

Actionreport

May
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.



Ellen McCormack, Page 5



John Gerrish and Mayor Linda Balzotti, page 9



Angel Nieves, page 11

CONTENTS

- Calendar of Events 3
- Good News 4
- Renewing Members 10
- New Members 10

Printing Donated by
the Enterprise

Small Business Speaker, Workshop, Awards, Luncheon

Wednesday, May 12, 12:00 pm - 1:30 pm

Bank of America



Jeanne A. Hulit,
SBA

Jeanne A. Hulit, Regional Administrator for the Small Business Administration (SBA) is slated to speak at the Small Business Awards Luncheon on **Wednesday, May 12, 2010, 12pm** at the **Shaw's Center**, Brockton.

Jeanne A. Hulit was appointed Regional Administrator for SBA's Region I on August 10, 2009. As Regional Administrator, Hulit is responsible for the delivery of the agency's financial assistance, technical assistance and government contracting activities throughout the six New England states.

Prior to joining SBA, Hulit had been a Senior Vice President for commercial lending at Citizens Bank, and was a middle market lender for KeyBank, N.A. where she managed Key's International Banking Division for five years. In addition, she served as Deputy Director of the International Division at the Maine Department of Economic and Community Development, Vice President at Gendron Commercial Brokers and has also worked for the Chamber of Commerce of the Greater Portland Region and the US Chamber of Commerce.

At the Luncheon, the **Small Business and Entrepreneur of the Year Awards** will be presented. Tickets are \$35 for members and \$45 for non-members. Register by calling Kim at 508.586.0500 x 231 or online at www.metroouthchamber.com/register.html. The Small Business Luncheon is presented in conjunction with the **Business EXPO** which will run from 10:00 am - 3:00 pm. In addition, there will be a **workshop presented by Coastal Community Capital** on SBA Free-Relief and Low-Interest Rate Loans from 8am-10am.

Prior Small Business of the Year Recipients

MCG Partners, Heights Crossing, Westgate Lanes, Cindy's Kitchen, Northeast Wholesale Nail & Fastener Supply Co., Dupliron, Inc., Modern Auto Body, United Furniture, Inc., Robert Sharkansky & Company, CPA

Prior Entrepreneur of the Year Recipients

Michelle Cully of XPressman Trucking & Courier, Inc., Robert Monahan of UPPA Baby, Howard Wright of Wright Technology, Rob Peters of Rob Peters Entertainment, Jeffrey Chrzanoski of Spark Street Autobody, Charles Bernard of The DJ Experience, James Messinger of The Crazy Chefs Caterers, Jerome Offutt of Top Quality Staffing, Randy Yanoff of Eye of the Tiger Karate



For more information on the 2010 Business Expo, see page 2

For more information on a workshop presented by Coastal Community Capital, see page 6

Honoring Women; Awards, Expo, Branding Expert

Wednesday, June 17, 8:00 am - 11:00 am



potential.

The ATHENA Awards Program was created in 1982 and has expanded to over 500 cities in the United States, Russia, Canada, China, The United Arab Emirates and the United Kingdom. The Metro South Chamber 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, communities and government. By honoring exceptional leaders, others will be encouraged to excel.

The featured speaker will be **Dorie Clark** pre-



Dorie Clark,
Marketing and Branding Expert

senting Personal Branding for Leadership Success. Great leadership can dramatically accelerate the growth of your business and enhance your own life satisfaction. In this thought provoking talk, Dorie Clark - a marketing and branding expert who has consulted for Google, the National Park Service, and Yale University- will discuss concrete strategies to develop your own leadership by cultivating a powerful personal brand. You'll learn how to identify the essence of your brand, communicate it effectively to others, and enjoy the professional rewards of being viewed as a trusted expert and leader.

The breakfast awards program will begin at 9am. Tickets are \$25 for members and \$35 for non-members. Tables of 10 are still available. To register or to nominate an individual for an ATHENA award, please call Kim Prosper at 508.586.0500 x 231, or visit www.metroouthchamber.com.

For information on the ATHENA Expo, see page 2

Increasing Taxes- Bad for Jobs and the Economy

Our foremost domestic priority must be creating private sector jobs in order to sustain a long-term economic recovery. The Chamber is committed to pro-growth tax policies that provide the foundation for economic expansion, reward capital formation and investment, and preserve competitiveness. We are opposed to tax increases that fuel the growth of government at the expense of businesses' ability to expand, invest, and create private sector jobs.

For small businesses, most are organized for income tax purposes as pass-through entities that pay taxes at their personal marginal income tax rates. While small business owners pay personal income taxes on the profits, the reality is that only a portion of the income generated by their businesses actually makes its way back to their personal bank accounts. Much of the income small business owners are being taxed on is actually reinvested in their companies in the form of expansion and new equipment. Raising the individual federal income tax rates directly impacts their ability to create jobs and help expand the economy.

In these fragile economic times, it would be the height of economic folly to target business - or any group of Americans - for a major tax increase.

Chamber Offers Trips Abroad

See page 6 for more information



China
October 11-19, 2010



Germany/Austria
Nov. 30 - Dec. 7, 2010

Small Biz Expo Early Bird Rate Extended



Wednesday, May 12, 2010
 8am - 10am: SBA Fee-Relief & Low Interest Rate Loans Workshop
 10am - 12pm: Business Expo
 12pm - 1:30pm: Small Business Awards Luncheon
Featuring Jeanne A. Hulit, SBA Regional Administrator
 1:30pm - 3pm: Business Expo

Promote your company to prospective clients at the 2010 Business Expo presented in conjunction with the Small Business Awards Luncheon. More than 30 businesses will be featured in this table top Expo. Reserve your table by May 7 and secure an early bird rate of \$259 for members and \$359 for non-members. After May 7, the cost of a table will increase to \$299 for members and \$399 for non-members. Price includes 1 lunch ticket. For more information call, Kim Prosper at 508.586.0500 x 231 or email kprosper@metrosouthchamber.com. The Expo is free to attend.

Exhibitors Include: AT&T Mobility, Bank of America, Bath Fitter, Boston Business Journal, Bridgewater Savings Bank, Bridgewater State College, Brockton Area Networking Group, Comcast Business Class, Coastal Community Capital, Costco Wholesale #303, Embroidme, HarborOne, Infinite Business Network, Metro South Chamber, Old Colony Hospice, Old Colony YMCA, Owens Corning, Prospect Mortgage, Randolph Savings Bank, Rob Peters Entertainment, SCORE, Sign Design, SEED Corp., SBA, The Community Bank, The Ockers Company, Inc., United Way of Greater Plymouth County, Inc., WAITD 95.9 FM

ATHENA Expo Promotes Women Owned Business

Thursday, June 17, 2010

8:00 am - 9:00 am: Networking & Exhibits
 9:00 am - 10:00 am: ATHENA Award/Breakfast
 10:00 am - 11:00 am: Networking & Exhibits



If you are a woman owned business, or a business that supports women, we invite you to display at the 2010 ATHENA Expo. Table top displays are \$99 for members and \$129 for non-members and includes 1 breakfast ticket. For more information or to reserve your table, contact Kimberly Prosper at 508.586.0500 x 231.

Old Colony Hospice



The Stepping Out for Old Colony Hospice 12th Memorial Walk was a great success thanks to you!

Old Colony Hospice wants to thank the walkers, their donors, the corporate sponsors and the volunteers who made the 12th Memorial Stepping Out for Old Colony Hospice Walk possible. The proceeds of the walk directly benefit the patients we have the privilege of caring for each and every day.

Thank you.



Old Colony Hospice, a non-profit organization, serving more than 40 cities and towns in Bristol, Norfolk and Plymouth Counties since 1979. For more information, please call us at 781-341-4145 or visit us online www.oldcolonyhospice.org

Business After Hours - HarborOne Headquarters

Wednesday, May 19, 5:30 pm - 7:30 pm



With \$1.8 billion in assets, HarborOne is the largest community-based credit union in New England and one of the 100 largest in the United States. It has received its five consecutive Outstanding ratings for performance under the Community Reinvestment Act (CRA) from the Division of Banks, Commonwealth of Massachusetts.

The next Business After Hours will take place on Wednesday, May 19 from 5:30 pm - 7:30 pm at HarborOne Credit Union, 770 Oak Street, Brockton.

Join us for cocktails and Hors d'oeuvres, win a gift card or prize by spinning the "prize wheel," and enter to win a gift card to a local restaurant. For every attendee, HarborOne will donate \$10 to S.K.I.P. (Special Kindness in Packages). Please help us support our troops.

This is a casual event that presents a great way to make business contacts so bring plenty of business cards! This event is free of charge, but reservations are required. To register, call Kim at 508.586.0500 x 231 or email kprosper@metrosouthchamber.com.



