

Actionreport

March
2010

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.



Ruth Littleton, page 2



Mayor Linda Balzotti, page 5



Christopher MacMillan, page 9

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"Taste" Event Sizzling with Restaurants, Entertainment

Over 50 food and cultural displays; Baha Brothers, Brockton Symphony, High School Jazz Band to perform



- Sample tastes from area restaurants
- Discover cultural and community service organizations
- Enjoy live entertainment from local performers including the Baha Brothers, BHS Jazz Band and Brockton Symphony String Quartet
- Receive thousands of dollars in coupon savings to Massachusetts restaurants provided by Boston Masspass



Tickets Available Now!

\$25 in advance/ \$30 at the door. Visit: metrosouthchamber.com/taste.html for more information.
For a list of participating restaurants and organizations, see page 8.

DeLeo to Discuss Jobs, Economy, Gaming and More

Friday, April 9, 12:15 pm, Bridgewater State College

The 2010 Legislative Luncheon is scheduled for Friday, April 9 at 12:15 pm. The event will be held at Bridgewater State College. The Featured Speaker will be Speaker of the House Robert A. DeLeo.



Robert DeLeo

State Representative Robert A. DeLeo (D-Winthrop) has represented the 19th Suffolk District in the Massachusetts House of Representatives since 1991. A graduate of the Boston Latin School, Representative DeLeo holds a Bachelor of Arts degree from Northeastern University and a Juris Doctor from Suffolk University Law School.

Rep. DeLeo became Speaker of the Massachusetts House of Representatives in 2009. He vowed to target House rules, ethics, transportation and pension reform. Within 100 days of assuming the Speakership, the House passed sweeping reforms in each of those areas.

His efforts have won him the praise of The Boston Globe, which reported "DeLeo showed political

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by:



courage" in seeking fiscal solutions to the economic crisis. He has also been called, in the pages of The Globe, "an expert on the state budget."

Representative DeLeo is a past recipient of the Massachusetts Bar Association Legislator of the Year Award; the AMVETS' Legislative Pilgrim Award; the Massachusetts Municipal Association Legislator of the Year Award; the Health and Home Care Association of Massachusetts Legislator of the Year Award; the Veterans Agents Legislator of the Year Award; the Massachusetts Developmental Disabilities Council and Arc Massachusetts Legislator of the Year Award. Since 2001, Representative DeLeo has served on the Board of Directors of the Greater Boston Association for Retarded Citizens (GBArc). He is the recipient of an honorary degree from Suffolk University.

Prior to becoming Speaker, Rep. DeLeo served as the chairman of the House Committee on Ways and Means. Before that, he chaired the House Committee on Bills in the Third Reading; served as the House

Continued on Page 6

Tax Policy, Access to Credit Top Concerns

Small businesses continue to grapple with many concerns within this economy. Tax policy and access to credit are tops among them. Small businesses are the best jobs producers in this country. We must listen to them to understand the way to future prosperity.

Government at all levels needs to allow these business people to get their feet back under themselves so they may lead the way to job creation. In this situation, government is best served by increasing availability of working capital (cash through loans) while reducing the overall operating costs of government.

Increases in U.S. Small Business Administration insured loans, to small businesses, have strengthened many local businesses within the region. Many more could benefit from increased awareness and access to these programs. Though beneficial, these gains can quickly be eroded by rising tax assessments on customers of small businesses and direct assessments on small business owners and their commercial property.

Government growth is unsustainable when it outpaces small business expansion. We must encourage our elected officials to focus on creating efficiencies while we also encourage them to resist the lure of commercial tax increases. By increasing access to credit while shrinking the cost of government, many small businesses will be bolstered and freed from their most pressing concerns.

Chamber Open Enrollment For Health Insurance

Begins April 1

- Review benefit options and make changes to your health coverage plans
 - Learn about Health Service Administrators' products
 - Learn about health insurance programs best suited to your business needs
 - Join the Chamber to take advantage of health insurance plans
- For more information see page 9

Business After Hours in April

April 29, 5:30 - 7:30 pm • Old Colony Elder Services



Old Colony Elder Services

Serving elders, families and caregivers for over 30 years

Please join us on April 29 from 5:30 pm - 7:30 pm for a Chamber Business After Hours networking event at Old Colony Elder Services, 144 Main Street, Brockton.

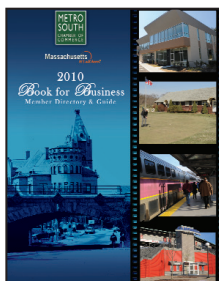
Old Colony Elder Services enables elders to remain in their homes by providing a broad range of services including: informational and referral, home

delivered meals, homemaker, personal care attendant, care management, adult day health, home health aide and family caregiver service. Old Colony Elder Services is your one-stop resource for aging information, advice and solutions. For more information, visit www.oldcolonyelderservices.org.

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

Book for Business Arriving This Month

Look for the Chamber of Commerce 2010 Metro South Book for Business in March. The book features area dining, lodging, public golf courses, recreation, legislative leaders, community demographics, regional and economic data and a complete membership listing. The book also includes a full color map of the Metro South region and highlights hotels, golf courses, industrial parks, town halls and other points of interest.



Copies of the Book are being distributed throughout the region to banks, real estate offices, town hall offices, all Chamber members, area colleges, and sent to all relocating businesses and families interested in the Metro South area. 4,000 copies of the Directory will also be mailed out to additional Brockton businesses. For more information on the Book, contact Alison van Dam at 508.586.0500 x 222.

MEMBERProfile



Ruth Littleton,
Realtor

Address:

478 Torrey Street, Suite 6A, Brockton

Phone: 508-587-0062

Website: www.littletonrealtygroup.com

Year Established: 2007

Products or Services: Residential Real Estate

Number of Employees: 6

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

We specialize in residential real estate sales, short sales, and mortgage loan modification negotiations.

What is your market area?

Boston and South Shore

Littleton Realty Group



Littleton
Realty Group



What markets do you serve?
Residential Real Estate Sales

Please list accreditation and certifications that the institution has received:

We are members of the Brockton Area Network Group, The Tri-County Board of Realtors and the National Board of Realtors, as well as the Women's Council of Realtors.

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

Service! Service! Service! Our clients have become our extended family. They refer their friends, family members and co-workers to us on a continuing basis.

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 meeting will meet on Wednesdays, **March 3 and April 7** from 8:00 - 9:00 am at the Metro South Chamber of Commerce.

To become an Ambassador, call John Nesti at the Chamber, 508.586.0500 ext. 229.

We're your partner.

Helping you lower costs and streamline operations.

BUSINESS BANKING – CASH MANAGEMENT SOLUTIONS

Run your business at a higher level: manage your account information easily and securely online with Webster Web-Link® deposit checks from your office with Webster Deposit-Link®, and work closely with local, knowledgeable Webster bankers. To learn how we can help your business be successful, contact your Regional President, Bob Twomey at (508) 235-1301.

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We Find a Way

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NYSE:WBS

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

BOARD OF DIRECTORS**DIRECTORS****OFFICERS**

Chair of the Board
Scott Sanborn
Sovereign Bank

President and CEO
Christopher Cooney
Metro South Chamber of Commerce

Chair-Elect
Peter Neville
Concord Foods

Treasurer
Gary R. Oman
Gary R. Oman, P.C.

