

# Actionreport

May  
2011

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.



Mark Ofstein, page 6



Brian Droukas, page 7



Yedjhana Labady, page 9

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the Enterprise

## Small Business Speaker, Awards, Expo, Luncheon



Stephen Michon,  
FutureWorks

Premier Luncheon Sponsor  
**Bank of America**



Stephen Michon of FutureWorks is slated to speak at the Small Business Awards Luncheon on **Wednesday, May 18, 2011, 12pm** at the **Shaw's Center, Brockton**.

Stephen Michon is Vice President at FutureWorks where he leads strategic planning for regional economic development. Stephen directs several projects for the firm, one of which has been the Fellowship for Regional Sustainable Development, a five-year network of high-level executives of business-civic organizations across the country pursuing growth strategy. He is also directing the City of Portland, OR's economic development strategy, the Talent Dividend Network - a 23 city effort to realize the economic gains of "grow-your-own" talent strategies -- and an evaluation of small business lending strategies in Maine.

Prior to FutureWorks Mr. Michon worked in

Continued on page 7

**Wednesday, May 18, 2011**  
**The Shaw's Center, Brockton**

Business Expo..... 10:00 am - 12:00 pm  
Business Awards..... 12:00 pm - 1:15 pm  
Luncheon

Business Expo..... 1:15 pm - 3:00 pm

**METRO SOUTH 2011 XPO**

For more information on the 2011 Business Expo, see page 2

### Prior Small Business of the Year Recipients

Priso's Market & Steve's Lawn Care, MCG Partners, Heights Crossing, Westgate Lanes, Gindy's Kitchen, Northeast Wholesale Nail & Fastener Supply Co., Duplitrion, Inc., Modern Auto Body, United Furniture, Inc., Robert Sharkansky & Company, CPA

### Prior Entrepreneur of the Year Recipients

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

## Honoring Women; Keynote Speaker, Awards, Expo

**Thursday, June 16, 8:00 am - 11:00 am**



On **Thursday, June 16**, at the **Shaw's Center, Brockton**, the Metro South Chamber of Commerce and HarborOne Credit Union will present the 13th Annual **ATHENA Award** during a special breakfast to an exceptional individual who has achieved excellence in his/her business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

The ATHENA Awards Program was created in 1982 and has expanded to over 500 cities in the United States, Russia, Canada, China, The United Arab Emirates and the United Kingdom. The Metro South Chamber 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.

The featured speaker is Dr. Carol Hardy-Fanta, Director of the Center for Women in Politics and Public Policy at UMass Boston's John W.



Dr. Carol Hardy-Fanta  
Director of the Center of Women in  
Politics & Public Policy, UMass Boston

McCormack Graduate School of Policy and Global Studies. Dr. Hardy-Fanta is a nationally recognized scholar on Latina/o politics and has published widely on the intersection of gender, race and ethnicity in politics and public policy. Her public policy focuses on benchmarking women's economic and political progress.

The **breakfast awards program** will run from **9am-10am** with the **ATHENA Expo** running from **8am-11am**. Tickets are \$25 for members and \$35 for future-members, and expo tables are \$99. To register or to nominate an individual, please contact Kim Prosper, kprosper@metrosouthchamber.com, 508.586.0500 x 231, or visit [www.metroouthchamber.com](http://www.metroouthchamber.com).

Sponsored by:



For information on the ATHENA Expo, see page 2

## Chamber Backs Dog-Track Site for Gaming/Entertainment

*Wampanoag Chairman Addresses Chamber*

The Metro South Chamber of Commerce hosted Wampanoag Chairman Cedric Cromwell last week in Brockton. The meeting follows a recent vote of the Chamber's Board of Directors in support of a gaming/entertainment complex on the site of the former dog-track. "This site has hosted state-regulated gaming for the past forty years. If gaming is to return to Massachusetts, the dog-track site should be a top pick. With more than 600 workers trained in the gaming industry available for re-hire, and the likely addition of a commuter rail station linking it to Boston, the dog-track is a natural site for selection, said Chamber President and CEO Christopher Cooney.

## Chamber Calls on EPA to Allow Greater Use of Regional Facility

*Brockton Regional Advanced Water Reclamation Facility Renovated*  
Regional partners Brockton, Abington and Whitman could be joined by Avon, Easton, East Bridgewater and West Bridgewater to benefit from economies of scale. More than \$100 million dollars has been spent on U.S. Environmental Protection Agency (EPA) ordered

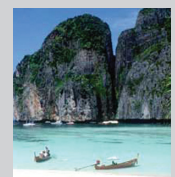
Continued on page 2

## Chamber Offers Trips Abroad

See page 6 for more information



**China**  
**November 1-9, 2011**



**Hong Kong/Thailand**  
**November 1-9, 2011**

## Small Biz Expo Early Bird Rate Extended



Wednesday, May 18, 2011

Expo Sponsored by:



10am - 12pm: Business Expo  
12pm - 1:30pm: Small Business Awards Luncheon  
Featuring Stephen Michon, FutureWorks  
1:30pm - 3pm: Business Expo

Promote your company to prospective clients at the 2011 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 6 and secure an early bird rate of \$259 for members and \$359 for non members. After May 6, the cost of a table will increase to \$299 for members and \$399 for future-members. Price includes 1 lunch ticket. For more information call, Kim Prosper at 508.586.0500 x 231 or email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com). The Expo is free to attend.

**Exhibitors Include:** ABC Specialties, Brockton Area Networking Group, Bank of America, Bath Fitter, Boston Business Journal, Bridgewater Savings Bank, Brockton Area ARC, Comcast, Costco Wholesale #303, Curry College, Duval's Pharmacy Inc., HarborOne Credit Union, Health Services Administrators (HSA), Marathon Commercial Solutions, LLC, Metro South Chamber, Mutual Bank, Owens Corning, Rob Peters Entertainment, Scentsy, SCORE, SEED Corporation, Sign Design, Inc., The Community Bank, Universal Benefit Plans, Inc., Westgate Hotel

## ATHENA Expo Promotes Women Owned Business

Thursday, June 16, 2011

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 2011 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 or email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com).

## Retirement Planning Workshop

Thursday, May 19, 2011, 9:30 am - 11:00 am

Metro South Chamber of Commerce, 60 School Street, Brockton



Whether you are new to the retirement world, deciding when to retire, or wondering how you might set up your retirement plans, it can be confusing and frustrating - the upcoming free workshop on retirement planning will be ideal for anyone with retirement on their mind. Join

look at the options available Hosted by Karen Mckim-Schurga of Proequities, Inc. and Bankers Retirement Solutions along with her guest Larry Webb of Jackson National Life Insurance Company The focus will be on retirement planning. To RSVP or for more information please call Karen Mckim-Schurga at 617-828-9891 or email [karen.mckimschurga@pesmail.com](mailto:karen.mckimschurga@pesmail.com).

Securities offered through ProEquities, Inc. a Registered Broker/Dealer and Member FINRA & SIPC. Insurance Products are offered by and insurance agents are contracted with Bankers Life and Casualty Company. Bankers Retirement Solutions and Bankers Life and Casualty Company are independent of ProEquities, Inc.

us on May 19th for a comprehensive

## Chamber Members Partner for a Cause



Pictured: Marguerite Salvucci, South Coastal Bank, Kirk Small, South Coastal Bank, Andrew Milian, Liberty Mutual, Lois Drukan, Walter May Insurance, Marc Doos, Paychoice, Cheryl Brady, RBC Wealth Management.

South Coastal Bank recently hosted an event to raise money for the Leukemia & Lymphoma Society for Cancer research. The event, featuring raffles, beverages and networking, raised over \$3,700. Andrew Milian of Liberty Mutual has been nominated for the Leukemia & Lymphoma Society Man of the Year 2011. For more information, call Andrew at 781-740-1920 x 54564.

SAGE BROUSSEAU | PHOTOGRAPHY  
SAGEBROUSSEAU.COM 617.653.2253

## Business After Hours at BAWIB

Thursday, May 12, 2011

Please join us on May 12 from 5:30 pm - 7:30 pm for a Chamber Business After Hours networking event at Brockton Area Workforce Investment Board (BAWIB) located at 34 School Street, 2nd Floor, Brockton

BAWIB is a business-led, policy-setting board that oversees workforce development initiatives in our ten-community region. BAWIB works with employers to bring training resources to the region and to foster collabora-



tions for regional priorities.