McGuiggan's Pub Ribbon Cutting

Friday, May 21, 3:00 pm, McGuiggan's, Whitman

Join McGuiggan's Pub and the Metro South Chamber of Commerce on Friday, May 21 at 3:00 pm for a ribbon cutting ceremony to welcome the area's finest new Irish Pub and restaurant. Local elected officials, chamber members and friends are invited to the festivities at 546 Washington Street in downtown Whitman. Enjoy a cold beverage and half-priced appetizers on a Friday afternoon.



ing area, 50-person bar, 8 flatscreen TVs, Keno screens, and more.

McGuiggan's Pub is a fashionable upscale Irish sports pub featuring a wheelchair-accessible 60-person din-

For more information, visit www.mcguigganspub.com or call Danielle at 781-447-7333. See page 12 for a Member Profile on McGuiggan's Pub.

Join the Chamber at Abington Bank Open House

Tuesday, May 25, 5:30 pm - 7:30 pm, Abington



Join the Chamber for an Open House at Abington Bank, 6 Harrison Avenue, Abington on May 25 from 5:30 pm - 7:30 pm.



Looking for great rates? Tired of the "big bank" impersonal service? Then it's time you tried the truly local alternative - Abington Bank. Abington Bank has been quietly meeting the financial needs of families and individuals since 1888. They are proud of their record and proud

to be local. Abington Bank is also involved in many fundraisers and giving back to the community. 24 ATM available. For more information about Abington Bank, call 781-878-0045 or visit www.theabingtonbank.com.

This is a casual event that presents a great way to make business contacts, so bring plenty of business cards! In addition, refreshments will be served. This event is free of charge, but reservations are required. To register, call Kim at 508.586.0500 x 231 or email kprosper@metrosouthchamber.com.

To Join the Chamber, Call John Nesti, 508.586.0500 x 229 or Email jnesti@metrosouthchamber.com

BOARD OF DIRECTORS**OFFICERS**

Chair of the Board
Scott Sanborn
TD Bank

President and CEO
Christopher Cooney
Metro South Chamber of Commerce

Chair-Elect
Peter Neville
Concord Foods

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

Vice Chair Community Affairs
Sue Joss
Brockton Neighborhood Health Center

Vice Chair Economic Development
Daniel Trout
The Community Bank

Vice Chair Government Affairs
Christine Karavites
Proteas Customized Consulting

Vice Chair Membership Development
William Morse
Mutual Bank

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

CHAMBER STAFF

Christopher Cooney
President and CEO x 223

Lisa Keene
Business Development x 225

Kathleen Lynch
Connecting Activities x 227

John Nesti
Member Services x 229

DIRECTORS

Jane Callahan - HR Alternatives

Pasquale Ciaramella -
Old Colony Planning Council

Richard Colon - Verizon Communications

Jack Conway - Jack Conway & Company, Inc.

John Costa - 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

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

ACTION Report Volume 10 - Issue 5

(USPS-410630) is published monthly except for combined July/August for \$5.00 per year by the Metro South Chamber of Commerce, Sixty School Street, Brockton, MA 02301-4087. Periodical Postage Paid at Brockton, MA. POSTMASTER: Send address changes to Action Report, Sixty School Street, Brockton, MA 02301-4087

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

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

Networking at Events

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

MAY Calendar

5&6	Membership Drive Stonehill College, Easton	8:30 am
11	Executive Committee	3:00 pm
12	SBA Fee-Relief & Low-Interest Rate Loans Workshop Shaw's Center, 1 Feinberg Way, Brockton	8:00 am
12	Small Business Awards and Expo Shaw's Center, 1 Feinberg Way, Brockton Business Expo Awards & Luncheon	10:00 am 12:00 pm
14	Government Affairs	12:00 pm
14	Business Essentials Member-Led Workshop BAWIB, 34 School Street, Brockton	9:00 am
18&19	US Chamber Summit in Washington DC	
19	Business After Hours at HarborOne Credit Union 770 Oak Street, Brockton	5:30 pm
21	Ribbon Cutting at McGuiggan's Pub 546 Washington Street, Whitman	3:00 pm
25	Abington Bank Open House 6 Harrison Avenue, Abington	5:30 pm
26	Board Meeting	12:00 pm
26	Alpine Holiday Information Session West Bridgewater Library, 80 Howard Street	5:30 pm
27	Brockton Economic Summit The Shaw's Center, 1 Feinberg Way, Brockton	12:00 pm
31	Memorial Day - Chamber Closed	

Coming Up June

2	Ambassador Committee	8:00 am
4	Brockton Map Release/Bill Beyer Signing Gourmet Cafe, 245 Main Street, Brockton	11:00 am
9	Marketing in Tough Economic Times Workshop Crescent Credit Union, 115 Commercial Street, Brockton	9:00 am
11	Board Retreat Stonehill College, Easton	8:00 am
17	ATHENA Awards Shaw's Center, 1 Feinberg Way, Brockton Business Expo Awards & Breakfast	8:00 am 9:00 am

Save the Date July

15	Government Affairs/ GMMS Planning Session	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!

Rob Peters Receives Constant Contact Award

Rob Peters Entertainment, Inc., has received a 2009 All-Star Award from Constant Contact®, Inc., a leading provider of email marketing, event marketing, and online survey tools for small organizations. Rob Peters Entertainment was selected for meeting Constant Contact's best-practice standards for the use of Email Marketing throughout 2009. The company demonstrated effective use of Constant Contact Email Marketing in the following areas: Frequency of campaigns, Open rates, Bounce rates and Click through rates.

CareerWorks Training and Education Expo

CareerWorks will be holding the 2010 Training and Educational Expo from 9 a.m. to noon on Tuesday, May 25 at The Shaw's Center in Brockton. Public and private providers of educational and training services - from certificate programs to college degrees - are encouraged to participate. The expo provides great value to vendors who are eager to promote their programs. For a \$500 early registration fee, participants will receive recognition through media, exposure through CareerWorks' network of community partners and job seekers and a booth at The Shaw's Center. To reserve your space, please contact Senior Employer Services Representative Andrea Kingman at akingman@careerworks.org or 508-513-3442.

BAWIB Employer Forum

The Brockton Area Workforce Investment Board invites you to participate in an Employer Forum about how juveniles' arrest and court records affect their lives in today's workforce. The forum will be held on Wednesday, May 19, 2010 from 1pm-2:30 pm at BAWIB, 34 School Street, 2nd Floor, Brockton. Address the impact on youth employment and CORI involvement and learn about youth rights. The training will be conducted by Lisa Thureau, Strategies for Youth. Please RSVP to Krystal Love at the BAWIB office by May 12th, 2010 at 508-584-3234 or via email: klove@bawib.org.

Brockton Rox Sign Josh Papelbon

The Rox have signed righthanded relief pitcher Josh Papelbon. The younger brother of Boston Red Sox closer Jonathan Papelbon, Josh joins the Rox after four seasons in Boston's minor-league system. The native of Baton Rouge, La., spent most of the 2009 season with the Salem Red Sox of the Single-A Carolina League, where he went 5-2 with a 2.87 ERA in 34 appearances, all in relief. The submariner received a late-season promotion to Double-A Portland, where he appeared in two games, registering a win and a 3.60 ERA. The Rox will kick off their baseball season with a three game home set against the Worcester Tornadoes on Friday, May 28. For a full schedule, visit www.brocktonrox.com.

Bridgewater Savings Welcomes Ms. Light

Bridgewater Savings welcomes Katherine M. Light, as she joins the Bridgewater Center office as an Assistant Vice President, Branch Officer. Ms. Light comes to

Bridgewater Savings with over 15 years of experience in the financial services industry. Prior to joining Bridgewater Savings, she served as Assistant Vice President and Branch Manager at Cambridge Savings Bank, where she led improvements in customer service and saw significant branch growth.

Lori Marini Joins Jack Conway

Lori Marini has joined Jack Conway as a new agent in the Bridgewater office. Marini, who is training for a Quincy half marathon this month, is a former corporate recruiter who joined the Conway sales team in March. "I used to analyze people's professional skills and match them to the right positions," said Marini, who recruited staff for financial and software companies for more than 10 years. "Now I listen to the needs of my buyers and sellers and help match them to the homes of their dreams." For all of your real estate needs contact Lori Marini at 508-697-8300 or email lmardini@jackconway.com

Massasoit Opens Middleborough Location

Dr. Charles Wall, President of Massasoit Community College has announced the college's commitment to open a satellite location in the Lincoln D. Lynch School in Middleborough center slated to open on September 8th. Prospective students may attend one of several Admissions open houses. They will also be able to enroll in programs, test for placement, register for courses, and pay for their courses on site. A wide range of day and evening credit courses will be offered. The College will also bring local workforce training to the region with a variety of non-credit offerings such as business, basic computers, and customer service. Massasoit's Division of Workforce Development already has a strong presence in the Middleborough area, so this new location will enable them to build upon the relationships they have created with area businesses and organizations and to offer staff training opportunities locally.