Vice Chair Community Affairs
Sue Joss
Brockton Neighborhood Health Center

Vice Chair Economic Development
Daniel Trout
The Community Bank

Vice Chair Government Affairs
Christine Karavites
Proteas Customized Consulting

Vice Chair Membership Development
William Morse
Mutual Bank

Immediate Past Chair
Reinald G. Ledoux, Jr.
Brockton Area Transit Authority

CHAMBER STAFF

Christopher Cooney
President and CEO x 223

Lisa Keene
Business Development x 225

Kathleen Lynch
Connecting Activities x 227

John Nesti
Member Services x 229

Jane Callahan - HR Alternatives

Pasquale Ciaramella -
Old Colony Planning Council

Richard Colon - Verizon Communications

Jack Conway - Jack Conway & Company, Inc.

John Costa - Opportuniti Knox

Loretta DeGrazia - East Coast Petroleum

Francis Dillon - Stonehill College

Jeffrey Dukess - Frenette & Dukess, PC

Sheila Gonzalez - Bank of America

Fred Mason - National Grid

Dana Mohler-Faria -
Bridgewater State College

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

Andrea Papadopoulos - Arista Associates, Inc.

Bill Scanlon - Community Newspapers
(The Enterprise)

Andrew Schwartz
Law Office of Andrew H. Schwartz, LLC

Larry Siskind -
Siskind and Siskind Attorneys at Law

John Vlaco - Brophy & Phillips Co., Inc.

Charles Wall - Massasoit Community College

Patricia Williams - HarborOne Credit Union

508-586-0500 Front Desk x 221

Kimberly Prosper
Program Director x 231

Kerry Sullivan
Finance x 230

Alison van Dam
Director of Communications x 222



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

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

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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.

MARCH Calendar

| | | |
|-----------|--|----------|
| 2 | ABC's of E-Tools <i>Irish Cultural Centre, 200 New Boston Drive, Canton</i> | 8:00 am |
| 3 | Ambassador Meeting | 8:00 am |
| 9 | Taste Committee Meeting | 8:15 am |
| 10 | Sandler Sales Training Seminar | 8:30 am |
| 12 | Government Affairs | 12:00 pm |
| 16 | Taste Committee Meeting | 8:15 am |
| 16 | China Trip Information Session <i>West Bridgewater Library, 80 Howard Street</i> | 5:45 pm |
| 16 | Executive Committee | 3:00 pm |
| 24 | Taste of Metro South <i>Shaw's Center, 1 Lexington Way, Brockton</i> | 5:30 pm |
| 30 | Starting Your Business SCORE Workshop <i>Massasoit Conference Center, Brockton</i> | 9:30 am |
| 31 | Board Meeting | 12:00 pm |

Coming Up April

| | | |
|-----------|---|----------|
| 1 | Winning Government Contracts Workshop | 8:30 am |
| 6 | LinkedIn and Facebook Workshop <i>Irish Cultural Centre, 200 New Boston Drive, Canton</i> | 8:00 am |
| 7 | Ambassador Meeting | 8:00 am |
| 9 | Legislative Luncheon featuring Speaker DeLeo <i>Bridgewater State College</i> | 12:15 pm |
| 11 | China Trip Information Session at Garden Show <i>Shaw's Center, 1 Lexington Way, Brockton</i> | 1:00 pm |
| 29 | Sandler Sales Training Seminar | 8:30 am |
| 29 | Business After Hours at Old Colony Elder Services <i>144 Main Street, Brockton</i> | 5:30 pm |

Save the Date May

| | | |
|----------------|---|----------|
| 4 | LinkedIn and Facebook Workshop <i>Irish Cultural Centre, 200 New Boston Drive, Canton</i> | 8:00 am |
| 5&6 | Membership Drive <i>Stonehill College, Easton</i> | 8:30 am |
| 11 | Executive Committee | 3:00 pm |
| 12 | Small Business Awards & Expo <i>Shaw's Center, 1 Lexington Way, Brockton</i> | 10:00 am |
| 14 | Government Affairs | 12:00 pm |
| 20 | Business After Hours at HarborOne Credit Union <i>770 Oak Street, Brockton</i> | 5:30 pm |
| 26 | Board Meeting | 12:00 pm |

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

Celebrate the great things going on!

Small Business Funding

Governor Deval Patrick announced that the state will award the South Eastern Economic Development (SEED) Corporation a \$500,000 grant to assist small businesses. The U.S. Economic Development Administration (EDA) will also match \$500,000 in funding.

These grants will allow SEED to assist in providing tax credits for businesses that create new jobs, ease healthcare and unemployment costs for employers, and create new organizations dedicated to providing businesses with loans and other resources needed to grow. For more information about SEED's loan programs, call 508-822-1020 or visit SEED at www.seedcorp.com.

Caritas Christi Health Care Bond Rating

Caritas Christi Health Care announced that Moody's Investor Service has upgraded Caritas' bond rating to Baa2 from Baa3 for fiscal year 2009. This upgrade reflects dramatic turnaround in financial performance as there is a newfound confidence in Caritas Christi's management team. Moody's increase in rating follows Standard & Poor's Rating Services' upgrade of Caritas Christi in late 2009. S&P changed its outlook to positive from negative and affirmed its 'BBB' rating on Massachusetts Health and Educational Facilities Authority's \$229 million series 2002B, 2002C and 1999A bonds, issued for Caritas Christi. S&P attributes the upgrade to Caritas' well-defined strategic plan that will allow them to compete effectively in its primary and secondary markets, as well as solid base of employed physicians and successful alliances with key providers.

Crescent Credit Union Honors

Crescent Credit Union Selects Brockton Interfaith Community for FHLB Grant. The Federal Home Loan Bank (FHLB) of Boston recently granted their business partner, Crescent Credit Union, the opportunity to select a non-profit organization of their choice to receive \$2,000 in grant money. The Credit Union selected Brockton Interfaith Community (BIC), matching the \$2,000 FHLB grant with a donation of their own.

BIC is a nonpartisan, faith-based community organization made up of thirteen religious congregations and Stonehill College. Since 1990, BIC has worked to improve the quality of life in Brockton by training citizens to organize and bring about change in areas such as crime and public safety, housing, education, health care, and youth issues.

Rob Peters Entertainment Awarded

WeddingWire, the nation's leading wedding technology company, has announced Rob Peters Entertainment has been selected to receive the 2010 Bride's Choice Awards™ for Disc Jockey Entertainment. The award recognizes and celebrates excellence in quality and service within the wedding industry,

as determined by recent reviews and extensive surveys from over 500,000 newlyweds.

Rob Peters Entertainment is among the top five percent of all vendors in the WeddingWire community, which includes over 100,000 wedding professionals across the US and Canada. Awards were given to winners across 19 different service categories, from wedding venues to wedding photographers. Visit www.robpetersonentertainment.com.

HarborOne Names New Branch Officers

Sean Chase joined HarborOne in 2009 as Assistant Branch Manager, and has been promoted to Branch Officer of the Abington Branch. He has more than 5 years of banking experience, having previously held the position of Officer/Branch Manager at Citizens Bank in Stoughton.

Jodi Doyle has joined HarborOne as Branch Officer of the Attleboro Branch. Doyle brings with her over 17 years of banking experience. She was formerly Vice President/Retail Sales Performance Consultant for Sovereign Bank in the greater Boston area.