This event is \$5 for members and \$15 for future-members and includes food provided by **Burrito Wraps**, Brockton. Register by calling Kim at 508.586.0500 x 231, or email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com). As always, don't forget your business cards!

## Join the Chamber at Abington Bank Open House

Tuesday, May 24, 5:30 pm - 7:30 pm, Abington



Join the Chamber for an Open House at Abington Bank, 6 Harrison Avenue, Abington on May 24 from 5:30 pm - 7:30 pm.



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](http://www.theabingtonbank.com).

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

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](mailto:kprosper@metrosouthchamber.com).

## MSBDC Marketing Workshop at the Chamber

Leave Your Competition in the Dust!

Tuesday, May 24, 2011

8:30 a.m. Registration, Workshop 9:00 a.m. - 11:00 a.m.

Metro South Chamber of Commerce, 60 School Street, Brockton



Times are tough. But this is not the time to cut your marketing efforts and budget. Come and learn low cost ways to actually increase your market penetration and sales revenue at this FREE workshop. We will be discussing marketing and sales tactics including: branding, promotion, pricing, networking and e-tools.

For Registration contact Alison Moriarty at the MSBDC @ 508-673-9783 or register online @ [www.msbdc.org/semass](http://www.msbdc.org/semass) under Event Calendar.

## Chamber Calls on EPA (continued from page 1)

upgrades to the facility within the past few years. The facility is recognized as state-of-the-art, operating as a model for regions of similar size throughout the country. "Greater use of this facility is a smart business decision and a sustainable green choice for our region and communities, said Chamber President and CEO Christopher Cooney. "Our businesses and residents should not be forced to build and pay for redundant, costly smaller versions of what we already have here within reach", said Chamber Chairman, Peter

Neville, CEO of Concord Foods. More than \$1 million dollars has been spent on numerous studies by local communities to explore building redundant smaller local wastewater facilities because of dated U.S. EPA limits on the regional facility. State allowances on the facility are greater but have yet to be adopted by the U.S. EPA. The Chamber urges the EPA to permit this facility to accommodate the pent up demand. It is for the health of all our citizens and the benefit of the Brockton area communities.



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

Chair of the Board  
**Peter Neville**  
Concord Foods

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

Chair-Elect  
**William Morse**  
Mutual Bank

Treasurer  
**David Orloff**  
Sharkansky & Co., LLP, CPA's

Vice Chair Community Affairs  
**Andrea Papadopoulos**  
Arista Associates, Inc.

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

Vice Chair Government Affairs  
**Susan Joss**  
Brockton Neighborhood Health Center

Vice Chair Membership Development  
**Patricia Williams**  
HarborOne Credit Union

Immediate Past Chair  
**Scott Sanborn**  
TD Bank

**CHAMBER STAFF**

**Christopher Cooney**  
President and CEO x 223

**Lisa Keene**  
Business Development x 225

**Kathleen Lynch**  
Connecting Activities - Internships x 227

**John Nesti**  
Member Services x 229

**DIRECTORS**

**Jane Callahan** - HR Alternatives

**Richard Colon** - Verizon Communications

**John Costa** - Backstage Hardware  
& Theatre Supply

**Loretta DeGrazia** - East Coast Petroleum

**Peter Dello Russo** - Bridgewater Savings Bank

**Anne DeMinico** - St. Joseph Manor

**Francis Dillon** - Stonehill College

**Jeffrey Dukess** - Frenette & Dukess, PC

**Sheila Gonzalez** - Bank of America

**Steve Hall** - National Grid

**John McGovern** - Rodman & Rodman,  
PC, CPA's

**Edward Minnock** -  
Bridgewater State University

**Jim Murphy** - Wheatstone Engineering  
& Consulting, Inc.

**Gerald Nadeau** - Rockland Trust Company

**Bill Scanlon** - Community Newspapers  
(The Enterprise)

**Andrew Schwartz**  
Law Office of Andrew H. Schwartz, LLC

**Larry Siskind** -  
Siskind and Siskind Attorneys at Law

**Art Sullivan** - Consultant

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

*Newsletter Designed by  
Alison van Dam*

## Networking at Events

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

## MAY Calendar

<b>4</b>	<b>Membership Drive</b> Merkert Tracy Hall, Stonehill College, Easton	8:30 am
<b>9</b>	<b>China &amp; Hong Kong Trips Info Session</b> Country Inn & Suites, 50 Christy's Drive, Brockton	12:00 pm
<b>10</b>	<b>Executive Board Meeting</b>	3:00 pm
<b>11</b>	<b>LinkedIn and Facebook Workshop</b> Crescent Credit Union, 115 Commercial Street, Brockton	9:00 am
<b>12</b>	<b>Business After Hours at BAWIB</b> 34 School Street, Brockton	5:30 pm
<b>13</b>	<b>Government Affairs</b>	12:00 pm
<b>18</b>	<b>Small Business Awards &amp; EXPO</b> The Shaw's Center, 1 Feinberg Way, Brockton	10:00 am
<b>19</b>	<b>Retirement Planning Workshop</b>	9:30 am
<b>19</b>	<b>Celebrating Small Business</b> Rockland Holiday Inn	5:30 pm
<b>24</b>	<b>Leave Your Competition in the Dust</b>	8:30 am
<b>24</b>	<b>Open House at Abington Bank</b> 6 Harrison Avenue, Abington	5:30 pm
<b>25</b>	<b>Board Meeting</b>	12:00 pm
<b>30</b>	<b>Memorial Day - Chamber Closed</b>	

## Coming Up June

<b>1</b>	<b>Ambassador Meeting</b>	8:00 am
<b>2</b>	<b>Google 101 and Google Adwords</b>	9:00 am
<b>3</b>	<b>Connecting Your Business to the Commonwealth</b>	9:00 am
<b>8</b>	<b>Tweets &amp; Blogs Workshop</b> Crescent Credit Union, 115 Commercial Street, Brockton	9:00 am
<b>10</b>	<b>Government Affairs</b>	12:00 pm
<b>16</b>	<b>ATHENA Awards Program &amp; EXPO</b> Shaw's Center, 1 Feinberg Way, Brockton	8:00 am



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

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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.

**METRO SOUTH BAC**  
Business Assistance Center

**Need Help Starting Your Business?**  
**Searching for Money to Start Your Business?**

The Metro South Business Assistance Center (BAC), a partnership of over twenty organizations, is a high-tech, one-stop business resource center that offers counseling, technical assistance, and financing to potential, existing and expanding businesses.

**FREE services offered**

- Business Related Software
- Comprehensive Reference Library
- Professional Counseling (by appt.)
- Access to Computers & Online Resource
- Informational & Instructional Videos
- Workshops & Seminars (fees may apply)

**Premier Sponsor:**

**Located at 60 School Street, Brockton, in the Chamber Building. Call 508.586.0500**

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!

### Bike Week, Running from May 14-May 20

Municipalities throughout the Commonwealth, in conjunction with MassDOT and MassBike will be holding events to promote biking. Travis Cycles, Kids Road Races, the Old Colony Planning Council and the City of Brockton are hosting a kick-off event on Saturday, May 14th at D.W. Field Park, located on Oak Street. Beginning at 10 a.m., the activities will include: a group ride for all ages and riding skills; a time trial for those who like to race; and a bunny-hop competition for the truly adventurous. Participants and volunteers are needed for the May 14th event. For more information or to volunteer, contact Stephanie Danielson at (774) 826-759.

### Irish Cultural Centre Irish Economic Forum

The economy of Ireland has transformed over the last 10 years from a roaring economic boom, known as the Celtic Tiger, to a large financial crisis in 2008 with high unemployment and a devastating banking crisis. As Ireland pulls out of its recession there are still many questions to be answered. Please join us on Thursday, May 12 at 5:30pm at ICC to hear more about the political, economic, business and social climate of Ireland today. Opening remarks: Consulate General Michael Loneragan. Panelists: David Lynch -When the Luck of the Irish Ran Out, Author and Journalist. Eddie Goodwin - Enterprise Ireland, Manager Boston Office. Kevin Cullen - Boston Globe, Journalist. Conor McGauran - Industrial Development Authority (IDA), VP Life Sciences & Food. Begins at 5:30pm. Complimentary entry to ICC Members\*\*\$10 General Admission. Space is limited, please RSVP to [jryan@irishculture.org](mailto:jryan@irishculture.org) or call the ICC at 781-821-8291.