GROW Associates Receives Donation

GROW Associates, Inc., an Avon based human services organization; recently received a donation of two thousand dollars, compliments of the Stoughton based Massachusetts Jaycee Yankee Division Corps. Commander Bernie Planeta, who heads up the Mass Jaycees Yankee Corps, presented the check to cover the cost of the food for the cookout and general program donation. Providing this donation ensures Grow's ability to respond to the needs of 150 individuals at GROW. The Yankee Corp's continued generosity and support for the last four years mean a lot to the individuals GROW serves.

HarborOne donates \$5,000 to CHAMPS

HarborOne Credit Union announced that it is renewing the lead sponsorship of the CHAMPS Summer Institute camp program in Mansfield with a donation of \$5,000. CHAMPS stands for Continued Hours at Mansfield Public Schools. The Mansfield Summer Institute is a month long summer camp program hosted at the

Public Schools each July, and is regularly attended by 1,800 kids from the local community. This sponsorship facilitates HarborOne's continued delivery of the Savings Makes Sense financial literacy program within the Mansfield Jordan/Jackson Elementary School.

Good Samaritan Medical Center Honored

Good Samaritan Medical Center was recently honored with a Center of Distinction award for Wound Care and Hyperbaric Medicine in recognition of its high patient satisfaction rates, exceptional healing results, and outstanding clinical outcomes. This prestigious honor was awarded by the Center's partner in wound healing, Diversified Clinical Services (DCS), the nation's leading wound care management company. The Center for Wound Care and Hyperbaric Medicine, located at 909 Summer Street in Stoughton, has achieved success in treating and curing chronic or non-healing wounds and in providing excellent care to over 600 patients since the Center's opening in July, 2008. Good Samaritan exceeded Diversified's required benchmarks to receive this award: Good Samaritan demonstrated a 98% patient satisfaction rate; higher than the required benchmark of 95%; the Center had a 29-day "days to heal" rate, lower than the company's average 35-day "days to heal" rate, and; Had a healing outcome of 93%, greater than the required rate of 89% set forth by Diversified.

Community Bank Donates to Brockton Day Nursery

The Community Bank recently presented a check to Patti Plummer-Wilson of the Brockton Day Nursery. The funds were raised from registration fees from the Women's Business Exchange seminar series. As the community demand for quality services for children and families changes, Brockton Day Nursery continues to adapt its programs to match those needs. BDN continues today in the proud tradition of the women of the "1894 Club" in providing quality child care to children from all economic strata, of all races, creeds, and beliefs."

The next Women's Business Exchange will take place on May 18, 9am at Thorny Lea. Tricia White from the MA Small Business Development Center will discuss Connecting to LinkedIn and Facebook. For more information, visit www.community-bank.com

HOB and H&PCCC Merge

Hospice & Palliative Care of Cape Cod and Hospice of Boston & Greater Brockton ("HOB") have signed an asset purchase agreement whereby HOB will become a program of Hospice & Palliative Care of Cape Cod, continuing to provide hospice services throughout Plymouth, Bristol, Norfolk and Suffolk counties. HOB patients and families will continue to be cared for by their existing hospice team members, including nurses, home health aides, social workers, chaplains and volunteers. The clinical and office staff will all become employees of Hospice & Palliative Care of Cape Cod ("H&PCCC") and will continue to operate from their service location in Brockton, supported by H&PCCC's Hyannis-based infrastructure and administrative personnel.

Mayo Appointed Branch Administration Officer

James W. Blake, President and CEO of HarborOne Credit Union, has announced the appointment of Jacqueline Mayo, as Branch Administration Officer. Mayo brings extensive experience, with over 30 years in the banking industry. In this new position she will work with the retail branches to support and ensure their compliance with operational, regulatory and fraud/security policies and procedures, as well as budgeting, staffing, recruiting and scheduling.

McGuiggan's Pub Road Race

On June 27, 2010, McGuiggan's Pub will be hosting the first annual McGuiggan's Pub 5k Road Race. The racecourse, which will be USATF certified, will begin and end in Whitman Center. All proceeds from this race will be donated to the Whitman Food pantry and the WHRHS athletic department to help offset student user fees. We are currently seeking sponsors for the race and will proudly display the name of all \$100 donors on the back of the race t-shirts that all race participants will receive. Please send your contributions to McGuiggan's Pub 5k, P.O. Box 128, Whitman, 02382. Become a participant by signing up at www.mcguigganspub.com

Costco Supports Children's Miracle Network

Costco Wholesale in Avon is holding its annual fundraiser to support Children's Miracle Network at Children's Hospital in Boston during the month of May. Costco began working with the Children's Miracle Network Hospitals more than 20 years ago. In 2009, the 6 local warehouses were able to raise over \$143,000. Any potential sponsor, vendor or donor can make checks payable to Costco Wholesale, 120 Stockwell Drive, Avon 02322 and any tangible items (sports memorabilia, craft items etc) will be auctioned off on eBay with 100% of the proceeds going to Children's Hospital in Boston. For more information, please call Mark Ofstein at 508-232-4016 or 781-706-4933.

BHS Presents Hello, Dolly

On May 14-16, Brockton High School will present the musical "Hello, Dolly" at the BHS Nelson Fine Arts Building. Friday and Saturday night shows start at 7:30 pm and Sunday's show starts at 3:00 pm. Tickets are \$10 per person. Call 508-580-7653 for more information.

Boys & Girls Club Honors Koretz

The Boys & Girls Club of Brockton will celebrate its twentieth birthday by honoring one of its board members and devoted supporters-Barry Koretz-at the organization's third annual signature event, "Black Tie and Tennis Shoes". Nearly 400 people are expected to turn out for Koretz, who grew up in a neighborhood adjacent to the current location of the Club, and whose architectural firm provided the design for the Club's renovation. The Club hopes to raise \$200,000 to fund vital services for Brockton's youth. This year, the

Good News Continued from page 4



Barry Koretz

event will be held on Thursday, May 20th, from 6:00 to 9:30 p.m. at The Shaw's Center. Tickets are \$150.00 each and are available only in advance by calling 508-584-5209 ext. 106. Tables of ten may also be reserved, and include an ad in the program book.

Sneakers are the required footwear. Black Tie is optional. The event will feature a "Best Decorated Tennis Shoes" contest, and entertainment by Vincent Macrina's United Brass Quintet.

Annual Kevin Faulk Softball Game

On Saturday, May 15th the Annual Kevin Faulk Celebrity Softball Game will take place. VIP tailgate party starts at 5pm. Proceeds will go to the United Way. First pitch is at 7:05pm. Rare memorabilia will be up for bid during a silent auction. VIP guests will also have a reserved seat behind the dugout. VIP tickets are \$150. General admission tickets are \$10. Many New England Patriots players will be present. For more information, call the ROX front office at 508-559-7000.

Brockton ARC \$10,000 Drawing

On Friday, May 21, the Brockton Area ARC will hold its \$10,000 Drawing Event at the Shaw's Center, 1 Feinberg Way, Brockton, from 7:30pm-11:30pm. For a \$100 ticket (which admits 2), receive a 1 in 3 chance to win \$10,000. The event will include live music, Jim Plunkett, dancing, food, cash bar, and additional contests. The event is to raise money to help children and families whose lives are affected by disabilities. For more information or tickets, call 508.583.8030 x 200.

SCORE Awarded Grant

The Southeastern MA SCORE chapter won a national grant of almost \$1,700 to help expand services to the local business community. Awarded by the National chapter of SCORE, the Business Accelerator Grant encourages small business growth and will help boost local business owners.

As part of its application, the Southeastern MA chapter presented a comprehensive plan to increase programming, education and visibility within the community. SCORE, a non-profit association with 364 offices and over 12,400 volunteers nationally, provides free business counseling and advice to entrepreneurs and small business owners. The Southeastern MA chapter is the fastest growing SCORE

Perfect Harmony Concert

A blend of classical, jazz and pop music concert in support of the St. Mark's Accessibility fund will take place on Sunday, June 13th at 3:00 pm at St. Mark's Church, 91 Center Street, North Easton. The Shilakowsky String Quartet led by Easton's concert violinist, Harris Shilakowsky will perform romantic and classical pieces. Dove Award winner and Grammy nominee, jazz singer Donna McElroy and her band from Berklee College of Music faculty will join in jazz tunes from the Great American Songbook and songs from McElroy's CD "Fly to Forever". Donations of \$15 adults, \$5 for a family of 4 will be accepted. A percent of donations will benefit St. Mark's Elevator. For more information, contact Harris Shilakowsky at 508-238-6015.

