and develop promotional materials that emphasize connections.
 - Create policies that encourage and facilitate private investment in Downtown Brockton, such as the Downtown Brockton smart growth zoning that was enacted in 2007.

Identity and Communication

- Create an action-oriented strategy that will create a buzz about Brockton as a leader in the region, a city of innovation and change.
- Promote Brockton through major public relations campaign to herald Brockton's positive features and assets. Create a strong internet presence that is updated regularly to provide up-to-date information to citizens and potential investors.
- Create better communication vehicles, including using the city's website, to make it easy for residents and organizations to find information about events and opportunities from various groups and organizations that promote Brockton's people and heritage.



Brockton had the first electrified Main Street thanks to Thomas Edison and his work in the city.

- Institute a sign and facade improvement program along Brockton's main streets to build and enhance a coordinated public image for the city's commercial destinations.
- Use news media, city communications and inter-organization communications to highlight a city that welcomes a diverse population, prides itself on high educational achievement, fights crime and creates new structures where there were once dilapidated buildings.
- Continue to celebrate social, ethnic, economic and cultural history and diversity.
- Encourage collaborations between organizations to build links across social, cultural and ethnic divides.

Send all comments about this document to nsavoie@ci.brockton.ma.us. Join us on **March 8** at 9:30am in the multi-purpose room at the Main Library, 304 Main Street, Brockton to give first hand feedback on this draft.

RENEWINGMembers Thank You !

- Axiom Construction Services, Inc.
Affordable Closet Systems
Avon Greenhouse and Flower Shop, Inc.
Bank of America
Battles Farm Company
Bay State Overhead Door Company
Beacon Residential Management
Bill's Taxi/A & A Metro Transportation
Brockton Hospital
Brockton Plastics, Inc.
Brockton Public Library
Cancun Mexican Restaurant
Caritas Good Samaritan Occupational Health Services
Chapel of New Hope, Inc.
Citizens Bank of Massachusetts
CNC/Gatehouse Media
Comfort-Temp Oil
Congressman Stephen Lynch
D'Angelo Sandwich Shop
Embroidme
Francis Peccero, M.D.
Gilson Franchising & Painting Company
- Infinity Data Corporation
Irinex USA
Isam Mitchell & Company, Inc.
John E. McCluskey, Esq. PC
John F. Mack Distributors
Kindred Hospital Northeast - Stoughton
Lincoln Tech
Masoneilan Dresser
Peter & Elaine Leahy
Poyant Signs, Inc.
Reed, Adami & Kaiser, P.C.
Rich Morgan Photography
Rockland Trust Company
Roger P. Wedge, CPA
Sign Design, Inc.
Special Olympics MA
Spectrum Services Company, Inc.
The Enterprise
Tosca-Brady Insurance Agency of Randolph Inc.
Westgate Mall
Wheatstone Engineering & Consulting, Inc.
Whole Person Health

WELCOME New Members

Making an Investment in Our Community

AT&T Wireless
Mr. Sergio Lopes
641 Pleasant Street
Brockton, MA 02301
508-427-0553
www.wireless.att.com/businesscenter
Telecommunications

Coldwell Banker Residential Brokerage
Ms. Susan Johnson
7 Christy Drive, Suite 1
Brockton, MA 02301
508-584-2000
www.newenglandmoves.com
Real Estate/Residential

McDonald's
Ms. Carol Chin
118 Main Street, Suite 2A
North Easton, MA 02356
508-238-3468
www.mcdonalds.com
Restaurants

To join
the Chamber:
Call Lisa,
508.586.0500 x 225

Principles of Lean Manufacturing Workshop

Presented by MassMEP (Manufacturing Extension Partnership)

May 13, 2008
7:30 a.m. - 12 noon
Chamber Office, 60 School Street, Brockton
\$125/person (Continental Breakfast will be provided)
To register, contact Kathie Mahoney at 508-831-7020 or kathiem@massmep.org.



Join us for a hands-on workshop that guides participants through the transition from a traditional manufacturing environment to a lean, world-class enterprise. By introducing and implementing Lean principles, your company can improve efficiencies, reduce waste, increase profitability and provide customers with high quality products at competitive prices. Companies that are interested in reducing their inventory, improving their overall quality, improving their on-time delivery performance, improving their productivity, and lowering their manufacturing costs should attend.