Also joining HarborOne as Branch Officer of the Easton location is Bernadette Tricomi. She previously held the position of Branch Manager of Sovereign Bank in Norwell, Ma. Tricomi has more than 18 years of banking experience.

Donna Lanigan has been named Branch Officer of the Canton Office. Lanigan, who has more than 23 years of banking experience was most recently the Branch Officer of the Abington Office.

Mutual Bank CEO Re-elected to Board

Glen S. White, Chairman of the Board and Chief Executive Officer of Mutual Bank, has been re-elected to a three-year term as a director of that bank. He has served on the Board since his election in 2000. White has served as Chief Executive Officer since 2004. Under his leadership, Mutual Bank has grown from four to nine locations and from \$118 million to \$368 million in assets. He joined the bank in April 1982 from Charlestown Savings Bank, and has served in a variety of roles, including Treasurer, Chief Financial Officer, President, and Chief Executive Officer.

BAWIB Hires

Naquan Escort has been recently hired as a Youth Services Coordinator for BAWIB. He will work primarily with youth enrolled in Workforce Investment Act programs and the Connecting Activities initiative through the Department of Elementary & Secondary Education. Naquan has most recently served as a Case Manager with Housing Opportunities Unlimited, and Victim Advocate with the Suffolk County District Attorney's Office in

Roxbury, MA. He has also coached a teen basketball team from the Washington Beech Houses located in Roslindale, MA.

Susan McKenna joined BAWIB in December 2009 as the Coordinator of Special Projects. She will be focusing on facilitating connections between and among partners and related community-based organizations and institutions of higher education to develop and provide special programming for workforce development services including, but not limited to, ESOL, ABE and Healthcare Initiatives.

Susan comes to BAWIB with over ten years of higher education and workforce development experience in a variety of non-profit settings, including TERI College Access, MYTURN, Inc. Massachusetts and Rhode Island and a federally funded TRIO program at Massasoit Community College. Susan is dedicated to contributing to the efforts of revitalizing and strengthening today's workforce.

SeniorNet Awarded National Chairman Award

SeniorNet National Headquarters in Herndon, Virginia announced the designation of 2009 Chairman Award Winner to the SeniorNet Learning Center at Massasoit Community College. SeniorNet at Massasoit Community College is one of three learning centers throughout the nation to receive this award. "Competition was fierce, however, these three centers rose to the top of the list—the best of the best for 2009," stated Leslie Smith, Chairman of the Board for the SeniorNet national organization. "They showed outstanding results in promoting our brand, advertising classes, recruiting, maintaining volunteers, and growing SeniorNet." The winning learning centers will receive recognition on the SeniorNet national website (www.seniornet.org) along with a cash prize.

HarborOne Recognizes Robert Mulligan

James W. Blake, President and CEO of HarborOne Credit Union, is pleased to name Robert Mulligan the Mortgage Originator of the Year for 2009. Mulligan has won this award 8 out of 9 years. In new business, he originated \$31.6 million first mortgage loans for the Credit Union in 2009. Mulligan earned his Bachelor of Science from Salem State College, and has more than 20 years experience in mortgage lending. He joined HarborOne in 1996, and is a member of the Mortgage Bankers Association. Mulligan lives in Westwood with his two sons.

Rockland Trust Donates to SEED

Rockland Trust Community Development III LLC announced today that it has donated \$50,000 to the South Eastern Economic Development (SEED) Corporation, to provide business financial

counseling and other services to lower income community businesses in south-eastern Massachusetts and Rhode Island. As part of its \$50 million New Markets Tax Credit award received in May 2009, Rockland Trust Community Development III LLC's donation will enable SEED to continue to provide financial counseling targeted to lower income community businesses and residents through group and one-on-one financial counseling workshops and sessions.

The New Markets Tax Credit Program was enacted in December 2000 and is designed to foster job creation and stimulate economic growth in lower income communities across America. Rockland Trust was awarded a \$50 million tax credit allocation in May 2009, and has received three such awards totaling \$125 million to date.

Mechanics Bank Scholarships

Mechanics Cooperative Bank's Executive Leadership Team is pleased to announce that once again, we will be awarding up to four (4) scholarships between \$500 and \$1,500 in 2010. The Mechanics Cooperative Bank 2010 Scholarship Program is available to all local seniors attending high schools in Taunton, Bridgewater, Raynham, Norton, Freetown, Somerset, Swansea, Dighton, Rehoboth, Fall River, and Westport. A copy of the 2010 Mechanics Cooperative Bank Scholarship Application can be found at www.Mechanics-Coop.com including the Scholarship Rules and Guidelines.

Women's Business Exchange

The Community Bank's Women's Business Exchange is hosting a seminar entitled, "The Power of Email Marketing to Grow Your Business." Corissa St. Laurent, Regional Development Director from Constant Contact will share the basics of email marketing, why it works so well and how to use it in business planning to achieve strategic goals. The workshop is scheduled for Tuesday, March 23rd from 9:00-11:30am at Thorny Lea Golf Club in Brockton, MA. The event will feature a light breakfast and an opportunity for networking. Registration will be online only. Kindly visit www.communitybank.com/constant_contact_WBE to register by March 16th. Please register early, seating is limited to 50 guests.

GED Funding

The Brockton Area Workforce Investment Board (BAWIB), on behalf of Mayor Balzotti, is pleased to announce available funding for Youth between the

Continued on Page 6

Chamber Urges Gateway Cities Bill

March 2, 2010

Senator Benjamin Downing
Representative Jay Kaufman
The Massachusetts Joint Committee on Revenue
State House
Boston, MA



RE: Gateway Cities

The Honorable Mr. Benjamin Downing and Honorable Mr. Jay Kaufman:

Gateway Cities represent Massachusetts greatest history and best bet for future prosperity. As president and CEO of the Metro South Chamber of Commerce, I represent more than nine hundred businesses with the majority coming from the city of Brockton. It is through this role, I attest to the necessity of the proposed economic incentives presented in House Bill 2702 (An Act to Promote Economic Development in Gateway Cities).

Gateway cities have always been and will remain for the foreseeable future places where critical mass is achieved for the benefit of public and private good. Economies of scale produce great benefits like transportation, infrastructure, playgrounds, swimming pools, parks and public facilities. Cities, designed for the purpose of attracting and sustaining large numbers of people are a good example of efficient or "green living".

The question before us is, "How might we tap the future potential of cities while gaining a return on the public and private investment we have already made?" High rates of foreclosure, poverty levels and increasing public safety concerns are a result of decades of policies that reward growth in green fields located in the suburbs over well established gateway cities that already possess the sustainable elements necessary for public and private prosperity.

The Gateway Cities Initiative, pursued and supported by eleven communities, MassINC, the Pioneer Institute and the University of Massachusetts Dartmouth Urban Institute is an innovative way to reward ourselves for the design and investment already made.

I urge your passage of the proposed legislation, House Bill 2702. It makes sense for the future of a sustainable and prosperous Massachusetts.

Sincerely,

Christopher Cooney, CCE, MPA
President and CEO

Chamber Supports Raynham Park

March 2, 2010

The Honorable Robert DeLeo
State House Speaker of the House
Boston, MA 02133



Dear Speaker DeLeo:

On behalf of the Metro South Chamber of Commerce, I urge your support for legislation legalizing expanded gaming at Raynham Park in Southeastern Massachusetts to allow for a first-class facility that will attract economic development, create new jobs and return money to Massachusetts that is routinely lost to gaming attractions in Connecticut and Rhode Island.