Green and Sustainable Initiatives Panel

Join Curry College at 1071 Blue Hill Avenue in Milton as they bring to you a Green and Sustainable Initiatives presentation and panel discussion from 10am-1pm. As green living and lending are becoming more mainstream, Curry is offering this event as a way to answer questions and provide insight for those interested. Presentations by Nexamp and Clean Energy Council. RSVP to Jaime Haughey at jhaughey2009@students.curry.edu.

Animal Protection Center Yard & Bake Sale

The Animal Protection Center of Southeastern Massachusetts will hold its annual spring sale on May 8 & May 9, 9am-4pm at 1300 West Elm St. Ext, Brockton. Buy housewares, pet supplies, books, toys, holiday decorations, baked goods and more. All proceeds to benefit the shelter. Visit www.apcsm.org.

chapter in its district.

"The grant will help us better meet the increased demand for our services," said Frank Sebastian, chairperson of the Southeastern MA SCORE chapter. "We'll use the funding to develop new seminars and expand our successful workshop series."

As part of its growth plans, the Southeastern MA office will also be adding new counselors to its chapter. SCORE counselors come from a variety of business backgrounds and occupations. All new volunteers undergo an orientation and training program.

For more information on SCORE's services and volunteer opportunities, visit SCORE's website www.scoresema.org or call 508-587-2673.



GOVERNMENT Affairs

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.



Geoff Diehl

Bridgewater.

Diehl is Account Executive at Poyant Signs, Co-Owner of Boss Academy of Performing Arts, Member of the Metro South and South Shore Chambers, mem-

The next Government Affairs meeting will be held at the Chamber on Friday, May 14 at 12pm. The speaker will be Geoff Diehl, Candidate for 7th Plymouth District State Representative, covering Abington, Whitman and East

Whitman Finance Committee, former member of the Whitman By-Law Review Committee, and an Eagle Scout. In addition, Diehl is responsible for the Restoration of Whitman's Historic Toll House Sign.

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

If you would like to attend this meeting, please contact Lisa at the Chamber, 508.586.0500 x 225, or register online at www.metroouthchamber.com/register.html. The cost is \$5 for members and \$10 for non-members and includes lunch.

Chamber Advocates for Education, Training

The United States Must Better Educate and Train American Workers for 21st Century Jobs.

If companies are to compete and win in a worldwide economy, they will need well educated and well-trained workers. Our nation's education system is falling short. 30% of U.S. students fail to graduate from high school in four years (U.S. Department of Education). Many of those who do graduate from high school are often unprepared for postsecondary education or the modern workforce. Once first in the world, the U.S. now ranks 10th in the percentage of young adults with a college degree.

If U.S. Workers Are to Compete and Win, Our Education and Training System Must Improve

The commitment to workers dislocated by changes in the global economy must be addressed - America's national employment and training system must include: a strong business presence at the local level; effective coordination by federal and state officials to streamline overlapping programs; and outreach to businesses to determine the skills needed by

new employees.

The Elementary and Secondary Education Act, formerly known as the No Child Left Behind Act, which holds schools accountable, must be strengthened and reauthorized to ensure better teaching, higher standards, better data for evaluation, and more innovation in our classrooms.

The Chamber's Institute for a Competitive Workforce (ICW) will push for major advances in education, for early childhood through postsecondary, and job training:

- America needs to change the way it trains, pays, and evaluates teachers. Pay for performance and incentive pay should be the rule.
- The bureaucratic culture that stifles learning in many public schools should be replaced with a spirit of innovation through programs such as expanded learning time, early enrollment of high schoolers in college level courses, online learning, and high-quality charter schools.
- Education does not end upon graduation, and employees of all ages who receive ongoing training will be more productive and successful.

Boston Family Hair Care Celebrates 25th Year on June 21



Ellen McCormack, Owner of the Salon



Boston Family Hair Care



Ellen McCormack and Lucille Blair, long time customer

Boston Family Hair Care

793 Crescent Street, Brockton, MA 02302

Phone: 508-584-8860 Email: bostonfamilyhaircare@verizon.net

"We've done our best when our customers look their best" say owners Ellen and Tom McCormack, when talking about their talented staff and scores of faithful customers. "We've watched children who came to the salon for their first hair cut in 1986 grow into wonderful parents who now bring their own children...a few who first came as teens are now bringing their grandchildren." As diverse as the community it serves, Boston Family Hair Care takes great pride in knowing it has been meeting the hair care needs of everyone who walks through the door for almost a quarter of a century.

Disaster Assistance Loans - Due May 28

Disaster Assistance Loans are available to businesses and non-profits for up to \$2 million to repair or replace disaster damaged real estate, equipment, inventory, and other business assets. Contact SBA for more information, 800-659-2955, email disastercustomerservice@sba.gov or visit www.sba.gov/services/disasterassistance. Loans are also available for homeowners. Register with FEMA by calling 800-621-FEMA (3362). Visit the Lakeville Library, 4 Precinct Street, 10am-6pm, 7 days a week for answers to disaster questions, information about state/fema programs, help with completing paperwork and rebuilding tips and advice.

Alpine Holiday In Germany & Austria



Visit the Christmas Markets with the Chamber
November 30 - December 7, 2010
\$2,199 per person

Visit Innsbruck, Golden Roof, Munich, Getreidegasse (Mozart's birthplace) Oberammergau, Salzburg and the Christmas Markets for 8 days with the Metro South Chamber of Commerce and Collette Vacations.

See the Alpine Alps, Maria Theresienstrasse, the Hofburg, Marienplatz, the Glockenspie, Olympic Park, the Neuschwanstein Castle, Wies Church, Mirabell Gardens, and more.

INFO SESSION:
Wednesday, May 26
5:30 pm - 6:30 pm
W. Bridgewater Library,
80 Howard Street

Price includes round trip air from Logan Airport, hotel transfers, air taxes and fees/surcharges, and 6 breakfasts and 4 dinners.

For more information or to RSVP for the Info Session, contact Lisa Keene at 508.586.0500 x 225, or visit www.metroouthchamber.com.

SBA Fee-Relief & Low Interest Rate Loans Workshop

Wednesday, May 12, 8:00 am - 10:00 am - At Small Biz Expo

Attend a free workshop on SBA Fee-Relief and Low-Interest Rate Loans with Coastal Community Capital on Wednesday, May 12 prior to the Chamber Small Business Expo at the Shaw's Center, Brockton, 8:00 am - 10:00 am.



Since the implementation of the Stimulus Act, Coastal Community Capital has utilized programs under the Act to provide millions of dollars per month in loans to the region's small businesses. These loans are provided in partnership with the US Small Business Administration.

The SBA 504 Loan Program provides long term, low-fixed-rate financing for the acquisition of owner-occupied commercial real estate and equipment, often with only

10% down. The April interest rate was 5.7% fixed for 20 years.

The SBA 7(a) Loan Program provides loan guarantees to lenders making small business loans. The Recovery Act increased the guaranty to 90%.

Learn the options that are available to you for your business. If your bank said no to your commercial loan request, SBA support may help obtain a "YES"!

Presenters will be Beth Curtain, Coastal Community Capital and Matt Ledin, Randolph Savings Bank (invited) and Donna O'Connor, SBA (invited).

RSVP for this workshop by calling Kim at 508.586.0500 x 231. For more information, call Marcia at 508-362-3367 or visit www.coastalcommunitycapital.org.

China Trip Draws Praise, Second Trip Offered

October 11-19, 2010 • Visit the World Expo in Shanghai!
LAST CHANCE: SAVE \$100 BEFORE MAY 12

Recent Chamber of Commerce Testimonial

"..Your tour guides were exceptional, and the flow of activities perfectly laid out. Our rooms were fantastic..Our guests on the trip gave testimonials all saying they had a wonderful time. We even had one person on the trip who is now interested in doing business in China.. Everyone, without exception, was impressed and excited about the experience. I first want to thank you and your China crew for an outstanding experience. Secondly, I would like to schedule a second trip!"



Alison van Dam, Chamber Communications Director, led a recent info session at the Brockton Garden Show

9 Days All Inclusive, Only \$1,999 per person

After a successful trip last year, The Metro South Chamber of Commerce is chartering an all inclusive travel trip to Beijing, Shanghai, Suzhou, & Hangzhou, China.