### Brockton Community Blood Drive

Brockton Community Blood Drive sponsored by Your Local Office. Monday, May 16, 8am-1pm at Mulligan's Pub, 214 Main Street. For appointment call 1-800-RED CROSS or visit [www.redcrossblood.org](http://www.redcrossblood.org). All presenting donors in May will receive a coupon for a free WHOPPER Small Value Meal from Burger King. Make your appointment today!

### Boston Haitian Honors

Boston Haitian Reporter presents the first annual Boston Haitian Honors, May 12, 2011. For more information, call 617-436-1222 x 22 or visit [www.bostonhaitian.com](http://www.bostonhaitian.com).

### Canina Named President of Rox

The Brockton Rox of the Can-Am League announced that Michael Canina has been named the club's president. Canina was also named the president of The Shaw's Center, the 15,000 square-foot catering and banquet facility adjoining Campanelli Stadium. Previously, Canina had been the executive vice president of the Brockton Rox and The Shaw's Center since 2005, overseeing a baseball club that welcomes more than 100,000 fans per season. In 2003, Canina was recruited by Brockton Professional Baseball's management team to help build The Shaw's Center, directing the facility's catering company and overseeing the Campanelli Stadium food and beverage operation. Single-game tickets for all 54 home games of the Brockton Rox 2011 season are now on sale at [brocktonrox.com](http://brocktonrox.com) or by calling (508) 559-7000. Prices for Superbox seats \$15, Box \$9.50, Reserved \$7.50 and Grandstand \$5.

### Bridgewater Savings Bank Homebuyer Grants

Bridgewater Savings Bank is pleased to announce that the Bank has successfully applied and been approved to offer a limited number of grants for qualified first-time home-

buyers as part of the 2011 Equity Builder Program. The program is funded by the Federal Home Loan Bank of Boston. The grants, in amounts of up to \$10,000 per household, can be used to help cover closing costs, down payments and homebuyer counseling, and are available on a first-come, first-served basis. Eligibility is determined based upon household incomes that are at or below 80 percent of the area's median income. The grants will be forgiven over the first five years of mortgage repayment. Interested buyers should act soon. For more information homebuyers are encouraged to visit a Bridgewater Savings Bank branch.

### Home Health & Child Care Fun Day

Sunday, June 26: Home Health & Child Care Services 1st Annual Community Fun Day. The event will begin with a lunch of burgers, hotdogs, baked beans, salads, desserts and drinks. Throughout the afternoon there will be raffles, a silent auction, games and activities for children (plus a few surprises) and music provided by "Boston Sound". 12-4pm at the Brockton VFW, 238 N. Quincy Street. Advance tickets- \$10 adult, \$5 children. At the door- \$12 adult, \$5.50 children. Call 508-436-6060, or email [fundraiser@hhcc.org](mailto:fundraiser@hhcc.org).

### Einstein Company Moves to Bridgewater

The Einstein Company, a major property management firm with headquarters in Fitchburg has leased space in the Bridgewater Industrial Park. The deal was brokered by Tom Rudolph of Conway Commercial. The park is on East Street, just off Rte. 104 and near an exit to Rte. 495. The space is 1,750 square feet, and includes some outside storage. One of Einstein's larger accounts is Sovereign Bank. "It's the perfect location for us to expand our South Shore and Cape Cod operations," said Dick Rogers, the operations manager for Einstein Company, which has another facility in Milford, N.H. The lease was arranged for the owner by Marotta Corporation of Bridgewater by Conway's Rudolph and Adrienne Kravitz of Capital Realty Partners.

### Free Homebuyer Seminar

Tuesday, May 10: Free Homebuyer Seminar at Bridgewater State University, Burnell School Cafeteria, 6-7:30 pm. RSVP events@bridgewatercu.com or call 800-897-0343. Please join Bridgewater Credit Union to learn the basics of purchasing or refinancing a home. Learn the difference between renting and buying, shopping for an affordable mortgage, and tips about the mortgage process. We will also be speaking about working with a realtor, applying for a mortgage, the property appraisal and title, and available mortgage programs. Speakers include Maureen Moriarty from Mass Housing, Patricia Cerreto from Keller Williams Realty, Cheryl McCormick from Bridgewater Credit Union, Kris Marshall from First Choice Appraisals, and Attorney at Law Jane Pineau. Light refreshments and a chance to win Red Sox Tickets will be offered at the seminar.

### Grant's Rental Attends ARA Meeting

Brian Grant of Grant's Rental of Bridgewater joined colleagues from the equipment rental industry and American Rental Association (ARA) on Capitol Hill recently to meet with their elected representatives and staff in the U.S. Senate and House on high priority issues within the equipment rental industry. ARA's annual legislative Caucus, held April 11-13, in Washington, D.C., brought together more than 100 ARA members from 35 states

for an intense and successful advocacy session. ARA members, comprised of rental business owners from throughout the United States, held meetings on Capitol Hill with their elected representatives and staff in the U.S. Senate and House of Representatives about key industry issues including estate tax reform and the Surface Transportation Reauthorization Bill. Grant is the owner and president of Grant's Rental, an equipment rental business specializing in construction and Do-It-Yourself equipment rentals.

### Signature Healthcare Offers New Equipment

Signature Healthcare now offers one of the most advanced diagnostic tools for helping physicians reach confident diagnoses and helping patients feel more comfortable during MR scans. The new Optima MR450w system from GE Healthcare has a 70 cm opening (wide-bore) so virtually all patients, especially larger patients, or patients who do not like the feeling of being closed in can feel more at ease during a scan. Unlike many previous wide-bore systems, this system from GE has advanced capabilities and delivers uncompromised image quality. The Optima MR450w system is the first wide-bore scanner in GE Healthcare's long line of MR innovations. For more information, please visit [www.MySignatureCare.org/Imaging](http://www.MySignatureCare.org/Imaging).

### Old Colony Elder Donates to Libraries

Old Colony Elder Services recently donated caregiving books to the libraries in 23 towns the agency serves in the South Shore, Plymouth and Brockton areas. More than one title was donated to provide a greater choice for readers, especially with interlibrary loan available between the individual towns. Through this donation, Old Colony Elder Services' Family Caregiver Support Program celebrates the nation's more than 65 million family caregivers and strives to build greater awareness of the Family Caregiver Support Program and all that it offers. For more information about seminars or to speak with Rochelle Sugarman, call 508-584-1561 ext. 312 or email [Rsugarman@oldcolonyelderservices.org](mailto:Rsugarman@oldcolonyelderservices.org).

### Fran Dillon Re-Elected to Mutual Bank Board

Francis X. Dillon of Raynham has been re-elected to a three-year term on the board of directors of Mutual Bank. In this role, he will help guide the policy and direction for the mutually-owned bank. Dillon is vice president for advancement at Stonehill College in Easton, MA, where he directs the college's development, alumni, communications, and external relations program. He serves on the board of directors of United Way of Greater Plymouth County, and is a director of the Metro South Chamber of Commerce. He is a member of the board of directors of Cardinal Spellman High School in Brockton.

### Good Samaritan Medical Center Awarded

The Commission on Cancer (CoC) of the American College of Surgeons has granted its Outstanding Achievement Award to Good Samaritan Medical Center for its Comprehensive Cancer Program as a result of surveys performed during 2010. Good Samaritan is one of a select group of 90 currently accredited and newly accredited cancer programs across the United States and one of three in Massachusetts to achieve this award from the CoC. Established in 2004, the CoC Outstanding Achievement Award (OAA) is designed to recognize cancer programs that strive for excellence. Good Samaritan Medical Center received all eight available commendations.

### SEED Corp Assists Brockton Businesses

The South Eastern Economic Development

(SEED) Corporation has closed on several small business loans in Brockton. The loans enabled the businesses to start-up, continue operations, expand and create new jobs. SEED Corporation can make small business loans up to \$5.5 million under the SBA 504 Program, and also has \$5 million available for loans up to \$200,000. Recently, New England Baling Wire received a loan of \$442,000 under the SBA 504 Program through SEED for the purchase of their new 14,520 square foot warehouse/industrial building. The expansion will create 3 new jobs. The participating bank was Bank of America. The new facility is located at 140 Manley Street. Owner David Hamburger established the business in 1993, providing wholesale distribution of baling wire, strapping materials and packaging supplies. Visit [www.nebalingwire.com](http://www.nebalingwire.com). Other small businesses recently financed by SEED include: Starr Psychiatric Center, P.C., \$50,000, Belle Epoque Foods, LLC, \$35,000. For more information about the SBA 504 Program and other SEED loan programs, please call 508-822-1020 or visit SEED at [www.seedcorp.com](http://www.seedcorp.com).