The Metro South Chamber of Commerce is located in Brockton and represents more than 1,000 businesses within 18 communities south of Boston. Our mission is to serve the interests of member businesses while providing community leadership to ensure the economic advancement of the Metro South region. The proposal to develop Raynham Park as a first-class gaming facility would greatly advance the economic opportunities of our region.

The Raynham Park facility has operated for decades in compliance with state laws regarding gaming. With more than six hundred experienced employees, they have a proven track record of producing an entertaining gaming experience in a convenient location. This facility is an asset to the community and state in so many ways. The people and leadership of this facility deserve our support. If new gaming laws and locations are to be approved in Massachusetts, Raynham Park should be at the very top of the list.

The Metro South Chamber would like to thank you and your staff for the many issues we have worked together on during this session, and we thank you for your leadership on this and many other issues.

Sincerely,

Christopher Cooney, CCE
President and CEO

Brockton Mayor Addresses Chamber

At the recent Good Morning Metro South, Brockton Mayor Linda Balzotti addressed important issues such as budget priorities, naming public safety a top priority, however the budget deficit leaves everything open for discussion.

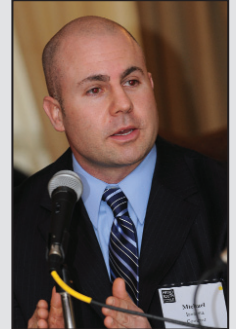
Photographs by Rich Morgan, www.richmorganphotography.com
Entertainment by Rob Peters, www.robpetersonentertainment.com



Mayor Linda Balzotti,
City of Brockton



Edan Barshan,
Universal Benefit Plans, Inc.



Michael Iannetta,
Comcast Business Class

Sponsored by:



Presented in
partnership with:



Jenna Stephenson, Bridgewater State College and Mary Waldron, Brockton 21st Century Corp. along with a full crowd enjoy the informative breakfast meeting.



Christopher Cooney, Chamber President & CEO, Scott Sanborn, Chair of the Board, Mayor Linda Balzotti, Christine Karavites, Proteas Consulting, Mike Iannetta, Comcast, Edan Barshan, Universal Benefit Plans.

Membership Drive at Stonehill College

May 5 & 6, 2010



Becoming a member of the Metro South Chamber of Commerce provides your business opportunities to accelerate its growth. When you join the Chamber, you become a leader within the business community and a member of the region's most dynamic advocacy organization. Membership means potential new business prospects, new savings, access to valuable resources and information, access to health and dental plans, a variety of marketing opportunities and more, for you and your business.

On May 5 and 6, many community and business leaders, currently benefiting from membership in the Chamber, will contact businesses that could benefit from membership in the Metro South Chamber of Commerce. This year's drive will feature many exciting incentives for small businesses to join the Chamber, including free radio and print advertising, free admission to several Chamber events, amazing discounts and more.

If you are not currently a Chamber member, take this opportunity to listen to someone who is. Chamber membership is affordable no matter how small your business - 70% of our members have 10 or fewer employees - and it provides your business with tremendous opportunity.

To discuss how the Chamber can help you build a stronger business, or if you are a current member and wish to become a drive volunteer or donate a prize, call John at (508) 586-0500 ext. 229, or email jnesti@metrosouthchamber.com.

Send your Good News to avandam@metrosouthchamber.com

Celebrate the great things going on!

Continued from page 4

ages of 16-24 who are seeking to obtain their GED but do not have the means to accomplish this goal.

The funding was developed in response to the passage of the American Recovery & Reinvestment Act (ARRA) of 2009. Congress allocated workforce development funds through this bill to provide summer jobs and learning experiences for youth through the currently existing infrastructure of the Workforce Investment Act (WIA) of 1998.

BAWIB has approved Brockton Area Private Industry Council, Inc. (BAPIC), Brockton Community Schools Adult Learning Center, MY TURN Inc., and Training Resources of America, Inc. to provide youth with the instructions and support services necessary to obtain the GED Credential.

Youth who may be interested in a GED program should contact Krystal Love, (508) 584-3234.

Spring Job Fair

The Spring 2010 Job Fair will be held at Bristol Community College, 11 Field Road, Attleboro, 9am-1pm. Meet with leading regional employers. Free and open to the public. Bring plenty of resumes and dress for success! For more information, or if you are an employer interested in participating, contact Michael Tartaglia at the Self Help, Inc. Employment Opportunity Center at 508-588-4049.

EITC - Tax Preparation Free

If you are a low to moderate income family, live in the Greater Brockton area and at least one member of your household worked, even part time in 2009, you may be eligible for this free service. Most people can get their state refund in 3 to 5 days and their federal approximately 7 days later. Claim the Earned Income Tax Credit (EITC), a federal and state tax benefit for people who work. With both the federal and state tax credits, workers may get up to \$5,657 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.

Where and When: Mondays from 4:00 p.m. to 7:00 p.m. at the MultiCultural Banking Center, HarborOne, 68 Legion Parkway, Brockton Saturdays from 9:00 a.m. to 3:00 p.m. and Wednesday evenings from 4:00 p.m. to 7:00 p.m. at the Self Help Healthy Housing and Community Resource Center, 142 Crescent St., Brockton.

Legislative Luncheon, continued from page 1

chair for the Joint Committee on Local Affairs; and chaired the House Committee on Ethics.

He has remained committed to his constituents. He served as chairman and was a founding member of M.W.R.A. Legislative Caucus; Legislative Caucus on Air Transportation; and was a founding member of the Legislative Caucus on Older Citizens' Concerns. Prior to his tenure on Beacon Hill, Representative DeLeo served on the Town of Winthrop's Board of Selectmen-during which time he served as Board Chairman for a total of nine years.

The Legislative Luncheon is a great networking opportunity so don't forget your business cards. To register or for further information call the Chamber at 508.586.0500 ext. 225 or register online at metrosouthchamber.com/register.html. The cost to attend is \$39 for members and \$49 for non-members.

Liberty Printing - 109 Years in Business



99 Lawrence Street - Box 726, Brockton, 02303

Phone: 508-586-6810 • Fax: 508-580-2070 • Website: www.libertyprintinginc.com

Liberty Printing Co. Inc., established in 1901 is a family owned business in operation for three generations. Liberty Printing provides commercial printing and designs print stationary, newsletters, brochures, business forms and labels. They also have a complete in-house letterpress department for fast and efficient perforating, numbering, and scoring. Liberty Printing is a union shop and will proudly affix the union label to any union, government or political job that requires that stamp. They continue to upgrade and modernize their graphic arts department and provide full service for any customer from beginning to end.

Pictured above: George Manoojian at the C&P New Style Jobber dating from 1911.

SCORE Small Business Workshop

Living your Dream, Starting Your Own Business
Thursday, March 30, 9:30 am - 12:30 pm (registration at 9:00 am)
Massasoit Conference Center, Brockton

Take the first step to success in SCORE's interactive workshop where SCORE will help you test the feasibility of your idea, understand financing, and get you started on marketing your business. SCORE counselors assist clients on opening almost 20,000 new businesses each year.

Topics include self assessment, financing requirements, cash flow and basic money management, financing a startup and marketing.

This workshop is free for Chamber Members. Register by calling Lisa Keene at 508.586.0500 x 225 or email lkeene@metrosouthchamber.com.