The nine-day, seven-night trip runs from October 11 to October 19, 2010. The trip is priced at **\$1,999** per person and includes bus transportation to and from John F. Kennedy International Airport, round-trip international airfare, four and five-star hotel accommodations, all in-country transportation, three meals a day and fluent English-speaking tour guides. Groups registering with a total of 25 will be assigned their own charter bus and travel guide in China. A \$200 deposit is due by May 12. After May 12, the price raises \$100. For more information, itinerary, or to pay your deposit, visit www.metroouthchamber.com/china.html.

Featured attractions include World Expo 2010, the Great Wall of China, Tiananman Square, Temple of Heaven, Forbidden City, Ming Tombs, Yu Garden, Jade Factory, Summer Palace, Tiger Hill, Green Tea Plantation, Chinese Acrobat Show, optional trip to see the Terra Cotta Soldiers and more...

To learn more, contact Alison van Dam at 508.586.0500 x 222 or Lisa Keene at 508.586.0500 x 225.

CHINA

www.metroouthchamber.com/china.html

WORLD EXPO 2010 SHANGHAI CHINA

Since 1927
3rd Generation Family Owned & Operated

HOLMES-McDUFFY FLORISTS, INC

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

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

All Major Credit Cards Accepted...

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

LAMBERT'S
1954 - 2010
Fruit • Flowers • Deli

\$10 OFF Expires 6.30.10
Any Catering Order of \$60 Or More

LET LAMBERT'S CATER YOUR NEXT Graduation, Wedding Shower, Baby Shower, Business Luncheon, Holiday Party, Birthday Party, Confirmation, Communion, or Sports Event. We offer an assortment of hot and cold entrees, deli or salad platters.

For a full menu visit our website at www.lambertsbrockton.com or stop by our store and pickup a menu.

826 Crescent St. • Brockton, Ma • 508-580-2736

Chamber Hosts Speaker of the House Robert DeLeo at Legislative Luncheon

Sponsored By:



Photos by Rich Morgan, www.richmorganphotography.com
Sound by Rob Peters Entertainment
Flowers Donated by Holmes-McDuffy Florists



Speaker of the House, Robert DeLeo



Over 250 people attended the Legislative Luncheon at Bridgewater State College, East Campus Commons



Dana Mohler-Faria, Bridgewater State College; Representative David Flynn; Scott Sanborn, Chamber Chair; Robert Creedon, Plymouth County Clerk of Courts; Representative Geraldine Creedon; Representative Louis Kafka; Speaker of the House Robert DeLeo; Linda Balzotti, Mayor of Brockton; Representative Michael Brady; John Buckley, Registrar of Deeds; Charlie Wall, Massasoit Community College; Representative Allen McCarthy; Christopher Cooney, Chamber President & CEO; Senator Thomas Kennedy



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



Linda Balzotti, Mayor of Brockton; Ray Ledoux, Chamber Past Chair, Colleen Corona, Easton Selectman



Charles Wall, President of Massasoit Community College and Dana Mohler-Faria, President of Bridgewater State College; event sponsors



Sue Joss, Brockton Neighborhood Health Center speaks with Speaker DeLeo



Scott Sanborn, Chamber Chair of the Board

If you have your money in a bank that's "too big to fail," here's your wake-up call.



With almost 3 million foreclosures, 20% of mortgages underwater, and nearly 15 million people unemployed, the problems created by some huge financial institutions that are "too big to fail" are still with us.

At HarborOne, we've always acted responsibly and always done the right thing – for our customers and the communities we serve.

Isn't it time to make the change to HarborOne? After all, leaving your hard earned money in a place that's "too big to fail" might be alarming.



1.800.244.7592/www.harborone.com

OFFICES IN Abington • Attleboro • Bridgewater • Brockton • Canton • Easton • Mansfield • Middleborough • Plymouth • Randolph • Raynham • LOAN OFFICE IN Centerville

This credit union is federally insured by the National Credit Union Administration. Excess insurance provided by MSIC.







BROCKTON HIGHER EDUCATION COLLABORATIVE PARTNERS

The Honorable Linda Balzotti, Mayor City of Brockton
 Dr. Charles Wall, Massasoit Community College
 Dr. J. Lynn Griesemer, UMass Donahue Institute
 Christopher Cooney, Metro South Chamber of Commerce

Bridgewater State College • Brockton 21st Century • Brockton Area Transit • Brockton Area Workforce Investment Board • CareerWorks • City of Brockton • Curry College • Massasoit Community College • Metro South Chamber of Commerce • Old Colony Planning Council • Southeastern Technical Institute • Stonehill College • TERI College Access • The University of Massachusetts at Boston • The University of Massachusetts at Dartmouth • UMass Donahue Institute

Connecting to College and Careers



"The business, economic development and higher education partnership creates an economic engine for the region and supports the region's adults and high school graduates to enhance their qualifications and career opportunities."

Mayor Linda Balzotti,
City of Brockton



"Bridgewater State College is forging deep and lasting partnerships with Brockton and the region to educate a new generation of leaders and to be an engine of positive socio-economic change."

President Dana Mohler-Faria,
Bridgewater State College



"Acquiring new skills and credentials through a certificate or degree program at Curry College allows our students and graduates to improve their marketability and increase their earning potential."

President Kenneth K. Quigley,
Curry College



"Massasoit is the vital link between the educational objectives of the citizens living in the Metro South area and the needs of the business community."

President Charles Wall,
Massasoit Community College

The Brockton Higher Education Collaborative, under the direction of Mayor Linda Balzotti, strives to increase college and career opportunities for the constituents of Brockton and the Metro South Region.

Business, economic development, transportation, career and workforce development leaders join the Region's higher education institutions to help adults and youth change their lives by promoting "going to college" and expanding their careers.

"Connecting to College and Careers" contains information about the higher education institutions in the Region and contains valuable information to help make college and career choices.

Certificate programs, professional development workshops and preparatory courses are offered in downtown Brockton at three locations through the strong commitment of: CareerWorks, the Metro South Chamber of Commerce and City Hall.

Special information gathering sessions will be held in June at the Metro South Chamber of Commerce to hear your needs, and in the fall, workshops will be offered to assist with making college and career decisions.

We are here to help you! Please take the time to contact the Collaborative. Good luck as you map your path "Connecting to College and Careers".

"Stonehill College believes in partnerships with the local community. Our students, faculty and staff engage our neighbors often and in many varied ways. We believe both we and the community are enriched."



Reverend Mark Cregan,
President, Stonehill College

The University of Massachusetts promotes continued prosperity for the region, its business community and its constituents with a strong commitment of the UMass system through the Donahue Institute, CareerWorks, UMass Boston and UMass Dartmouth."



President Jack M. Wilson,
University of Massachusetts

"The University of Massachusetts at Boston supports the region and its citizens to achieve success in college and careers, promote research and development, and serve as a resource for our knowledge-based economy."










Chancellor Keith J. Motley,
University of Massachusetts Boston

"The University of Massachusetts Dartmouth is committed to excellence through instructional programs, research and service to the community. We play a major role in the economic life of the region."



Chancellor Jean MacCormack,
University of Massachusetts Dartmouth

Juniors & Seniors : Plan Your College Career

June	July	August	September	October	November	December	January	February	March	April	May
<p>Take SAT I and SAT II tests if pre-registered</p> <p>Talk to advisor - Make sure you are still on track to graduate</p> 	<p>Participate in a summer program, internship or college prep program</p> <p>Request applications from organizations that sponsor scholarships</p>	<p>Talk to parents about college suggestions</p> <p>Request college catalogues, applications and financial aid information online</p> <p>Visit college campuses</p> 	<p>Visit college campuses on "top ten" list</p> <p>Ask teachers for letters of recommendation - Provide copies of forms</p> 	<p>Meet with guidance counselor or college advisor to plan courses and evaluate transcript</p> <p>Take SAT I, SAT II, Subject Tests, ACT if pre-registered</p>	<p>Write draft of college essay - Ask teachers to review and make comments</p> <p>Narrow college applications to six to eight colleges</p>	<p>Research potential scholarships, grants and loans</p> <p>Complete final draft of college essay</p> <p>Remind teachers to complete and submit their letters of recommendation</p> <p>Make copies of FAFSA and scholarship application forms</p> 	<p>Complete and submit the FAFSA as soon after January 1 as possible</p> <p>Check college application deadlines</p> 	<p>Complete individual college financial aid forms</p>	<p>Schedule college interviews</p> 	<p>College acceptance and rejection letters begin to arrive</p>	<p>Inform college about your decision to accept or reject Admission Offer</p> <p>GRADUATION!</p> 

Reprinted with permission from the National Association for College, Admission Counseling. 2009