### Race Against Hunger

Sunday, May 15: "Race Against Hunger", 5pm at DW Field Park in Brockton. This year's race is a partnership of six Brockton food pantries: Catholic Charities South, The Charity Guild, First Evangelical Lutheran Church, Full Gospel Tabernacle, Lincoln Congregational Church, St. Vincent de Paul Society of St. Edith Stein Church. All will share in the proceeds. Register as a Runner or Walker. Sponsor a Runner or Walker. Make a donation to Race Against Hunger. The race is a 3.5 mile run and a 2.2 mile walk. Visit <http://thecharityguild.org/events/raceagainsthunger.php>.

### Casino Night

Saturday, May 21: Casino night and Texas hold'em tournament at the Irish Cultural Center of New England, 200 New Boston Drive, Canton. 7pm. \$50 per person entry gets you \$1,500 casino play chips. Texas hold'em buy-in is \$150. Prizes awarded for top 3 players. For more info, call 781-821-8291 x 104.

### Massasoit Community College Arts Festival

Sunday, May 22: Massasoit Community College, 900 Randolph St. 3rd Annual Arts Festival, Rain or Shine May 22, 10am-5pm. Open Juried Art Exhibition, Massasoit Students Juried Art Show, Regional High School Juried Art Show, Artist's Speaker, Plein Air & Portrait Artists, Fine Art Crafters, Ceramics Demonstrations, Hands-on Printmaking Activities for the entire family, and Steamroller Printmaking Demo by the Ink Monkeys. This year's theme is "26 Views of the Blue Hills". Live Auction of Hand-made Birdhouses and Bird Prints, Food, Raffles, Children's Activities & More. Visit the Milton Art Museum located in the main entrance lobby, a collection in residence since 2003. For event details, Call for Artists, and Call for Fine Art Crafters, call 781-828-2124 ext. 2124, or visit [www.massasoit.mass.edu/artsfest](http://www.massasoit.mass.edu/artsfest)





## 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.

The next Government Affairs meeting will be held at the Chamber on Friday, May 13 at 12pm. The featured speakers will be State Auditor Suzanne Bump and James DeChene, Manager of the Eastern Region of the U.S. Chamber.



Suzanne Bump



James DeChene

Suzanne Bump is the 25th State Auditor of Massachusetts. Prior to her election, Bump was appointed in 2007 by Governor Deval Patrick as Secretary of the Executive Office of Labor and Workforce Development where she led the reorganization of the Commonwealth's public sector labor relations agencies and established an oversight panel. Prior to that, Bump was a member of the House of Representatives, serving for eight years in the Legislature on the Commerce and Labor Committee, including two as Chairman.

James DeChene is the Manager of the Eastern Region of the U.S. Chamber of

Commerce. He is responsible for legislative and political grassroots strategy in the eleven states included in the region. The mission of the U.S. Chamber's Regional Offices is to develop and maintain legislative, political and grassroots resources for the achievement of the U.S. Chamber's public policy goals.

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](http://www.metroouthchamber.com/register.html). The cost is \$5 for members and \$10 for future-members and includes lunch.

## Brockton's Business Recognition Program

Story by Mary Waldron, Brockton 21st Century Corporation

Councilor Monahan had approached the Brockton 21st Century Corporation about replicating a program that is currently underway in Lawrence Massachusetts. The City recognizes businesses who have invested in their City. The Councilor found out about this program through a search of Massachusetts Cities. The Brockton 21st Century Corporation has involved the rest of the business Associations in Brockton, Campello, Downtown, Montello, Metro South Chamber by meeting quarterly to discuss common needs and topics. Councilor Monahan has asked this group to work with him in nominating names for such monthly recognition. Accompanying this effort, Brockton 21st has been sending out welcoming letters to all of the d/b/a (Doing Business As) filings and providing a copy of the Brockton Business Guide. In the guide it lists contacts to various resources. The Brockton 21st Century Corporation wants to make sure our businesses know that we care about them and make it easier for them to obtain information and assistance. For more information, call 508.586.0500.

## Join the Chamber In May To Receive . . .

### Membership Drive, May 4, Merkert Tracy Hall, Stonehill

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 4, 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 18
- 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)
- Your business highlighted in special email blast to the Chamber's network
- 2 **FREE** listings in the 2012 Book for Business distributed to 5,000 businesses
- **FREE** 2011 Book for Business 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 Events
- 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
- 90 day money back guarantee

= **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](mailto:jnesti@metrosouthchamber.com). You can also find more information on our website at [www.metroouthchamber.com](http://www.metroouthchamber.com).

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

B.C. Tent & Awning, Blue Hills Brewery, Boston Masspass, Brockton ROX, Brown Chiropractic Center, Burrito Wraps, Captain John's Whale Watching & Fishing Tours, Catholic Charities, Christina's Fireside Grille, Concord Foods, Dead of Night Ghost Tours, E.J. Smith Construction, Emily Dickenson Museum Tour Package, Fuller Craft Museum, Good Days Restaurant, HarborOne Credit Union, Harvard Art Museums, Improv Asylum, Irving's Home Center, Mary Kay, MIT Museum, New England Revolution, Peabody Essex Museum, Providence Bruins, Stonehill College, Tastefully Simple, The Institute of Contemporary Art/Boston, The Lyric Stage Company of Boston, The Mary Baker Eddy Library, Universal Benefit Plans, Venus Cafe, WAITD 95.9 FM, Westgate Hotel, WXBR 460 AM, Your Local Office

If You are a Chamber Member who would like to participate in the Drive on May 4 at Stonehill College Merkert Tracy Hall for a morning or afternoon session, please contact John Nesti at 508.586.0500 x 229 or email [jnesti@metrosouthchamber.com](mailto:jnesti@metrosouthchamber.com). The day will include complimentary refreshments, prizes and live interviews with WAITD 95.9 FM and WXBR 1460 AM.

## Celebrating Small Business Event

May 19, 2011, Rockland



To honor Small Business Week, Cape & Plymouth Business

is bringing together in one place expert information to help small businesses grow. The Celebrating Small Business event will be held May 19, 2011, from 1:30 to 5:30 p.m. at the Rockland Holiday Inn in Rockland.

Small businesses are the drivers of our regional economy. After an undeniably challenging period, conditions have clearly turned the corner in Massachusetts and businesses have been refining their models to keep up with the trends faced by all businesses in our region.

Cape & Plymouth Business has developed an exciting program to help small businesses learn how to leverage the new normal and use new tools and techniques to help them better compete and succeed in this new economy.

Industry experts will cover a range of real-world topics, including:

- How best to finance your business (Presented by Rockland Trust)

- Small business marketing tips (Alyssa Dyer, Mint Green Marketing)
- Cracking the code on social media for small business (Corissa St. Laurent, Constant Contact)
- Panel discussion: The Power of Technology - what your business needs to be successful (Presented by Comcast Business Class)

In addition, leading small businesses will be recognized in an awards ceremony. Following the event, there will be a cocktail party and networking reception, sponsored by Rogers & Gray Insurance Agency.

Cape & Plymouth Business' Celebrating Small Business is presented by Rockland Trust, Constant Contact and Comcast Business Class. The event is supported by the Metro South Chamber of Commerce, Plymouth Area Chamber of Commerce and the South Shore Young Professionals.

The cost of this event is \$50, and the first 50 people to register receive a free copy of No Time Marketing by Alyssa S. Dyer. Register online at [www.capeplymouthbusiness.com](http://www.capeplymouthbusiness.com).

To advertise in the Action Report, contact Bonnie Brunetti at the Enterprise: 508-638-5582. Special rates for Chamber members available.

## 2011 Book for Business Available Online!



The Chamber has posted the 2011 Book for Business 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, education, community demographics, a map of the region, member listings and more. To view the directory, visit [metrosouthchamber.com/b4b.html](http://metrosouthchamber.com/b4b.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@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com).