Burrito Wraps Celebrates 1 Year



Burrito Wraps, Mexican Grill recently celebrated its 1 year anniversary at 707 Warren Avenue, Brockton, offering specials and raffles throughout the day. Burrito Wraps is now serving Pupusas, a Salvadoran dish consisting of pork and cheese in a corn biscuit flat bread. For more information, call 508-427-0018 or visit www.burritowraps-brockton.com. Pictured: Alex Perez and Lydia Sanchez.

Donate door prizes for the Taste of Metro South on March 24, 2010.

For more information, contact Kim at 508.586.0500 x 231 or email

kprosper@metrosouthchamber.com

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Do You Know A Business That Deserves Recognition?

Small Biz Awards Feature SBA Regional Manager

Recognizing the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region.

Nominating someone is easy...

You may nominate your own business or any other business you deem worthy. 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 minimum 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.

Nominations are due by April 16, 2010.

Call the Chamber office at 508-586-0500 ext 231 for more information.. Winners will be announced at the **Small Business Awards and Expo on Wednesday, May 12.** Speaking at this event will be **Jeanne A. Hult, New England Regional Administrator, Small Business Administration (SBA).**



Left: Chuck Moller, MCG Partners, 2009 Small Business of the Year Award
Right: Michelle Cully, XPressman Trucking & Courier Inc, 2009 Entrepreneur of the Year



Prior Small Business of the Year Recipients

- 2008 Heights Crossing
- 2007 Westgate Lanes
- 2006 Cindy's Kitchen
- 2005 Northeast Wholesale Nail & Fastener Supply Co.
- 2004 Dupliron, Inc.
- 2003 Modern Auto Body
- 2002 United Furniture, Inc.
- 2001 Robert Sharkansky & Company, CPA

Prior Entrepreneur of the Year Recipients

- 2008 Robert Monahan of UPPAbaby
- 2007 Howard Wright of Wright Technology
- 2006 Rob Peters of Rob Peters Entertainment
- 2005 Jeffrey Chrzanowski of Spark Street Autobody
- 2004 Charles Bernard of The DJ Experience
- 2003 James Messinger of The Crazy Chefs Caterers
- 2002 Jerome Offutt of Top Quality Staffing
- 2001 Randy Yanoff of Eye of the Tiger Karate

12th Annual Athena Awards

Honoring the highest level of professional excellence, a devotion to the community, and the opening of doors of leadership opportunity for women

The Metro South Chamber of Commerce and Sovereign Bank are pleased to announce the 2010 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

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

On Thursday, 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 Prosper at 508.586.0500 ext 231. An ATHENA Award nomination form will be mailed upon request. **Nominations are due by Friday, May 7.**

Prior ATHENA Recipients

- 2008 Vanessa Tierney, Brockton Area Multi-Services
- 2007 Susan Szachowicz, Brockton High Principal
- 2006 Loretta Degrazia, East Coast Petroleum
- 2005 Marianne Wroble Cox, WXBR 1460am Radio
- 2004 Shailah Stewart, Brockton Public Schools
- 2003 Linda Faria Braun, The Adult Learning Center
- 2002 Christine Karavites, Proteas Consulting
- 2001 Barbara Duffy, My Turn, Inc.
- 2000 Noelle Foye, Brockton Elementary School Nurse
- 1999 Janice Cunningham, East Bridgewater Police



2009 ATHENA Award
Recipient Sue Joss,
Brockton
Neighborhood
Health Center

Making a difference. For you. And your community.

To become a leading financial institution, HarborOne has had to excel in a number of ways. Although our primary focus is to provide a superior customer experience, and to give back to the people and the communities we serve, we're honored to have had some of our efforts recognized by others. In the past year, HarborOne has received the following awards:



• #1 Community Bank in Brockton and Abington; Silver Award recipient for the Best Community Bank in the region



• Fifth consecutive "Outstanding" rating by the Massachusetts Division of Banks for our CRA compliance



• Honorable Mention for the Alfred B. Sloan Award for Business Excellence in Workplace Flexibility



• United Way Corporate Spirit Award



• One of Inc. Magazine's list of 5,000 fastest growing companies



• The Dora Maxwell Award from the Massachusetts Credit Union League for our MultiCultural Banking Center



• Herb Wegner Award for Outstanding Organization



• Business Hero Award for helping youth gain practical life skills and experience



• Named one of the 100 Top Places to Work by the Boston Globe



• Humanitarian Award for helping to improve quality of life in the community



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18th Annual

Come celebrate the region...

A TASTE OF Metro South

Wednesday, March 24, 2010

5:30 pm to 8:00 pm

The Shaw's Center
1 Feinberg Way, Brockton, MA
(Behind the Registry of Motor Vehicles)

\$25 in advance / \$30 at the door

Buy tickets at the Metro South Chamber of Commerce, 60 School Street, Brockton,
Brockton Shaw's Supermarkets, or online at www.metroouthchamber.com/taste.html.
Call 508.586.0500 x 231 for more information.

RESTAURANTS

Shaw's Supermarkets • The Shaw's Center • Art Kitchen @ the Fuller Craft Museum
Auntie Anne's Pretzel • Baypointe Rehabilitation • Becka's Gourmet Bakery
Bella's II Pizzeria Seafood & Grille • Boston Market • BHS - Fine Arts Cafe
Brockton Rox • Burrito Wraps, Mexican Grill • Burtucci's Brockton
Cabot Creamery Cooperative • Catering by Linda • Chili Head BBQ • Christo's
Costco Wholesale • Crocetti's Oakdale Packing Co. • Edible Arrangements
Embassy Rehabilitation and Health Center • Freda's Fine Food & Spirits
Good Samaritan Medical Center • Gourmet Cafe • Halfway Cafe • Hardy Catering
Heights Crossing • Honest Tea Beverages • Irish Cultural Centre of New England
Josephine's Famous Food • Lambert's • Narragansett Brewing, Co.
Patriot Pub & Grille • Prisco's Market & Deli • Racks Restaurant
Signature Healthcare • Sophia's Restaurant • Starbucks • Stoneforge Grill
Tastefully Simple • Texas Road House • The Breakfast Connection
The Grill Restaurant • The Lobster Barn • The Naked Chicken • The Peruvian Place
TKO Shea's Sports Cafe • Trader Joe's • Uno Chicago Grill • X&O Restaurant

More restaurants to come!

ORGANIZATIONS

1460AM WXBR • Boston Masspass • Brockton VNA • Crescent Credit Union
Good Samaritan Medical Center • Metro South Chamber of Commerce
Nissan 24 • Old Colony Elder Services • Old Colony Hospice
Rob Peters Entertainment • Signature Healthcare • The Enterprise
U.S. Census Bureau • WATD 95.9 FM

More organizations to come!