- www.act.org - American College Testing program that provides monthly newsletters and tips for college-bound students and their parents
- www.collegeispossible.org - Coalition of America's Colleges and Universities provides information on how to choose and pay for college
- www.college.gov - US Department of Education - Provides important information and a road map through the college planning process - Includes good articles and advice for students and parents.
- www.connectsemass.org - CONNECT goals: To improve the quality, accessibility and affordability of higher education - To advance the economic, educational and cultural life of Southeastern Massachusetts.
- www.fafsa4castered.gov - Federal student financial aid

- information & assistance in completing the FAFSA aid form.
- www.firsinthefamily.org - Straight-up, practical advice from first-generation students who have made it to college.
- www.knowhow2go.org - American Council on Education - Focus on assisting students and parents in the college application process.
- www.yesican.gov/secondary/index.html - White House Initiative on Educational Excellence for Hispanic Americans - Contains information on preparing for and paying for college.
- www.collegeboard.com - The College Board - Helps con-

Useful Websites

- nect students to college information.
- www.nacacnet.org - National Association for College Admission Counseling - Great newsletters and resources for parents and students. Newsletter "Steps to College" - English and Spanish Guides for parents
- www.princetonreview.com - Loads of information on selecting schools - Advice on how to fill out applications - Scholarship information and college/university rankings.
- www.schoolsuccessinfo.org - Lots of information for parents on how to help your son or daughter as they search for the right college or educational program
- www.ribghe.org - Information on colleges and universities

- in Rhode Island - Financial aid and scholarship information - French, Spanish, Portuguese, English college application information.
 - www.mycollegeoptions.com - College Search site that helps find the school that is the best match for you. Resources for parents, too!
 - readysetgotocollege.com - MA Department of Education - Sites encourages more high school and middle school students to think about attending college.
 - www.students.gov - Lots of good information about financial aid and federal and local programs to help students get ready to attend college.
- Reprinted with permission from the National Association for College Admission Counseling, 2009.

Chamber Increases Online Communications

Book for Business & New Member Guide Now Online!



2010 Book for Business

New Member Guide

The Chamber has posted the 2010 Book for Business and New Member Guide on the website through Issuu, a powerful publication site with a dynamic library. Visitors can now flip through pages of Chamber publications with ease in an interactive book format, as well as comment on and download the documents.

The Book for Business is a 100 page full color Member Directory and Resource Guide, featuring area dining, lodging, public golf courses, recreation, legislative leaders, community demographics, a map of the region and more. To view the directory, visit www.metroouthchamber.com/b4b.html.

The Communications Department at the Chamber has also recently redesigned the Membership Benefits Guide. The new guide consists of five tabs: opportunities, benefits, divisions, resources, and f.a.q.'s. If you are interested in learning more about the benefits of Chamber membership, visit www.metroouthchamber.com/benefits.html.

For more information on any Chamber publication, including advertising and inclusion, please contact Alison van Dam at 508.586.0500 x 222 or email avandam@metroouthchamber.com.

Marketing in Tough Economic Times Workshop

Wednesday, June 9, 2010, 9:00 am - 10:30 am

Crescent Credit Union, 115 Commercial Street, Brockton

Times are tough. But this is not the time to just cut your marketing efforts and budget. Learn low cost ways to actually increase your market penetration and sales revenue at this FREE workshop. The presenter will be Dr. Cliff Robbins, a visiting lecturer at UMASS Dartmouth, A Senior Business Advisor and a battle scarred veteran of growing, marketing and selling his own business.

Registration will begin at 8:30 am with the program running from 9:00 am - 10:30 am at Crescent Credit Union, 115 Commercial Street, Brockton. Parking is limited, so please arrive early and park on the perimeter of the lot. To register, please visit the MSBDC website at www.msbdc.org/semass and click on Event Calendar or call Tammi or Alison at the MSBDC office at 508.673.9783.

The Massachusetts Small Business Development Center-Southeast Regional office (MSBDC) provides free, high-quality, in-depth advising, training and capital access which contribute to the entrepreneurial growth of small business throughout Massachusetts. Our services are delivered through a network of skilled professional staff supported by a federal, state and higher education consortium as well as several partnerships.

Immigration is Essential to a Globally Competitive Workforce

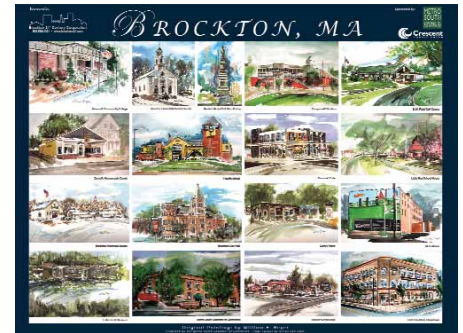
While maintaining a flexible, well-trained workforce, immigration must remain an integral part of our economic equation if we are to remain globally competitive.

The ability of U.S. business to access future workers is essential to ensuring continued global competitiveness and job creation here in the United States, examples of this are the expansions of both temporary and permanent visa programs, such as the H-2B, H-1B & L-1 visa programs.

America must have a comprehensive, rational, and balanced immigration policy that includes a guest worker program and provides a pathway to legal status for undocumented workers. It is also imperative that government work with businesses to create an employment verification system that is fast, accurate, reliable, and fair. Because no federal policy has been adopted, state and local governments are adopting a patchwork of contradictory immigration rules and regulations which are often impossible for businesses to comply with.

New Brockton Map Released; Artist Signing June 4

*Limited Edition Features Work by Local Artist Bill Beyer
June 4 Artist Signing at Gourmet Cafe, 11 am - 2 pm*



The Metro South Chamber has designed and produced a new street map of Brockton.

The new Brockton map features street listings, libraries, hospitals, schools, police stations, post offices, and more. Advertisers include Old Colony YMCA, Good Samaritan Medical Center, Lincoln Tech, Awon's Tire & Auto Center, Old Colony Elder Services, Career Works, Little Lambs Christian Learning Center, Sign Design and 21st Century Corporation.

The reverse side of the map features landmarks of Brockton painted by local artist Bill Beyer. Bill Beyer has won many national awards, including the Grumbacher-Kol-I-Noor Award, and he has been nominated Elder-prenuer of 1996 by the John Hancock Company in Boston. In addition he has exhibited his work in a one-man show "In Retrospect" at the Milton Art Museum. For more information on Bill Beyer, visit billbeyeripaint.com

The Chamber receives numerous requests from new arrivals, tourists

and businesses for maps of the area. Designed by Alison van Dam and printed by Hanson Printing, the new maps are a colorful, high quality product to distribute to the community.

The Chamber will be producing more maps in the fall. Businesses interested in advertising in the next round of maps can contact Alison at 508.586.0500 x 222 or email avandam@metroouthchamber.com.

Visit the Metro South Chamber to pick up your copy of the Brockton map at 60 School Street, across from City Hall.

There will be a map release celebration and artist signing with Bill Beyer on June 4 at Gourmet Cafe, 245 Main Street, Brockton between the hours of 11 am - 2 pm. This event is being co-sponsored by Crescent Credit Union, Renaissance Credit Card and Paybiz. Stop by to pick up your map, have it signed, and enjoy refreshments. RSVP is strongly encouraged but walk-ins are welcome. Contact Kim Prosper at 508.586.0500 x 231.

RS&H, A Firm Serving NASA, Opens in Brockton



David Sweeney, RS&H Senior Vice President of Transportation and Public Infrastructure; Christopher Cooney, Chamber President & CEO; John Gerrish, RS&H Boston Office Leader, Brockton Mayor Linda Balzotti; Darold Cole, RS&H Senior Vice President of Aerospace and Defense; Ron Ratliff, Executive Vice President of Corporate Projects.

RS&H, located at 1324 Belmont Street, Suite 101, Brockton in the Office24 Plaza

Reynolds, Smith & Hills Inc. (RS&H), a national architectural engineering and planning firm, recently celebrated the opening of their 35th office in Brockton with a Ribbon Cutting Ceremony. RS&H Executives from across the country were in attendance as well as Brockton Mayor Linda Balzotti. RS&H has been serving NASA since the Apollo project in the 1960s. The Brockton office will primarily serve NASA by providing electrical expertise to support the Arius 1 space-vehicle mobile launcher as part of the constellation program replacing the shuttle program. The office will also be working with the Department of Defense, Bridgewater State College, the Army Corps of Engineers and the Massachusetts highway department. For more information, contact John Gerrish at 508-583-2091 or visit www.rsandh.com.

RENEWING Members Thank You !