## AMBASSADOR of the Quarter



Mark Ofstein

### Mark Ofstein, Costco Wholesale

120 Stockwell Drive, Avon, MA  
508-232-4000 • [www.costco.com](http://www.costco.com)

Commerce, Quincy - Director of Communications. Northrop Corporation, Norwood - Quality Assurance/Final Audit Supervisor. Thomas Cook Vacations - Customer Service Supervisor. Globetrotters Wholesale Travel - Inventory Specialist. Stream International, Canton- Quality Assurance Department.

#### What is your business?

Costco Wholesale, Marketing Representative. President of Employees Club. Costco is the largest Wholesale Club in the industry, which over 570 warehouses both nationally and internationally. Members enjoy low wholesale prices on brand-name merchandise for home and business, plus fresh bakery, prime and choice meats, produce and deli, 1 hour photo, tire center, optical department, pharmacy and more.

#### How long have you been in this business?

7 1/2 years.

#### Please list your past experience and educational background?

B.S. - Rochester Institute of Technology, Rochester, NY - Graphic Arts and Photography. Thomas Cook Travel School, Cambridge. Computer Tech Institute, Brockton. Clark University Extension, Braintree. Previous employers: South Shore Chamber of

#### How long have you belonged to the Chamber? When did you become an Ambassador?

Chamber Member for 6 1/2 years. Chamber Ambassador for 6 years.

#### How does your Chamber membership work for you?

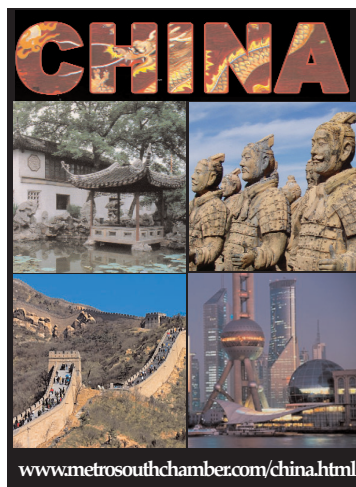
Networking with local business people. Keeping up-to-date on business and legislative matters.

#### What additional community organizations do you belong to, if any?

South Shore Soccer League- Referee for 21 years. New England Sinai-Member of Men's Association.

The Ambassador of the Quarter is presented quarterly to a Metro South Chamber Ambassador who goes above and beyond in outreach to new and prospective members, attends most meetings and events, and participates on Chamber committees. For more information on the Ambassador program, contact John Nesti at 508.586.0500 x 229.

## China Trip Draws Praise, Third Trip Offered Additional Trip to Hong Kong/Thailand Added



[www.metroouthchamber.com/china.html](http://www.metroouthchamber.com/china.html)

November 1-9, 2011

**LAST CHANCE: SAVE \$100 BEFORE MAY 12**

**9 Days All Inclusive,  
Only \$2,130 per person**

After a successful trip the past two years, 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 November 1-9, 2011. The trip is priced at \$2,130 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. 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](http://www.metroouthchamber.com/china.html).

Featured attractions include the Great Wall of China, Tiananmen Square, Temple of Heaven, Forbidden City, Ming Tombs, Yu Garden, Jade Factory, Summer Palace, Tiger Hill, Green Tea Plantation, Chinese Acrobat Show, and more. To learn more, contact Alison van Dam at 508.586.0500 x 222 or Lisa Keene at 508.586.0500 x 225.

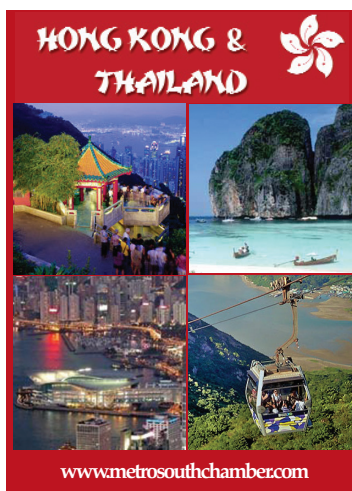
### CHINA & HONG KONG TRIP INFO SESSION:

Monday, May 9, 2011

12:00 pm

Country Inn & Suites, 50 Christy's Drive, Brockton

RSVP to Alison van Dam, [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com).



[www.metroouthchamber.com](http://www.metroouthchamber.com)

November 1-9, 2011

**LAST CHANCE: SAVE \$100 BEFORE MAY 12**

**9 Days All Inclusive,  
Only \$2,749 per person**

The Chamber is offering a trip to explore the sights and beaches of Hong Kong/Thailand.

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Featured attractions include Golden Palace, Emerald Buddha, Art Kingdom, Klong Tour, Trip to the Canals of Thonburi, Beautiful Coral Island Beach, Nong Nooch, Botanical Garden, Elephant Ride, Pattaya Four Regions Floating Market, Four Face Buddha Bangkok, Ayutthaya Ruins, Avenue of Art, Ngong Ping 360 Cable Car Journey, Repulse Bay Beaches, Peak Tram Tide, and more! To learn more, contact Alison van Dam at 508.586.0500 x 222 or Lisa Keene at 508.586.0500 x 225.



## Brockton VNA and Old Colony Hospice Host After Hours



Bobby Baker, Arto,  
Lewis Victor, Law Office of Victor Goldman



Brian Hemmert, Patch.com  
Bob Regan, Servpro of Weymouth



Food catered by ChiliHead BBQ



Patty Joyce, ACS Services, Ken Thompson, City of Brockton,  
Mark Linde, Brockton Community Access



Marshall Dost, Health Imperatives, Inc.,  
Rob Sheldon, ABC Specialties



Brian Droukas, Brockton ROX,  
City Councilor Jass Stewart



Full room at the Business After Hours at the Brockton VNA, Co-  
Sponsored by Old Colony Hospice



Board Service Award presented to Scott Sanborn of TD Bank  
by the Brockton VNA



Kim Prosper, Metro South Chamber, Dwight Nelson, New England  
Warrior, winner of Red Sox Ticket raffle, Beverly Pavasaris, Brockton VNA

## Small Business Luncheon Continued from page 1.

a senior position at Mt. Auburn Associates, a national economic development firm, and served as a senior director of a non-profit community development corporation in Massachusetts. He served twice as an elected member of the New Hampshire legislature, led the Mayor of Nashua's 2008 economic development transition team, currently serves as a committee member for the city's Revolving Loan Fund and has been a five year appointed member to the Nashua Business and Industrial Development Authority. He is also the author of several reports, one of which was *It Takes a Region to Raise a New Economy: How Business Leadership is Driving Regional Prosperity*.

At the Luncheon, the Small Business and Entrepreneur of the Year Awards will be presented in recognition of creating new jobs and economic opportunities in the Metro South region. Tickets are \$35 for members and \$45 for future-members. Register by calling Kim at 508.586.0500 x 231, email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com), or register online at [www.metroouthchamber.com/register.html](http://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.

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## Higher Education Collaborative BROCKTON



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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



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Office of Professional Development  
(508) 531-2725



**University of Massachusetts Boston**  
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www.umb.edu  
(617) 287-6000  
Division of Corporate  
and Professional Training  
(617) 287-7298



**Curry College**  
Milton, Massachusetts  
www.curry.edu  
(617) 333-2364  
Continuing Education & Graduate Studies  
(617) 979-3547



**Massasoit Community College**  
Brockton, Massachusetts  
www.massasoit.mass.edu  
(508) 588-9100  
Professional Development Center  
(508) 588-9100, extension 2013



**Stonehill College**  
Easton, Massachusetts  
www.stonehill.edu  
(508) 565-1321  
Center for Nonprofit Management  
(508) 565-1858



**University of Massachusetts Dartmouth**  
Dartmouth, Massachusetts  
www.umassd.edu  
(508) 999-8000  
Professional & Continuing Education Center  
(508) 999-8621