Business After Hours at St. Joseph Manor



James Morris from Baypointe Rehabilitation & Skilled Care Center, Gayle Mello, Linda Richards and Beverly Pavasaris from the Brockton Visiting Nurse Association, and Melinda Candora from Baypointe Rehabilitation

Sponsored by:



St. Joseph Manor
215 Thatcher Street, Brockton



Maria Carey-Lallemand, Brockton Area Workforce Investment Board, Anne Teri, St. Joseph Manor, Andrea Papadopoulos, Arista Associates, Inc., and Anne Beauregard, Brockton Library Foundation



Chef David at St. Joseph's Manor



Mary Kiminski, All In One Enterprises and Malica Vaga, Brockton Public Library



A full crowd at St. Joseph Manor

11th Annual Career Day at Shaw's Center

The Enterprise Newspaper In Education (NIE) program is proud to announce its 10th Annual Career Day sponsored by The Brockton ROX and The Shaw's Center, in collaboration with the Brockton Area Workforce Investment Board, the Rotary Club of Brockton, Community and Schools for Career Success (CS2), and the Metro South Chamber of Commerce. This event will be held on Wednesday, April 30th at The Shaw's Center in Brockton from 9-11:30.

This initiative is designed as an opportunity to build stronger connections between schools and the community.

By connecting schools with area businesses, students can see the meaning and relevance of what they are learning in school, invigorating the school culture and the classroom, while they begin to consider their potential careers.

Businesses and/or High Schools wishing information on participation can contact Cheryl Showstack, Educational Outreach Manager at 508-427-4010.

April 30th
9 - 11:30

Chamber Holds Network Solutions Workshop



Greg Breen of Network Solutions recently made a presentation at the Chamber on Search Engine Optimization. Discussed were how to get increased traffic to your Web site, the best way to get a qualified customer actively searching for products and services you offer, and factors affecting your search engine rankings. For more information on Network Solutions, contact Jennifer Mellon at 856-428-5552.

Workforce Trends . . .

Does your business value its employees? Are morale and a sense of job satisfaction important to your organization? Is there an attempt to reduce stress in the workplace so that employees can work productively? If you answered yes to any of these questions you may be a candidate for receiving the Alfred P. Sloan Award for Business Excellence in Workplace Flexibility.

The When Work Works program wants to recognize exemplary employers that are using flexibility as a tool to enhance business, employee, and community success. The Metro South Chamber has been selected for a second time as one of 24 communities nationwide to present the Alfred P. Sloan Award to a deserving organization.

Why apply for the Sloan Award? All applicants benefit from technical assistance on creating an effective and flexible workplace, and also receive customized benchmarking reports comparing their organization with nationally representative data. Award recipients receive local and national recognition, including recognition in a local awards ceremony and a full-page ad in USA Today.

To begin the application process, complete the brief online questionnaire at www.whenworkworks.org. For qualifying employers, a sample of employees will be surveyed about their access to workplace flexibility and about the organizational culture. Award recipients are selected based on a composite of employer and employee responses and there is no limit to the number of recipients within a given community.

The Metro South Chamber of Commerce will be hosting a **Lunch and Learn** to explain the Sloan Award application process on **Friday, March 7, 2008 at 12 noon** at the Chamber office located at 60 School Street in Brockton. The guest speaker will be **Greg Roth**, Senior Manager of Workforce and Education Programs for the Institute for a Competitive Workforce, a division of the U.S. Chamber of Commerce. The Lunch and Learn is free of charge. For more information, or to register, please call Lisa Keene at the Metro South Chamber at 508-586-0500 x225.

Access the Small Business Administration

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

- * **Small Business Counseling (SCORE)**
- * **Small Business Development Centers**
- * **Business Information Center**
- * **SBA 7(a) Loan Guaranty Program**
- * **8(a) Business Development**
- * **HUB/Zones**
- * **Small Disadvantaged Business Assistance**
- * **Government Contracting Opportunities**

The workshop will be held at **CareerWorks**, 34 School Street, Brockton from **2 - 4 pm** on Wednesday, **March 19, 2008**. Contact CareerWorks at **508.513.3400** for further workshop information.