Associação Caboverdiana De Brockton, Inc.
AT & T Mobility
Bath Fitter
Boys and Girls Club of Brockton, Inc.
Brian Gibbs
Bridgewater Getty
C. M. Petti Market & Deli
Cancun Mexican Restaurant
Carousel Family Fun Center
Cheryl Hodge-Spencer, DMD
CITSLINC
Edwina Martin House / EMH Recovery INC.
Fitzgerald Appraisals
Good Days Restaurant, Inc.
Gourmet Cafe
Grant Stanton Produce Company, Inc.
Hennessey & MacInnis, Inc.
Irish Cultural Centre of New England
John Corcoran & Company
John DeCosta Jr., Inc. Lock & Security
Judith A. & Richard Clark

Michele's Massage Studio
Modern Auto Body
Montello Heel Manufacturing, Inc.
Motorcars International, Inc.
My Turn, Inc.
National Athletic Training & Fitness Institute
New England Baling Wire, Inc.
Old Colony Elder Services
Old Town Real Estate LLC
On Deck Sports - Promounds, Inc.
Philip Nessralla, Jr., Esq.
R. E. Lyons & Son Fire Equipment Corp
Rogers & Gray Insurance
Sharkansky LLP, CPA's
South Shore Supply
Stonebridge Cafe
The Ockers Company, Inc.
Tufts Health Plan
VHS Transportation Company, Inc.
William M. Callahan Real Estate

WELCOME New Members

Making an Investment in Our Community

Business Marketing Success, Inc.
Mr. Joseph Costantino
2 Thayer Street
Abington, MA 02351
(781) 878-1731
www.businessmarketingsuccess.com
Marketing/Public Relations
Business Consulting Services

Corporation for Public Mangement
Ms. Robin Jones
75 Commerical Street
Brockton, MA 02302
(508) 895-7106
www.partnersforcommunity.org
Employee Assistance Programs

Designers Metalcraft
Mr. Glenn Mueller
530 Spring Street
East Bridgewater, MA 02333
(508) 378-0404
www.designersmetalcraft.com
Metal

Henson Jackson Art Gallery Framery
Ms. Eveline Henson-Jackson
2 Canton Street
Stoughton, MA 02072
(781) 297-5220
Art/Framing

James M. Heller, DMD
Mr. James M. Heller
Williamsburg Square, Suite 110
1350 Belmont Street
Brockton, MA 02301
(508) 584-2500
Dental

McGuiggan's Pub
Ms. Danielle Rosen
546 Washington Street
Whitman, MA 02382
(781) 447-7333
www.mcguigganspub.com
Restaurants

Premium Property Solutions
Ms. Taisha Crayton
992 Bedford Street
Bridgewater, MA 02324
(508) 807-1497
www.premiumpropertysolutions.com
Contractors Specialty

VinonaGroupServicesUSA, LLC
Mr. Andy N. Johnson
109 Manomet Street
Brockton, MA 02301
(508) 584-4499
www.vinonagroup.biz
Health Care

Working Media, Inc.
Mr. John Perry
753 Washington Street #6
Stoughton, MA
(781) 695-2050
www.wmedia.com
Graphic Designers

To Join the Chamber:
Call John,
508.586.0500 x 229 or email
jnesti@metrosouthchamber.com

Join the Chamber In May To Receive . . .

Membership Drive, May 5 & 6

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. 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.

On May 5&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.

JOIN DURING THE MONTH OF MAY TO RECEIVE:

- 1 **FREE** ticket to the Small Business Luncheon and Expo on May 12
 - 1 **FREE** member listing in the Action Report newsletter (distribution of 30,000)
 - **FREE** Mini Member Profile with Photo in the Action Report (see page 12)
 - 2 **FREE** listings in the 2011 Book for Business distributed to 5,000 businesses
 - **FREE** 2010 Member Directory
 - **FREE** set of Membership labels (over 700 businesses)
 - **FREE** listing in Chamber online directory with a hotlink to your website
 - **FREE** admittance to your first 2 Chamber After Hours Networking Event
 - 5 **FREE** 30 second radio spots on WXBR Radio AM 1460
 - **FREE** opportunity to promote your events in the E-Update (3,000 people)
 - Group Health Insurance, Comcast Savings, and Energy Purchasing Program
 - Enrollment Fee Waived
- = **OVER \$1,100.00 IN PROMOTIONAL BENEFITS**
(Base Rate is \$295 + \$5 per full time employee)

For more information or to set up an appointment, contact John Nesti at 508.586.0500 x 229 or email jnesti@metrosouthchamber.com. You can also find more information on our website at www.metroouthchamber.com.

Thank you! . . . To those who have donated prizes for the Membership Drive:

Westgate Hotel and Conference Center, Corporate Gifts Boston, George Washington TOMA, Carousel Family Fun Center of Whitman, Rock Reunion, Revolution Rock Bar & Lounge, Skywalk Observation at Prudential Center, The Medieval Manor, The Steamship Authority, Revolution Rock Bar & Lounge, Puppet Showplace Theatre, Plimoth Plantation, Lucky Strike Lanes, Improv Asylum, Hyatt Regency, Hyatt Harborside at Logan Airport, Hyannis Whale Watcher Cruises, Capt. John Boats, Fundraising Rides, Bella's II Pizzeria, Michele's Massage Studio, Boston MassPass, Aunt Annie's, The Victorian House at TJ Smiths, Living the Dream Auto Care, Cape Cod Railroad, Brockton Symphony Orchestra.

If You are a Chamber Member who would like to participate in the Drive on May 5 or May 6 at Stonehill College Alumni Hall from 8:30 am - 12:00 pm, please contact John Nesti at 508.586.0500 x 229 or email jnesti@metrosouthchamber.com. The day will include complimentary refreshments, prizes and live interviews with Sam Kopper at WAITD 95.9 FM or Ron van Dam at WXBR 1460 AM.

Career Day Connects Students to Business



Over 300 students and 43 businesses participated in the 13th Annual Career Day. Pictured Left: Naquan Escort, BAWIB, Kathy Lynch, Connecting Activities at the Chamber and Sheila Sullivan-Jardim, BAWIB inform students about career paths and internship opportunities.

iComply Informs Chamber About 201 CMR 17.00

iComplyNow recently ran a workshop on 201 CMR 17.00 Compliance. Joe Burns (pictured front left) author of the Essential Guide for 201 CMR 17.00 Compliance presented a practical and cost effective approach for developing business' specific Written Information Security Programs (WISP). The Guide is available for purchase at www.icomplynow.com. For more information, contact Roy Avila (pictured front right) at 888-445-4843.



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

Chamber Participates in Keeping Brockton Beautiful



Alison van Dam, Metro South Chamber, Rosemarie MacPherson, Resident, Fredson Gomes, Self Help, Inc. CDC Division, Anne Marie Belrose, Building a Better Brockton, Linda Balzotti, Mayor of Brockton. Photos by Janet Trask

John Nesti, Metro South Chamber of Commerce. Photo by Nelson Fernandes

More than 900 Brockton residents and business people recently took to the streets to pick up trash as part of the 6th Annual Keep Brockton Beautiful Day. Volunteers covered 50 locations across the city filling hundreds of bags with trash. Following the cleanup, there was a barbeque at Heights Crossing for all those who participated.

BOARDProfile

HR Alternatives



Jane Callahan
Hr Alternatives

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

We offer a one-on-one partnership with small business owners or executives ensuring a uniquely professional, yet practical approach to addressing their concerns and obtaining their desired end result.

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

Our main objective is to assist growing businesses with leadership development and HR strategic planning and compliance.

Please list awards, honors or special recognition your firm has received:

"Outstanding Service & Professionalism Award" from New England Satellite Systems, Inc.

How long have you been a Chamber Board Member?

November, 2009

What is your Chamber involvement?

I was a past Board member from 1998-2002 and a Chamber member since 1994. I have also served as a resource for the HR Hotline.

Address:
335 Grange Park, Bridgewater, MA
Phone: 508-279-1800
Website: www.primaryvisionco.com

Year Established: 1994

Products or services:
HR and management consulting

Number of employees:
Solo

What is your market area?
Massachusetts

What markets do you serve?
Businesses of all sizes, across all industries.

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 May 19, 2010 and June 16, 2010. Contact CareerWorks at 508.513.3400 for further workshop information.

Business Essentials - MemberLed Workshop



Angel Nieves, Aflac;
John Lloyd, OnPoint Coaching



Attend a Chamber Member Led Workshop brought to you by Aflac, American Bookkeeping Solutions, the Law Office of George H. Boerger and OnPoint Coaching. A seminar that is designed for Small Businesses and Entrepreneurs, the "Essentials on Running a Business" will expand your business acumen and assist you with your business endeavors for sustainable development and growth.

This seminar will cover topics such as: Insurance, Financial Management, Business Law and Marketing. Drawing from 50+ years of combined experience,

Angel Nieves, George Boerger, Joe Kameese and John Lloyd will provide the latest in best practices for operating, growing and sustaining a viable business. This seminar will be informative, interactive and should not be missed!