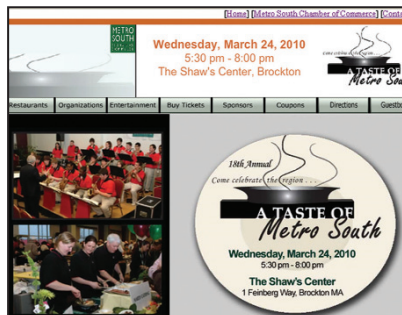
ENTERTAINMENT

The Baha Brothers • Brockton High School Jazz Band
Brockton Symphony String Quartet • Rob Peters Entertainment

Supporting Sponsors:

American Medical Response,
Rob Peters Entertainment, Brockton Community Access, Rich Morgan Photography
A portion of the proceeds will be donated
to the Chamber of Commerce Foundation for Education.

www.MetroSouthChamber.com/taste.html



- View participating restaurants and organizations with full contact information and websites. Updated daily
- View what each restaurant will be serving
- Learn where to buy your tickets, or purchase tickets online
- Learn about coupons you will receive
- Listen to a performance by the Baha Brothers

www.metroouthchamber.com/taste.html

Power Program Draws Energy of 20



The Metro South Chamber of Commerce and Constellation NewEnergy have launched the Metro South Power Program with twenty businesses, an exclusive electricity aggregation program to help members better manage their energy costs.

The program is particularly beneficial for small- to medium-sized businesses who can pool their smaller electrical load requirements to gain access to competitive prices and more services that might normally only be available to large commercial and industrial customers. This is possible because an aggregation provides Constellation NewEnergy with greater predictability when purchasing power. Participants in the program have the ability to lock in prices over the long term, allowing for greater budget certainty than might be available from the utility or from products that fluctuate with the energy market.

To participate in the next round, all necessary information must be sent to Constellation NewEnergy prior to April 1, 2010.

Power Program members will also have access to more electrical service options, such as participating in demand response programs that compensate businesses for reducing electricity usage during periods of peak demand on the grid. The renewable energy products offered through the program provide businesses with simple, low cost ways of meeting their sustainability objectives. Participants can also utilize NewEnergy Online. Constellation NewEnergy's comprehensive suite of tools help businesses lower costs, reduce overall usage and access energy market updates.

To learn more, contact Kelly at kelly.blessington@constellation.com, or call 866-237-POWER. Visit www.newenergy.com/metrosouth.

Minority Business Directory Launched

During the month of February, The Brockton 21st Century Corporation worked with Mayor Linda M. Balzotti and the Brockton City Council



to re-establish the Brockton Minority Business Directory.

Mayor Balzotti stated, "In these economically challenging times, we need to provide the various businesses with the tools to be successful. In this case, I am proud to work with our partners to highlight our minority businesses. The goal is to commemorate our rich diversity and to promote these businesses not only to the Brockton community, but to the region and the state."

"The last directory that highlighted minority businesses in Brockton was published in 2005. When Mayor Balzotti approached us about renewing the guide, in particular during Black History Month, we seized the opportunity to

work with her office and the city to undertake this directory," commented Mary Waldron, Executive Director of the Brockton 21st Century Corporation.

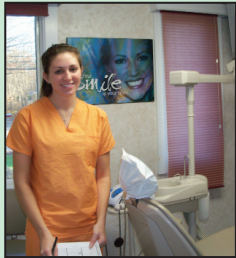
The directory will compliment the Brockton Women and Minority Business Resource Guide created by the Brockton 21st Century Corporation. The other business guide "Doing Business in Brockton" created by the Pioneer Institute is also available.

For more information, please visit the City of Brockton's website www.brockton.ma.us and the Brockton 21st Century Corporation www.brockton21.com

Applications are available to download from the Campello, Downtown and Montello Business Associations' websites. Please also call Mary Waldron at (508) 586-0021 and via email at mwaldron@brockton21.com for more information.

Connecting Activities SPOTLIGHT

The Metro South Connecting Activities Partnership spotlights youth involved in structured internships with local employers. To learn more about this and other competitive workforce programs, contact Kathleen Lynch at the Chamber by calling (508) 586-0500 ext.227 or via e-mail klynch@metrosouthchamber.com.



Intern, Taylor Ferry, a student at Whitman-Hanson Regional High School interning at Artistic Dentistry.

"Everyone at Artistic Dentistry enjoyed having Taylor, who worked under the direction of hygienist Kim Yeadon for her internship. Taylor was eager to help us and we enjoyed teaching her. In addition to learning about dental hygiene and assisting with the set-up of rooms, sterilization of dental tools, and overall support for the hygienists, Taylor learned a little about the roles of the seven hygienists and three dentists in the office. Dr. Pizzi and all the staff are all in support of the internship program, so students can gain experience and learn if this is something they might want to pursue; it's good for the profession to have young people interested in and working in the field. In Taylor's case, her skills made her appear older than she was, as she was always impeccable in her work scrubs and bubbly, yet professional demeanor. We're looking forward to Taylor rejoining the team in the spring trimester, when she will continue on in Whitman-Hanson's CSL internship program through independent CSL."

- Kim Naworchik, the Office Manager at Artistic Dentistry



Intern, Karen Otis, a student from Whitman-Hanson Regional High School interning at Giuseppe's Cakes since September of 2009.

"Giuseppe's Cakes Etc. in Hanover is a family owned, full service bakery. We welcomed Karen as an intern, and she got first hand experience in the many jobs it takes to run a bakery. We taught her new skills often from scaling recipes, and baking to rolling out shaped cookies, and cake decorating. She learned how important a friendly smile and customer service is. Karen was with us during our very busy holiday season, and learned how much dedication and time goes into running a bakery. Karen would like to own her own bakery someday. She is a hard worker and now she decorates her own cakes."

- Michelle Lovegrove, Decorator/Manager at Giuseppe's Cakes

Open Enrollment for Health Insurance

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.

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To Advertise in this Newsletter,
Contact Bonnie Brunetti, 508-638-5582.
Special Rates Available for Chamber Members.



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.



Christopher MacMillan,
Brockton City Council President

The next Government Affairs meeting will be held at the Chamber on **Friday, March 12th at 12pm**. The featured speaker is City Council President and former Ward 7 City Councilor Christopher MacMillan.

The cost to attend is \$5 for members and \$10 for non-members and includes lunch. If you would like to register, please contact Lisa at the Chamber, 508.586.0500 x225, lkeene@metrosouthchamber.com, or register online at metrosouthchamber.com/register.html.

Member-Led Sales Training



Wednesday, March 10 & Thursday, April 29, 8:30 am - 10:00 am
Metro SouthChamber, 60 School Street, Brockton

Join Bill Scher and Peter Oliver of Sandler Training for a series of **Member-Led sales training seminars** designed to help you grow your business.

March 10: "Challenged with changing your team's behavior? Are they in a comfort zone? Upgrade your sales force in 2010."

April 29: "Upset about long sales cycles? Tired of unpaid consulting? Strategies on how to move your opportunities forward."

Bill and Peter's training clients include Fortune 500 companies, as well as Massachusetts based businesses involved in financial, professional services, technology, manufacturing, construction, staffing, human resources, business consulting and more.

The workshops will be held from 8:30 am - 10 am at the Chamber. To register, contact Lisa Keene at 508.586.0500 x 225, or email lkeene@metrosouthchamber.com.

Social Media Workshops



MA Small Business Development Center, Metro South Chamber of Commerce, Neponset Valley Chamber of Commerce and the Irish Cultural Centre of New England are joining to offer a series of social media workshops.

LinkedIn & Facebook

Tuesday, April 6, 2010
8:00 am - 10:00 am

Join us for this FREE workshop that will teach you how to open a LinkedIn and Facebook account. We will discuss registering businesses in both networks along with fan pages and discussion groups.