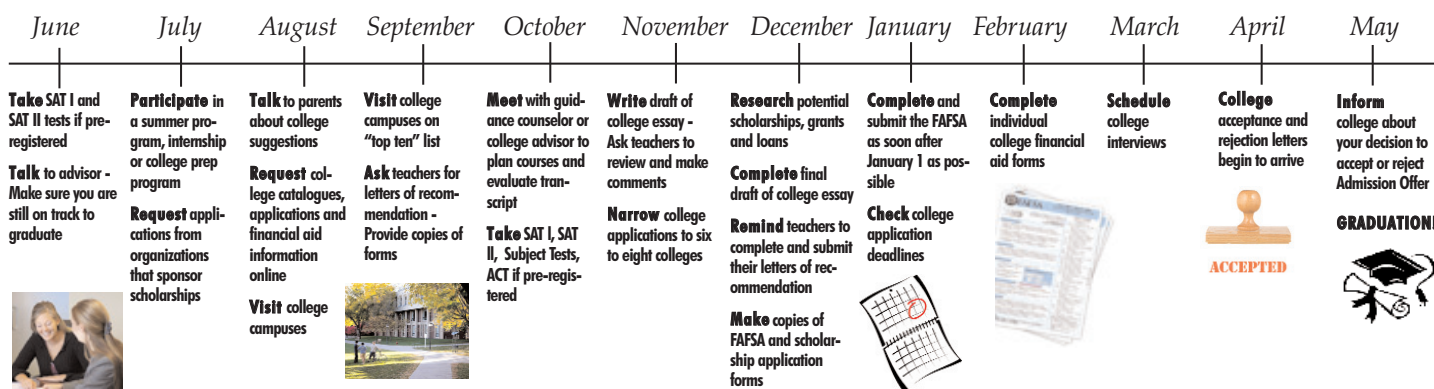


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**CareerWorks**  
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www.careerworks.com  
(508) 856-1307

## Juniors & Seniors : Plan Your College Career



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.connectsmass.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.fafsa.ed.gov** - Federal student financial aid

information & assistance in completing the FAFSA aid form.

**www.firstinthefamily.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-

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.nibzhe.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.

## Useful Websites



## Discover Different Careers Through Internships

Connecting Activities provides High School Seniors throughout the Metro South Region the opportunity to participate in a structured internship with area employers. The workplace experience assists students to make more informed decisions about their future education and career choices while developing fundamental skills for success in high performance workplaces.

To learn more about the Connecting Activities Program, please visit the Metro South Connecting Activities Partnership website located at [www.metroouthchamber.com/ca.html](http://www.metroouthchamber.com/ca.html) or contact Kathleen Lynch at the Chamber by calling (508) 586-0500, extension 227 or email [klynch@metroouthchamber.com](mailto:klynch@metroouthchamber.com).

[klynch@metroouthchamber.com](mailto:klynch@metroouthchamber.com).

Every month, the Metro South Connecting Activities Partnership highlights youth involved in structured internships with their employers. Please see this month's "Connecting Activities Spotlight" on this page.

Connecting Activities is an initiative funded through the Department of Elementary and Secondary Education and is supported by the Metro South Connecting Activities Partnership, a collaboration of the City of Brockton Office of Mayor James E. Harrington, the Brockton Area Workforce Investment Board, and the Metro South Chamber of Commerce.

## "Champion City" Student Business Opens



Student John Gallagher, Superintendent of Brockton Schools Matthew H. Malone, Mayor Linda M. Balzotti, Student Justin Baptistie, Mr. William Sproules, Ms. Adrienne Nicoli, John Merian, Kathleen Quigg, Sheila Sullivan-Jardim, Krystel Love, Wonder T's, a student entrepreneur production and design company selling Brockton specific casual clothing, recently celebrated the grand opening of their shop. The shop, called "Champion City" has been graciously provided space in the corner of Tuxedo's by Merian store. The Merian Brothers will also be training two student interns for the retail industry. Merian's Tuxedo Store is located at 137 Main Street, Brockton.

## Students Dress For Success at CareerDay



Students Latasha Myers of Brockton High School and Ross Andler of Stoughton high School were chosen as Dress for Success winners at Enterprise Career Day held on April 12th at the Shaw's Center.



## Applications Being Accepted for Summer Jobs



*Sponsored by:  
The Brockton Area Workforce Investment Board*

Brockton students aged 16-24 are encouraged to sign up for Mayor Balzotti's 2011 Summer Jobs Program. During the summer, qualifying youth will be placed with a business or community partner to learn new skills and work habits that will enable them to build a strong foundation for a successful career. The goal of the program is to place 350 young people in jobs this summer.

Students may apply by clicking on the link of the City of Brockton homepage. Applications must be received by

June 5. If you are eligible for the program, you will be invited in for an interview in June. Sponsored by Linda Balzotti and the City of Brockton, the Brockton Area Workforce Investment Board and the Metro South Chamber of Commerce.

## 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@metroouthchamber.com](mailto:klynch@metroouthchamber.com).



Supervisor Lisa Sprague, Goddard Brockton Kidney Center with intern Yedjhana Labady, a student at Southeastern Regional School District

Yedjhana Labady, also known as Ya Ya, is a Health Services Student at Southeastern Regional School District (SERSD) who has been interning at the Goddard Brockton Kidney Center. She has been doing an outstanding job working with the hemodialysis patient care staff to learn the skills of a Hemodialysis Patient Care Technician (PCT). Ya Ya has gained experience in the clinical role as a PCT. Her responsibilities include preparing the hemodialysis machine for treatment, initiating and discontinuing treatments, monitoring patient vital signs, accurate documentation, and recognizing symptoms. Ya Ya has also learned to care for hemodialysis vascular

accesses and to do sterile dressings for those accesses. Her other duties include, obtaining blood samples, responding to machine alarms, cleaning and disinfecting equipment and one on one patient and family teaching. She is professional, caring and always willing to learn new skills. Quite a few patients have commented about their positive experiences with Ya Ya. At the request of the staff here at the Goddard-Brockton Kidney Center, Ya Ya has applied for a position.

- Lisa Sprague, RN, Director of Clinical Services, Goddard Brockton Kidney Center



Bryce Gibbs, a student at the Southeastern Regional Vocational Technical High School interns at Artists for Humanity. Pictured: Supervisor Rob Gibbs, Intern Bryce Rapoza and Supervisor Andy Barbosa.

Bryce Rapoza is a paid apprentice at Artists For Humanity, Inc. (AFH), a non-profit youth development organization that engages and empowers underserved urban teens in a uniquely intensive program of arts education, mentorship and enterprise. As part of his apprenticeship, Bryce, a Brockton resident and a student at the Southeastern Regional Vocational Technical High School, travels to Boston twice a week. In just a few short months, Bryce has greatly impressed his mentors at AFH with his work ethic, teamwork and willingness to learn. A talented cartoonist, Bryce initially found it challenging to participate as a Painting Apprentice. He overcame that apprehension by applying himself wholeheartedly to every project, and he has completed some great paintings. AFH is proud to recognize Bryce as part of our arts and enterprise apprenticeship team.

- George Mallett, Affiliate Network Director, Artists for Humanity

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(508) 331-0730  
www.eaglebreathhealing.com  
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#### **Hogie's Hobbies**

Mr. Bill Hogan  
138 Main Street  
Brockton, MA 02301  
(508) 584-1560  
*Recreation*

#### **Hungry Coyote**

Mr. Francisco Mendez  
1753 S. Main Street  
Brockton, MA 02301  
508-580-9888  
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#### **New England Warrior Inc.**

Mr. Dwight Nelson  
10 Shirley Street  
Holbrook, MA 02343  
(781) 767-5589  
www.newenglandwarrior.org  
*Monuments*

#### **Pearce Services LLC**

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Bridgewater, MA 02324  
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#### **Sky Communications**

Ms. Patricia Freestone  
PO Box 469  
Bridgewater, MA 02324  
(508) 807-1496  
Telecommunications

#### **Staples**

Mr. Rich Boynton  
20 Stockwell Drive  
Avon, MA 02322  
(508) 580-5630  
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#### **The Landlord Connection**

Mr. Troy Lewis  
561 Main Street  
Brockton, MA 02301  
(508) 586-7368  
thelandlordconnection.com  
*Real Estate/Commercial  
Real Estate/Property Management  
Real Estate/Residential*

#### **Verizon Wireless**

Mr. Paul Hitchcock  
1 Harrison Boulevard  
Avon, MA 02322-1631  
(508) 894-6200  
www.verizonwireless.com  
*Telecommunications  
Retail*