The seminar will be held on Friday, May 14th from 9am-11am at the Business Center at the BAWIB office (top floor), located at 34 School Street, Brockton. For directions, visit www.bawib.org. To register, contact John Lloyd at 617.359.0099 or email info@onpointcoachingservices.com. Sponsored by ChiMark Financial Services, Cushman Insurance and Accutrac payroll Services.

Downtown Brockton Properties to See New Look

Written by Mary Waldron, 21st Century Corporation



Through the U.S. Housing & Urban Development - Community Development Block Grant funding, downtown Brockton will soon see a new look to its buildings. The Façade Improvement Program is strongly supported by Mayor Linda M. Balzotti, downtown Councilors Tom Monahan and Dennis DeNapoli, the Brockton 21st Century Corporation, the Metro South Chamber of Commerce and the Downtown Brockton Association. The program will be seeing some immediate results as the first contract to begin work has been recently executed.



The program can be seen as a success already without spending a single dollar. There have been over 38 applications sent out to the various property owners indicating the faith these businesses have in Brockton. Mayor Balzotti stated, "We have placed applications in my office and building department. We have sent them to the various business associations; the result is many property owners' interest in making improvements to their buildings. There is a waiting list to gain access to funding for this year. The impact these improvements will have on Main Street

will be tremendous."

The physical improvements made will allow businesses to better market their location and products during a tough economic time.

To assist those who might be interested in the program, there is a video presentation of the program and it is placed on the City's website www.ci.brockton.ma.us along with the Brockton 21st Century Corporation's www.brockton21.com. It has also been translated to Portuguese. For those that are YouTube fans, the video

has been placed on YouTube at: www.youtube.com/user/NoNeed2Bragg. **Some other facts:**

- Received 10 applications requesting a total of \$233,000 in matching funds
- Levels of interest amount to an additional \$130,000 in applications
- Anticipated rehabilitation to facades to total \$635,000 in private investment
- Actively seeking more applications

The façade improvement review committee is made up of the following city departments: Building, Planning, Fire and Police. Our other partners are: MassDevelopment, SEED Corporation, BKA Architect and the various business associations. Peter Engels is the contact: Phone: 508-586-0021 or email: pengels@brockton21.com.



Rendition of improvements being sought at 278 Main Street, Brockton



Photo of the completed facade at 278 Main Street, Brockton

Buy Local From These New Chamber of Commerce Members

AJ's Cleaning & Maintenance Corp.

McGuigan's Pub

VinonaGroupServicesUSA, LLC

South Shore Rehabilitation and Skilled Care Center

44 Rosemary Street, Brockton
508-857-2540 • www.ajs-clean.com
Jamie Hallett and Hugo Amado have over 35 years experience cleaning and maintaining office buildings on the south shore. We have a staff of 10 ready to help you in any way. Call us for any cleaning or if you need anything fixed or replaced around the office. Cleaning, painting, repairs, we can do it! For more information, call 508-857-2540 or visit www.ajs-clean.com.

546 Washington Street, Whitman
781-447-7333 • www.mcguigganspub.com
Located in downtown Whitman, McGuigan's Pub is a fashionable, upscale Irish sports pub with a lively bar and dining room. Situated in a completely remodeled 19th century building, the pub's ambiance exudes history and charm. With all the class of a Boston pub, McGuigan's serves a great pub menu in a relaxed, comfortable atmosphere. McGuigan's is a great place to eat, drink, and socialize with family and friends. See page 2 for ribbon cutting information.

109 Manomet Street, Brockton
508-584-4499 • www.vinonagroup.biz
VinonaGroupServicesUSA, LLC is an in-home care and services provider that assists individuals, families and other organizations with care and their services needs. We help our clients lead dignified, independent lifestyles in the comfort and safety of their own homes. We provide services such as cleaning, consultancy, companion, sitter services, transporting clients, caring for pets, assisting in mail, correspondence and payment of bills and more.

115 North Avenue, Rockland
781-878-3308 • www.southshorerehab.com
South Shore Rehab & Skilled Care Center is an owner operated, newly renovated 96 bed center providing both short term and long term care. We are pleased to offer Rockland and the surrounding communities our exceptional service. This is evidenced by out highly qualified, caring staff and comprehensive clinical and rehabilitative capabilities in a comfortable, homelike, and secure setting.

Henson Jackson Art Gallery & Framery

Premium Property Solutions

Business Marketing Success, Inc.

JOIN THE CHAMBER IN MAY

YOUR BUSINESS PROFILE HERE

Join the Chamber During the May Membership Drive!

Call John at 508.586.0500 x 229.

2 Canton Street, Stoughton
781-297-5220 • www.hensonjacksonartgallery.com
We are located in the Track Side Plaza, directly across from Stoughton's commuter rail. We specialize in custom framing and offer a 10% discount to our Chamber members and clients. Henson Jackson art gallery is a minority owned business and is in the process of becoming SOMWBA certified. Contact Eveline at 781-297-5220 or visit www.hensonjacksonartgallery.com for more information.

992 Bedford Street, Bridgewater
508-807-1497 • www.premiumpropertiesolutions.com
We provide first-rate and dependable property preservation services to all of our clients in Massachusetts. From multi-family home renovations to single family landscaping needs, we strive to create and maintain a professional friendly environment that recognizes teamwork and individual contribution while providing opportunities for each employee to grow with our company. The PPS crew is clean, courteous, efficient, and extremely skilled. No job is too big or too small. We always strive for perfection! Call Us Today!

2 Thayer Street, Abington
781-878-1731 • www.businessmarketingsuccess.com
Joe Costantino is a high energy, passionate marketing coach and consultant who helps coaches, consultants and professional service providers develop a step-by-step marketing system to grow their businesses. Since starting in 2003, Joe has worked with hundreds of business owners to revitalize and revamp their businesses. He has helped them discover how to use their hidden assets to develop real-world strategies and lead generation tools that get huge results. Call Joe for a no obligation Marketing Check-up.

Metro South Chamber, 60 School Street, Brockton
508-586-0500 • www.metroouthchamber.com
Join the Chamber during the month of May and your business profile will be displayed here. In addition, you will receive a ticket to the Small Business Luncheon on May 12, 2 free listings in the 2011 Book for Business, a 2010 Book for Business, free set of Mailing labels, free listing in this newsletter, free listing on the Chamber website, free admittance to 2 networking events, 5 30 second radio spots on WXXB 1460, Group Health Insurance, Comcast Savings, Energy Power Purchasing, and more.

BUSINESS EVENTS

May 12 Business Luncheon & EXPO

10:00 am - 3:00 pm

The Shaw's Center

1 Feinberg Way, Brockton

Be a part of this premier venue showcasing products and services from local businesses. The day is packed with events, speakers, and awards. Lunch will be served at noon.

Tickets: \$35 members, \$45 non-members

Please RSVP at 508.586.0500 ext. 231

May 14 Government Affairs

12:00 pm - 1:15 pm

Metro South Chamber of Commerce

60 School Street, Brockton

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

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

Please RSVP at 508.586.0500 ext. 225

May 19 Business After Hours

5:30 pm - 7:30 pm

HarborOne Credit Union

770 Oak Street, Brockton

This is a great networking event in a casual setting. Refreshments will be served. Do not forget your business cards!

Free to Attend

Please RSVP at 508-586.0500 ext. 231

IT'S EASY TO REGISTER!

508-586-0500 x 231 ☎

508-587-1340 📠

E-mail: info@metrosouthchamber.com ✉

Online: www.metroouthchamber.com 🌐

Send reservation and payment to:



Metro South Chamber of Commerce
Sixty School Street

Names of Persons Attending: _____

Events: _____

Company: _____

Phone: _____

REMINDER: We accept VISA, MasterCard and AMEX

May 21 Ribbon Cutting

3:00 pm

McGuigan's Pub

546 Washington Street, Whitman

Enjoy networking, a cold beverage and half-priced appetizers while welcoming a new business to the area.

Free to Attend

No RSVP is required

May 25 Open House

5:30 pm - 7:30 pm

Abington Bank

6 Harrison Avenue, Abington

This is a great networking event in a casual setting. Refreshments will be served. Do not forget your business cards!

Free to Attend

Please RSVP at 508-586.0500 ext. 231

May 26 Germany/Austria Trip Info Session

5:30 pm - 6:30 pm

West Bridgewater Library

80 Howard Street, West Bridgewater

Learn about the trip to visit Innsbruck, Golden Roof, Munich, Oberammergau, Salzburg and the Christmas Markets from November 30-December 7.

Free to Attend

Please RSVP at 508-586.0500 ext. 225