Tweets & Blogs

Tuesday, May 4, 2010
8:00 am - 10:00 am

Join us for this FREE workshop where you can learn strategies for creating business communities using Twitter and blogs.

All workshops will take place at the **Irish Cultural Centre of New England, 200 New Boston Drive, Canton**. For registration/information, contact Tammi or Alison at the MSBDC at 508-673-9783 or register online at www.msbdc.org/semass and click on Event Calendar. Funded in part through a cooperative agreement with the U.S. Small Business Administration.

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Training Consultants

*To join the Chamber:
Call John, 508.586.0500 x 229*

Enterprise Career Day

The Enterprise Newspaper In Education (NIE) program is proud to announce its 13th Annual Career Day sponsored by The Enterprise, Brockton Area Workforce Investment Board, Rotary Club of Brockton, Brockton Public Schools and the Metro South Chamber of Commerce. This event will be held on Wednesday, April 28th at The Shaw's Center in Brockton from 8:15-11:45.

This initiative is designed as an opportunity to build stronger con-

nections 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 28th
8:15-11:45**

RENEWING *Members Thank You !*

Advanced Hearing Care, Inc.
Barnard Construction
Battles Farm Company
Blue Lion Insurance Agency
Bridgewater Savings Bank
Brockton Fair
Brockton Insurance Agency, Inc.
Brockton Public Library
Brown Chiropractic Center, PC
Celia Insurance Agency, Inc.
Chapel of New Hope, Inc.
Commonwealth Mediation & Conciliation
Edward J. Thibeault, CPA P.C.
Energy Conservation, Inc.
Everett's Auto Parts
Executive Advertising Specialties
G. Arthur Moberg & Sons, Inc.
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John E. McCluskey, Esq. PC
Life Resources, Inc.
Lincoln Technical Institute

Mechanics Cooperative Bank
Medical Skin-Care Associates / Pediatric Healthcare
Michael Haikal Real Estate
Old Colony Council Boy Scouts of America
Peter & Elaine Leahy
Plymouth & Brockton Street Railway Co. Publicity, Inc.
Spadea Enterprises
Super 8 Metro South
Tech Mechanical
Terrie Stone Catering, Inc.
The Children's Museum in Easton
Timeless Communications
Tosca-Brady Insurance Agency of Randolph Inc.
TWB Associates, Inc.
Vieira & DiGianfilippo, Ltd.
W. B. Mason Company, Inc.
Westgate Mall
Willwork Inc., Exhibit Services
Yankee Sprinkler Company

Verizon Supports Medical Terminology Course



The Higher Education Collaborative is pleased to announce that VERIZON joins the Brockton Area Workforce Investment Board, the Metro South Chamber of Commerce, the Higher Ed Collaborative and Southeastern Technical Institute to sponsor a twelve week Medical Terminology Course at the Metro South Chamber of Commerce.

The Collaborative initiated this program in response to several focus groups held during the past two months at nursing homes and health care facilities throughout the region. The program is designed to strengthen skills of CNAs, LPNs and other health care workers. Career advancement, increasing skills and continuing education are all benefits of this program.

This is the first in a series of courses that provides career and educational skills enhancement to promote an educated, trained and competitive workforce for the region. For more information on the Higher Education Collaborative contact Christine Karavites, Coordinator, 508-982-4276.

Regan of AIM Speaks to Chamber

Recent Government Affairs Meeting:
Dan Trout, the Community Bank;
Christine Karavites, Proteas Consulting and Vice Chair of Government Affairs; John Regan, Executive Vice President of Government Affairs for Associated Industries of Massachusetts (AIM); Thomas O'Brien, Treasurer of Plymouth County.



Chamber Hosts Lenders Workshop



At a recent workshop held at the Chamber, more than 10 lenders in attendance learned the basics of SBA, including 7A and 504 loan eligibility, an overview of SBA finance programs, SBA loan closing and SBA loan servicing. For more information, contact Lisa at the Chamber, 508.586.0500 x 225.

U.S. Small Business Programs Offered

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

Small Business Counseling (SCORE)

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

The workshop will be held at CareerWorks, 34 School Street, Brockton from 2 - 4 pm on the third Wednesday of each month. The next workshops will be held on March 17, 2010 and April 21, 2010. Contact CareerWorks at 508.513.3400 for further workshop information.

Winning Government Contracts

Thursday, April 1, 8:30 am - 10:00 am
Metro South Chamber of Commerce, 60 School Street, Brockton

What you will Learn:

- A description about this market and how it works
- Why the government is the biggest and best customer is the entire world
- Why the government wants to pay you in thirty days
- Why you will not get a multi-million dollar contract.
- Explaining away the myths
- Where you must register in order to be awarded contracts.
- Where some of the sales opportunities are.
- What is set-aside for small businesses?
- What is the definition of a Minority Owned Small Business;
- Women Owned Small Business
- Service Disabled Veteran Owned Small Business (SDVOSB)
- Veteran Owned Small Business (VOSB)
- What you must do to fill out a bid that is estimated to be \$25,000 and ABOVE and where they are located.

To register for this free Member-Led workshop, contact Lisa Keene at 508.586.0500 x 225, or email lkeene@metrosouthchamber.com.

About the Author: As an independent sales and marketing professional, Malcolm Parvey has more than 30 years of experience assisting small businesses in selling their products and services to the United States federal government. He has completed hundreds of offers for clients from many different industries—from individual distributors to manufacturers and service related companies. Mr. Parvey works exclusively to assist small businesses with every aspect of the federal government marketplace.

Mr Parvey is the author of "Winning Government Contracts". His new book, "The Definitive Guide to Government Contracts" will be available in the summer of 2010 at amazon.com and all Barnes & Nobles.



Census 2010; MAIL IT IN . . .

2010 Census Timeline:

February - March 2010: Census Questionnaires are mailed or delivered to households
April 1, 2010: Census Day

May - July 2010: Census takers visit households that did not return questionnaire

December 2010: By law, Census Bureau delivers population counts to the President

March 2011: By law, Census Bureau completes delivery of redistributing data to

The census population totals determine which states gain or lose representation in Congress. It also determines the amount of state and federal funding communities receive over the course of the decade. 2010 Census data will directly affect how more than \$4 trillion is allocated to local, state and tribal governments over the next 10 years. In order for this funding allocation to be accomplished fairly and accurately, the goal of the decennial census is to count everybody, count them only once, and count them in the right place. The facts gathered in the census also help shape

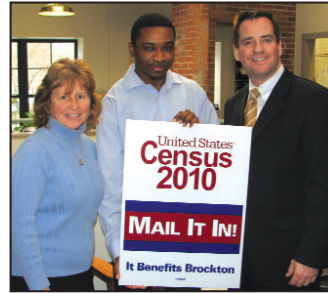
decisions for the rest of the decade about public health, neighborhood improvements, transportation, education, senior services and much more.

10 Questions, 10 Minutes

With one of the shortest questionnaires in history, the 2010 Census asks for name, gender, age, race, ethnicity, relationship, and whether you own or rent your home. It takes only about 10 minutes.

Responses to the 2010 Census questionnaire are required by law. All responses are used for statistical purposes only, and all are strictly confidential. For more information, visit the Census Web site at www.census.gov/2010.

MALCOLM PARVEY



The Chamber has produced lawn signs/visibility posters reminding Brockton residents to mail in their census forms. The posters are dual sided with English on one side and Portuguese on the reverse side. Mary Waldron, Brockton 21st Century Corp; Jair Martins, 21st Century Corp, Intern; Christopher Cooney, Chamber President & CEO.