It's the Law; Economic Census Forms Due

If your business received a 2007 Economic Census form in December, and you returned it on time, thank you. But if you missed the February 12 deadline, we urge you to seek a 30-day extension and complete the form as soon as possible. Many very small businesses were not sent a form, and no action is required from them, but businesses that received forms are required by law (Title 13 of the U.S. Code) to respond.

In today's changing economy, timely and relevant facts and figures are essential for sound business and government making decision making.

Businesses can request a 30-day reporting extension, or get help with the form, via the Internet ([Http:business.census.gov](http://business.census.gov)) or by calling 1-800-233-6136 from 8am-6pm EST, Monday-Friday.

If your company received but has not yet returned the 2007 Economic Census form, please do it now. This data impacts economic development and potential funding opportunities for the region. Thank you!

Network At Spa, "Business After Hours"

The next Business After Hours will be held at Makeovers Salon and Spa in Easton on Tuesday, March 25 from 5:30 pm - 7:30 pm.

Makeovers Salon and Spa is one of the nations leading salons and spas, offering a wide variety of hair, nail, wax, and spa services. Makeovers currently holds the title from the Readers Choice Awards for "Best of All Beauty Categories".

In addition to the soothing aesthetics of the Spa there will be custom catering and food at the event. The Makeovers Café offers exotic organic salads, gourmet chocolates and desserts, and fresh breads. In addition, complimentary services will be demonstrated to those



whose business cards are drawn from the lottery.

For more information about Makeovers Salon and Spa products and services visit their website at www.makeoverssalon.com or call 508-238-1211. The salon is located at 574 Washington St. South Easton MA, 02375.

This is a casual event that presents a great way to make business contacts. It is also a way to generate exposure for your business while creating a competitive edge, so bring plenty of business cards! The event is \$5 for Chamber members and \$10 for non-members. To register call Kim Bewsher at the Chamber of Commerce, 508-586-0500 x231.

Online Job Forum and Registration

The Metro South Chamber of Commerce is offering two valuable resources for members; an online job forum where members can post available job openings and qualified job seekers can search for employment in the Metro South region, and an online registration page where people can sign up for upcoming events.

The Chamber recognizes that staffing has become one of our members most critical issues. When members are understaffed, they can not capitalize on opportunities. The job forum exists to help them cope with their recruitment challenges. This is a direct member benefit, a service offered to our members at no additional charge.

How does it work? For job seekers, viewing available job posting is easy. Simply visit www.metroouthchamber.com and click on the Job posting category. To view details of the job posting just click on the specific posting.

Members who would like to submit a job posting must first register at www.metroouthchamber.com, which takes just a couple of minutes and

requires the creation of a password. Members can post unlimited number of job listings and edit existing job posting once they have registered. Members can also submit their job listings directly to the Chamber via fax, mail, or email and we will post it on the job forum for you. Prospective employees can view your job listings anywhere there is Internet access.

In addition, the Chamber has established a workforce resources webpage with employment information, best practices, and other useful resources to assist members with their workforce and training needs.

Registration for events is now a mouse click away! Simply go to the online event registration page and sign up for whatever event you would like to attend. You will then be redirected to a secure paypal site to enter your credit card information. A confirmation will be sent upon successful registration.

Members can access the site at www.metroouthchamber.com

4th Annual "Keep Brockton Beautiful" Day

Mayor James Harrington in conjunction with the Brockton City Council, Brockton DPW, the Metro South Chamber of Commerce and Brockton 21st Century Corporation will hold the 4th Annual "Keep Brockton Beautiful" Day on Saturday, April 26 from 9 - 12.

Registration will be at 9 am at Heights Crossing in Brockton. A BBQ hosted by and at Heights Crossing will be held for volunteers after the event. If you or your organization would like to participate or volunteer, please call Sharon at the DPW at 508-580-7135.

SBA Workshop at Chamber

If you are ready to launch a small business, or take an existing one to the next level, the SBA and our resource partners are eager to help. Join us for a morning of networking and connect with the SBA and resource partners for assistance.