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

## RENEWING *Members Thank You !*

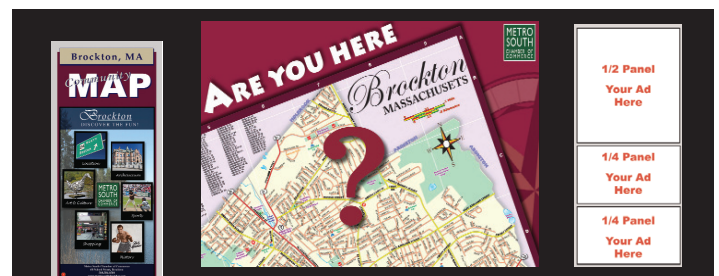
#### **AccuRounds**

Advantage Home Health Care Services  
Ailano School of Cosmetology, Inc.  
Alan Siegel Financial Services  
Allegra Print & Imaging  
American Bookkeeping Solutions  
Anderson Insulation, Inc.  
Avon Co-operative Bank  
B.N. Yanow Company  
Barbour Corporation  
Bath Fitter  
Blue Hills Alzheimer's Care Center  
Boston Limo and Shuttle Service, LLC  
Bridgewater Credit Union  
Brockton Area Transit Authority  
Brockton Area Workforce  
Investment Board  
Brockton Housing Authority  
Brockton Parking Authority  
Brockton Public Library  
Brophy & Phillips Co., Inc.  
Celia Insurance Agency, Inc.  
Christo's, Inc.  
Corcoran Management Company  
ECO Recycling Systems, Inc.  
Family & Community Resources, Inc.  
Family Rehab Clinic, Inc.,  
Physical Therapy  
Fitzgerald Appraisals  
G & G Commercial System

#### **Good Days Restaurant, Inc.**

Grant Stanton Produce Company, Inc.  
Heather's Place  
IKEA Massachusetts LLC # 158  
Irving's Home Center  
Juliano Enterprises  
McGuigan's Pub  
Montello Heel Manufacturing, Inc.  
Niccoli Brothers Oil  
North Easton Savings Bank  
Office of Plymouth County  
District Attorney  
Old Colony Elder Services  
Philip Nessralla, Jr., Esq.  
Pires Hardware  
R.E. Lyons & Son Fire Equipment Corp  
Reynolds, Smith & Hills, Inc.  
Rogers & Gray Insurance  
Sharkansky LLP, CPA's  
Simpson Spring Company  
Southeastern Oral & Maxillofacial Surgeons  
Southeastern Regional School District  
Special Olympics Massachusetts  
Stonebridge Cafe  
Tech Mechanical  
Torrey & Associates  
Trojan Recycling, Inc. and Transfer Station  
VinonaGroupServicesUSA, LLC  
Waverly Oil Company  
Willwork Inc., Exhibit Services

## Advertise in Brockton Map & Restaurant Guide



The Metro South Chamber of Commerce receives daily requests from new arrivals, tourists, and businesses for maps of the area. The first round of maps, produced last year, sold out in 2 months. Due to high demand, the Chamber will be producing a new Brockton Street Map this Summer! This is your opportunity to advertise and promote your business to over 5,000 people. The Brockton map contains a street guide, libraries, post offices, police departments, schools, hospitals and more. This year, the back side of the map will contain a full listing of all the wonderful, diverse restaurants in Brockton, as well as information on some of the cultural gems of the city. Don't miss out on being part of this valuable resource.

Rates start at just \$435, with discounts for Chamber members. For more information, call **Alison van Dam** at 508.586.0500 x 222, email [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com), or visit [www.metroouthchamber.com](http://www.metroouthchamber.com).

## U.S. Small Business Programs Offered

Attend a FREE **SBA** workshop designed to highlight the various SBA programs and services. 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 18 and June 15, 2011**. Contact CareerWorks at 508.513.3400 for further workshop information.



## Social Media Workshop Series for Business



### Using LinkedIn & Facebook for Your Business

Wednesday, May 11, 2011  
9:00 am - 11:00 am

Join us for this FREE workshop where you will learn a basic walkthrough of both networks to include: overview of social networking, setting up personal profiles, identifying business to business (B2B) and business to consumer (B2C) uses, building business profiles on each network, and monitoring results.

### Tweets & Blogs: How This Can Help With SEO

Wednesday, June 8, 2011  
9:00 am - 11:00 am

Join us for this FREE workshop where you will learn a basic overview of Twitter and blogging, how they work with search engine optimization (SEO), investigating their uses along with three recognized blogging platforms (Wordpress, Typepad and Blogger), Widget and conversion mechanisms, structuring of blogs, ideas for writing and case studies of different types of blogs.

All workshops are free and will take place at Crescent Credit Union, 115 Commercial Street, Brockton. For registration/information, contact Tammi or Alison at the MSBDC at 508-673-9783 or register online at [www.msbdcc.org/semass](http://www.msbdcc.org/semass) and click on Event Calendar. Funded in part through a cooperative agreement with SBA.

## Disney Institute for Business Owners

June 6-8, 2011

Disney's Yacht & Beach Club Resort, Walt Disney World® Resort

Conference Registration: \$1,395 Members / \$1,595 Future Members  
Accommodations: \$699 Members / \$799 Future Members



Business Owner & Management Conferences feature Disney Institute business improvement seminars. You'll benchmark your business to Disney's and discover the leadership strategies and people management practices that contribute to Disney's world renowned success. You'll also see how to adapt their "best practices" to your own business. At this exclusive event, you'll literally step into Disney's "living laboratory" of Theme Parks and Resorts for exclusive field experiences and a private "Business Excellence: Behind-The-Scenes" tour.

In addition, event scheduling provides time to enjoy your Walt Disney World® Resort. Starting each day early, and adjourning in the early afternoon, gives you time to enjoy Disney's Theme Parks, PGA championship golf courses and other attractions. Attendees can also benefit from exclusive discounts and a special "Extend Your Stay" savings.

For more information, contact Lisa Keene, Director of Business Assistance at 508-586-0500, ext. 225 or email [lkeene@metrosouthchamber.com](mailto:lkeene@metrosouthchamber.com) or visit: <http://www.northpointservices.com/disney/metrosouthchamber>.

## SCORE QuickSTART Series Workshops

### Is Starting a Business Right for You?

Course Offerings:

Financial Projections	5/7/11
Funding Sources	5/14/11

The SCORE QuickSTART™ Series Workshops will help you: Define and evaluate your ideas, Develop a marketing strategy, Identify the best ways to fund your business, Turn your idea into action with tools and templates, Get useful and helpful mentoring sessions, Connect with other entrepreneurs.

For course descriptions and to register visit [www.massasoit.mass.edu](http://www.massasoit.mass.edu). Use the Quick Course Search and select Fall 2010, Brockton Campus, non-credit, business) or call Community Education Director Rose Paquette at 508-588-9100 x1307 [rpaquette@massasoit.mass.edu](mailto:rpaquette@massasoit.mass.edu). Start-up Basics is \$15. The other four workshops can be purchased as a series for \$100. Sponsored by the Metro South Chamber of Commerce and South Shore Savings Bank.

## Southeastern MA SCORE- Chapter of the Year



The Small Business Administration (SBA) honors Southeastern MA SCORE for its exceptional service to small businesses and entrepreneurs. The SBA selected Southeastern MA SCORE as the SCORE Chapter of the Year for Massachusetts for extraordinary service in training and educating small businesses in Massachusetts.

"The chapter's dedication to the success of these businesses and commitment to clients and the community is exemplary," said Robert Nelson, SBA District Director.

SCORE helps new and existing businesses grow by providing free and confidential face-to-face business counseling to clients at its branches in Brockton, Fall River, New Bedford, Plymouth, and Taunton. Since 2008 the

Southeastern MA chapter has more than tripled the number of counseling sessions for business clients in Southeastern Massachusetts. The chapter expects to provide 2,000 counseling sessions to small businesses in 2011. The chapter has led the state in recruiting business leaders as volunteers.

The Southeastern MA Score Chapter holds free one-on-one counseling sessions in the Metro South Chamber building, 60 School Street, Brockton. For more information, visit [scoresma.org](http://scoresma.org), or call 508-587-2673.

### About SCORE

SCORE is a volunteer organization of business consultants providing training, education, and free face-to-face counseling to small businesses. Last year SCORE counselors helped start almost 20,000 new businesses.

## Connecting Your Business to the Commonwealth

Friday, June 3, 2011, 9:00 am - 1:00 pm

Metro South Chamber of Commerce, 60 School Street, Brockton

The Connecting Your Business to the Commonwealth is open to ALL Vendors and provides businesses that are interested in doing business with the Commonwealth training on the procurement process and Comm-PASS (the Commonwealth's e-Procurement system).