Census visibility signs have been created for the Brockton Area Transit (BAT) buses. Ads will be displayed on the inside of the buses and on the back.

CHINA

Travel to China, See the World in 9 Days!
World Expo 2010 in Shanghai
October 11-19, 2010



Join the Metro South Chamber of Commerce for the trip of a lifetime to Shanghai, Beijing, Suzhou, and Hangzhou China for 7 days and 9 nights. Featured attractions include the 2010 World Expo, Great Wall of China, Tiananmen Square, Temple of Heaven, Forbidden City, Green Tea Plantation, Yu Garden, Summer Palace, optional trip to the Terracotta Soldiers and more. \$1,999 per person includes round-trip airfare, transportation to airport, 4 and 5 star accommodations, three meals each day, deluxe bus tours, fluent English-speaking tour guides, entrance fees to attractions and more.

Metro South Chamber China Trip Informational Meetings

Tuesday, March 16, 5:45 pm - 7:00 pm
West Bridgewater Public Library
80 Howard Street, West Bridgewater

Monday, April 11, 1:00 pm - 2:15 pm
The Shaw's Center (at the Brockton Garden Show)
1 Lexington Way, Brockton

For a full itinerary, visa information, accommodation and travel information or to pay the \$200 deposit (by April 30), call Lisa Keene at 508.586.0500 x 225 or visit

www.metroouthchamber.com/china.html

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The Essential Guide for Developing an Information Security Program (ISP) provides a framework for easily and cost-effectively developing an ISP to exacting requirements. Whether it's for regulatory compliance or implementing best business practices, the Guidebook enables a user to quickly construct a business specific ISP by inserting only the applicable policies, procedures and other documents into the ISP framework. It's never too late to start your WISP with Massachusetts 201 CMR 17 compliance regulation.

Liberty Bank



60 Crescent Street, Brockton
508-580-0005 • www.LibertyBankMA.com

Brockton's newest bank is focused on helping small to mid sized businesses meet their financial needs with a wide range of business accounts and loans to help them finance growth and expansion. Liberty Bank's experienced staff not only speaks the language of banking, but also Portuguese, Creole, Spanish and French, in addition to English, catering to Brockton's diverse population. Whatever your financial needs, stop in and meet with Mario Vicente, Vice President & Branch Manager today.

Progress Physical Therapy & Rehabilitation, Inc.



165 Court Street, Brockton • 508-897-0007
www.progressrehabinfo.com

Progress has been a premier provider of rehabilitative services in greater Brockton for over 6 years. We specialize in outpatient rehabilitation services including work-related, sports, motor vehicle and orthopedic injuries. Our highly-qualified staff will work with you from your initial evaluation to your final discharge. We offer a comfortable, multi-lingual and friendly atmosphere with complimentary transportation service available. Staff includes a Medical Doctor, Physical Therapist, Assistant, and Aide.

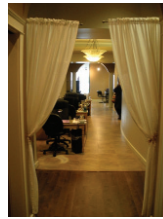
Bertucci's Italian Restaurant



1285 Belmont Street • 508-584-3080
www.bertuccis.com

Bertucci's Italian Restaurant offers distinctively delicious Italian meals using simple, time-honored Italian recipes. Our open kitchens, signature brick oven and warm and friendly staff stay true to honest, Italian hospitality. Our goal is to provide guests with the best tasting food through a simple, honest experience. Open Sunday - Thursday, 11am - 10pm and Friday-Saturday, 11am - 11pm.

Andrée Robère Salon & Day Spa



285 Washington Street, North Easton
508-230-8394 • www.AndreeRobere.com

Located in North Easton Village Shoppes on Route 138, Andrée Robère is the place for all your beauty needs. We specialize in: *Botox *Injectable Facial Fillers *Laser Hair Removal *Skincare *Keratin Complex Hair Therapy *Hair Color & Cutting *Upsos *Massage *Nailcare *And More... Gift Cards and Spa Packages Available! Check out our website for Monthly Specials and to sign up for our Newsletter!

Loyal Pest Management



339-987-5560
www.loyalpestmgmt.com

Loyal Pest Management was formed on the sole purpose of providing safe and sound methods of integrated pest management (IPM) for our customers. We strive for excellent commercial and residential customer service. Experience and training makes our team the best in the industry. Friendly and prompt service helps us stay ahead of our competition. Residential, commercial, multi-family and wildlife control.

Sandler Training



5 Barefoot Hill Road, Sharon • 508-449-3861
www.wadventus.sandler.com • bscher@sandler.com
Frustrated you're not developing enough new business? Tired of prospect's "think it over's"? Concerned about unmet sales goals? Sandler Training is a world leader in innovative sales and sales management training. For 40+ years, Sandler has taught it's easy to adopt, non-traditional selling system and sales training methodology. Entrepreneur Magazine ranked Sandler as the No. 1 training company 7 times since 1994, including 2005-2008. Too many proposals, too little business? Contact Bill Scher.

A & G Total Health



Discover the Benefits of Good Nutrition.

76 Summer Avenue, Stoughton
781-344-1820

A & G Total Health is an affiliate of the community weight loss support centers that offers solution to people who want to improve their health, boost energy, and gain control over their weight. There are support classes with nutrition education through weight loss challenges for 9 weeks with cash prizes, and wellness programs to local businesses to increase employee's productivity. We offer a possible stream of income, or additional profits without making dramatic changes to lifestyles.

BUSINESS EVENTS Planner

March 12

Government Affairs

12:00 pm - 1:15 pm

Metro South Chamber of Commerce
60 School Street, Brockton

Discuss issues of importance with elected officials relevant to the current business climate.

Tickets: \$5 members, \$10 non-members

Please RSVP at 508.586.0500 ext. 225

March 16

China Trip Info Session

5:45 pm - 7:00 pm

West Bridgewater Public Library
80 Howard Street, West Bridgewater

Learn about the Chamber sponsored trip to China and the World EXPO 2010. For more information, see page 11 or visit metrosouthchamber.com/china.html

Free to Attend

Please RSVP at 508.586.0500 ext. 225

March 24

Taste of Metro South

5:30 pm - 8:00 pm

The Shaw's Center
1 Lexington Avenue, Brockton

This family event is a great opportunity to sample restaurants from throughout the region while enjoying live entertainment. www.metroouthchamber.com/taste.html

Tickets: \$25 in advance, \$30 at the door.

For more information, call 508-586-0500 ext. 231

IT'S

EASY TO REGISTER!

508-586-0500 x 231 ☎

508-587-1340 📠

E-mail: info@metrosouthchamber.com ✉

Online: www.metroouthchamber.com 🖨

Send reservation and payment to:



Metro South Chamber of Commerce
Sixty School Street

Names of Persons Attending: _____

Events: _____

Company: _____

Phone: _____

REMINDER: We accept VISA, MasterCard and AMEX

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Shelley Tierney
OWNER

SERVING AREA BUSINESS SINCE 1975

April 9

Legislative Luncheon

12:15 pm - 1:45 pm

Bridgewater State College
Hall TBD

Join other Chamber members for this opportunity to interact with legislators and meet Speaker of the House Robert DeLeo.

Tickets: \$39 members, \$49 non-members

For more information, call 508-586-0500 ext. 225