Date: Friday, March 28, 2008
Time: 9:00 a.m. - 12:30 p.m.
Location: Metro South Chamber of Commerce
Sixty School Street, Brockton, MA
To Register: Call Lisa Keene, 508.586.0500 x 225



9:00a.m. - 10:00 a.m.: "Working Together for Success"
Discuss SBA counseling and training resources available to assist start-up and growing businesses.
10:15 a.m. - 11:15 a.m.: "Finance Your Dreams"
Discuss how SBS and lending institutions work together in assisting entrepreneur's access the financing needed to start and grow their businesses.
11:30 a.m. - 12:30 p.m.: "Government Contracting: The Hidden Market"
The federal government is the largest buyer of goods and services in the world. The SBA has a number of programs to help small businesses obtain a fair share of these contracts.

Go Green Workshop

Date: Tuesday, April 29, 2008
Time: Continental Breakfast 9:15 a.m.
Training 9:30-10:30 a.m.
Location: Metro South Chamber of Commerce
Cost: \$10.00
To Register: Call Lisa Keene, 508.586.0500 x 25



Come and learn why companies need to start thinking about energy costs and what can be done for cost savings now and in the future.

- Investigate Small Wind and Solar Energy for your establishment
- Financial logic for implementing-Return on Investment
- Case studies of companies who have implemented these initiatives successfully, could you be utility free in 5 years?
- Potential Cost savings long and short term
- Tax Breaks and State Rebate Programs
- List of resources to assist and programs for reimbursement costs

BUSINESS EVENTS Planner

March 14

Government Affairs
12:00 pm
Metro South Chamber of Commerce
60 School Street, Brockton

Join other Chamber members for this opportunity to interact with legislators and learn about activity on Beacon Hill..

Please RSVP at 508.586.0500 ext. 231

March 19

Taste of Metro South
5:30 pm - 8:00 pm
The Shaw's Center
1 Feinberg Way, Brockton

This family event is a great opportunity to sample restaurants from throughout the region while enjoying live entertainment.

Tickets: \$20 in advance, \$25 at the door.
Call 508.586.0500 x 231 for tickets and info.

Business Issues Breakfast

Human Resource Management Council

The next Human Resource Management Council (HRMC) meeting will take place on Wednesday, April 23rd 8a.m.-9a.m. at the Holiday Inn in Brockton.

Our Featured presenter will be Lisa Cutulle, Supervisor with the Criminal History Systems Board (CHSB). Ms. Cutulle oversees the responsibilities of the Criminal Offender Record Information (CORI) Training and Compliance Unit.

Ms. Cutulle has been working with the Commonwealth of Massachusetts for the past nine years. In 1999, she joined the Criminal History Systems Board, Criminal Justice Information Services (CJIS) Support Unit as a Program Coordinator conducting formal training to law enforcement and criminal justice personnel in the use of

Criminal Justice Information Systems.

This training is for staff or agencies that are certified to request Criminal Offender Record Information (CORI) for non-criminal justice purposes. The training will provide information and help to increase understating of CORI, CORI Certification process, CORI Request Process, CORI Laws and Regulations, and to review sample criminal records and web-base CORI application.

Pre-register for this event by calling Kim at the Chamber, 508.586.0500 ext. 231. The cost is \$20 for members and \$25 for non-members. A hot breakfast buffet is included.



Upcoming Workshops at the Chamber

SBA Seminar
Friday, March 28, 9:00 am - 12:30 am (see this page)

Energy Efficiency Workshop
Tuesday, April 1, 8:00 am - 10:00 am (see page 6)

AMP Workshop
Thursday, April 17, 2:00pm - 4:00 pm (see page 5)

Principles of Lean Manufacturing Workshop
Tuesday, May 13, 7:30 am - 12:00 pm (see page 10)

Go Green Workshop
Tuesday, April 29, 9:30 am - 10:30 am (see this page)

IT'S EASY TO REGISTER!

508-586-0500 x 231 ☎

508-587-1340 📠

E-mail: kbewsher@metrosouthchamber.com ✉

Register online at www.metrosouthchamber.com

Send reservation and payment to:
MSCC
Sixty School Street
Brockton, MA 02301-4087



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

GRO-N-THINGS, INC.

Interior Plant Maintenance and Design Service

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



Shelley Tierney
OWNER

SERVING AREA BUSINESS SINCE 1975

Names of Persons Attending: _____

Event: _____

Company: _____

Phone: _____

REMINDER: We accept VISA, MasterCard and AMEX for dues and special events!