The Operational Services Division, Supplier Diversity Office (formerly SOMWBA), Supplier Diversity Program (formerly Affirmative Market Program) offers this FREE workshop designed for businesses who are interested in learning how to do business with the State. This workshop includes: Where to find bidding opportunities, Bidding process for Statewide Contracts, Where to find ARRA - federal stimulus procurement & grant opportunities, Comm-PASS Overview, Marketing to public entities, How to become SDO Certified, How the

Supplier Diversity Program supports SDO Certified businesses. These free workshops is held in every region of the State with the intention of increasing the number of potential State vendors - large and small. These workshops normally fill-up in a short time.

This is a 3.5 hour interactive session. Expect this workshop to be packed with businesses energized for success. Additional details are available at [www.mass.gov/osd](http://www.mass.gov/osd). Register at [www.mass.gov/somwba](http://www.mass.gov/somwba), select Sessions>Instructor Led Sessions>Connecting Your Business to the Commonwealth. You may also contact Lisa Keene at 508.586.0500 x 225 or email [lkeene@metrosouthchamber.com](mailto:lkeene@metrosouthchamber.com).



## Google 101 and Google Adwords

Thursday, June 2, 2011, 9:00 am - 12:00 pm

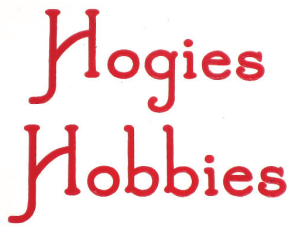
Metro South Chamber, 60 School Street, Brockton



Join us for a free workshop where you will learn all about Google. Find out more about Google's products and services: Get Found Online, Attract Customers, Market Intelligence, and Office Productivity. We will also

delve deeper into the marketing capabilities of Google's fee based products. AdWords 101 lays the groundwork for a successful marketing campaign. Attendees leave with a better understanding of how the AdWords system works, how campaigns should be structured, and how keyword lists and ads are developed. This workshop is sponsored by The Metro South Chamber of Commerce and The Massachusetts Small Business Development Center Network (MSBDC) Southeast Regional Office.

Attendees present will receive a \$50.00 Adwords credit. Registration is required online at [www.msbdcc.org/semass](http://www.msbdcc.org/semass) and click on Event Calendar.

**Hogie's Hobbies**

138 Main Street, Brockton • 508-584-1560

Located on Main Street in Downtown Brockton, Hogies Hobbies is your one-stop-shop for model kits, R.C. supplies, toy trains, slot cars, industry magazines & books, craft/model paints & supplies and much more. Stop in to check out the area's biggest selection and widest variety. Hours are Monday through Friday 11:00AM-8:00PM, Saturday 10:00AM-5:00PM, and Sunday by chance. Call Bill Hogan today at 508-584-1560.

**Theusedcomputers.com**

53 Spark Street, Brockton

508-615-5994 • www.theusedcomputers.com

Theusedcomputers.com recycles working and non-working electronics as well as scrap electronics for all businesses, schools, hospitals, NGOs, etc. Understanding the environmental concerns of most companies, we offer superior free computer recycling services. Observing all EPA regulations, we ensure that all data is erased or destroyed before we break down the electronics for materials that can be reused/resold. Schedule a free pick-up today.

**The Landlord Connection**

561 Main Street, Brockton • 508-586-7368  
www.thelandlordconnection.com

Since 2005, The Landlord Connection has provided busy landlords with top-notch service in renting income properties. We assist in every aspect of renting, apartments, condos, and single family homes, and we bring landlord and qualified tenants together. Renters also have access to hundreds of properties with just one application! The Landlord Connection serves Southeastern Massachusetts.

**Shred-It**

1 Wholesale Way, Cranston RI

401-383-8866 • shredditprovidence.com

Shred-it®, is a world leading on site document destruction company founded in 1988. Our Providence branch was opened in 1996. Shred-it's success has been built on the strengths of our people and commitment to total customer satisfaction. We develop and provide the best possible document destruction solutions to manage and mitigate risk for our clients. Call Chris Sheehan, your compliance agent, today!

**New England Burials at Sea**

PO Box 489, Marshfield Hills

781-834-7500 • www.newenglandburialsatsea.com  
New England Burials At Sea®, provides customized ash scattering memorials and full body burials at sea events. Based in Marshfield Hills, MA, operates year round from Maine to Miami serving all faiths with affordable services starting at just \$495.00. For more information and a free info kit, call toll free (877) 897.7700 or visit us online at www.NewEnglandBurialsAtSea.com

**Eagle Breath Healing**

50 Oliver Street, Suite 206, Easton • 508-331-0730  
www.eaglebreathhealing.com

Let Eagle Breath Healing help you discover your inner beauty, ignite the evolution & transformation of your mind, body & soul through meditation classes, Reiki, Retreats & Inspirational events. Contact: Ingrid-Dana Larson, Owner at 508-331-0730 for more info. Visit us at: www.eaglebreathhealing.com

**New England Warrior, Inc.**

10 Shirley Street, Holbrook

781-767-5589 • www.newenglandwarrior.org

We are a 501(C)3 charitable, non-profit that was established to support Marines by purchasing much needed comfort items while they were deployed. We turned our primary fundraising effort to support The Marine Corps Scholarship Foundation, www.mcsf.org, allowing us to focus on "honoring Marines by educating their children". We also support the Wounded Warrior Project, woundedwarriorproject.org, and Wreaths Across America, www.WreathsAcrossAmerica.org.

**Sky Telecommunications**

PO Box 469 • 508-807-1496

We are a complete telecommunications Contractor, with over 50 years experience in the communications industry. Providing: Complete Voice/Data Cabling Installation by Certified Technicians, All Fiber Optic Cabling, Testing and Certification of all Cabling Infrastructures, Installation of all Paging Systems, Installation of all Coax/Broadband Cabling, Installation of all Audio-Visual Cabling, Service of all Telephony Systems, and Design and Project Management.

**Bankers Retirement Solutions**

959 Concord Street, Suite 105, Framingham  
617-828-9891 (see workshop on page 2)

Bankers Life and Casualty Company, one of the leading insurers of Senior America, allows us to help provide solutions for protecting both your health and assets while supporting your choices with unsurpassed service and attention. Bankers is here to help people navigate the healthcare system. Whether you are a senior or just preparing for the future, we can help. Please call for an appointment. We would be happy to review your situation at no cost.

## Chamber Membership is Key to Your Business Success



"The Metro South Chamber of Commerce is a major force promoting and serving Brockton's business community. I

always encourage area businesses to become active in the Chamber. The Chamber is a great advocate for the city and we're fortunate to have such a committed organization working to enhance the future of Brockton."

Linda Balzotti, Mayor,  
City of Brockton



"My membership in the Chamber continues to be invaluable in raising the visibility of my business through quality networking, the directory listing, and advertising opportunities. The Chamber offers key information for the growth of my business and is one of my best business partners!"

John Costa,  
Backstage Hardware



"The Metro South Chamber of Commerce has always been an important element in the fabric of the community. The

chamber does a great job bringing businesses and our elected officials together to find solutions to challenging issues."

Christine Karavites,  
Proteas Consulting,

May is Membership month at the Chamber. For more information on membership, see page 5 or contact John Nesti, 508.586.0500 x 229 or email jnesti@metrosouthchamber.com.

## BUSINESS EVENTS Planner

### May 12, 2011

#### Business After Hours

5:30 pm - 7:30 pm

BAWIB

34 School Street, 2nd Floor, Brockton

Enjoy networking at a Chamber member business. Refreshments will be served. Do not forget your business cards! (See page 2).

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

### May 13, 2011

#### Government Affairs

12:00 pm - 1:15 pm

Metro South Chamber

60 School Street, Brockton

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

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

### May 18, 2011

#### Small Business Awards & Expo

10:00 am - 3:00 pm

The Shaw's Center

1 Feinberg Way, Brockton

Be a part of his premier venue showcasing products and services from local businesses. The day is packed with events, speakers, and awards. 12 noon lunch.

Cost; \$35 members, \$45 future-members  
Please RSVP at 508.586.0500 ext. 225

### May 24, 2011

#### Open House

5:30 pm - 7:30 pm

Abington Bank

6 Harrison Avenue, Abington

Enjoy networking at a Chamber member business. Refreshments will be served. Do not forget your business cards! (See page 2).

Cost; \$20 members, \$35 future-members  
Please RSVP at 508.586.0500 ext. 231