

# Actionreport



October 2013

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.



Jeanne & Vic Babel, page 6



Maria Gooch-Smith, page 7



Kathryn Shields, page 10

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Designed by  
Melanie McGrath

**100<sup>th</sup> Annual meeting**

**NOVEMBER 20, 2013**

CONFERENCE CENTER AT MASSASOIT  
770 CRESCENT STREET, BROCKTON

**SAVE THE DATE!**

**100th Annual Meeting Luncheon**



*New York Times  
Bestselling  
Author*

We invite you to join over 500 business people and community leaders to celebrate businesses working together for the future of the Metro South Region.

This entertaining and informative meeting will feature keynote speaker Dr. Edward Hallowell. There will also be award presentations, fun and exciting raffles, and valuable networking opportunities.

Tickets are \$100 for members and \$135 for future-members.

Continued on page 2

**Business-2-Business EXPO**



Explore products and services of value to your business and make profitable contacts. Over 70 exhibitors are expected. Be sure to make time before or after the Annual Meeting to visit the Expo.

**Reserve Your Booth Space:** Expand your business and reach over 500 people at the Business-2-Business Connection Expo. The Expo was designed as a personal table top Expo for local businesses.

Tables are \$499 for members and \$599 for future-members.

Continued on page 2

**Premier Sponsors:**

## 24th Annual Legislative Reception

Wednesday, October 9, 5:30 pm - 7:30 pm, Donahue Hall, Stonehill College

- Brian Joyce**  
State Senator
- Christine Canavan**  
State Representative
- Clair Cronin**  
State Representative
- Robert Creedon**  
Clerk of Courts
- Linda Balzotti**  
Brockton Mayor
- John Buckley**  
Plymouth County Register of Deeds
- Robert McCarthy**  
Plymouth County Register of Probate



**Sponsored by:**

- Robert Brady**  
Town of Avon
- David Colton**  
Town of Easton
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Town of Whitman
- Allen Krajcik**  
Town of Easton
- Daniel Salvucci**  
Town of Whitman
- Francis Lynam**  
Town of Whitman
- Gregory Enos**  
Town of Whitman

The Metro South Chamber of Commerce cordially invites members of the **business community, candidates for public office, and state, federal and local elected officials** to gather on Wednesday, October 9 for the 24<sup>th</sup> Annual Legislative and Candidates Reception. The reception will be held at Donahue Hall, on the campus of Stonehill College in Easton from 5:30-7:30 p.m.

The reception is a casual event at which business leaders and elected officials can renew face-to-face contacts and discuss issues of importance while enjoying complimentary refreshments and hors d'oeuvres. The cost to attend is \$5 for members and \$15 for future-members. Register by calling 508.586.0500 x 231, email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com) or visit [www.metroouthchamber.com/calendar](http://www.metroouthchamber.com/calendar).

## How Will Health Care Reforms Impact You?

**Wednesday,  
October 23, 2013**

*The Shaw's Center,  
1 Feinberg Way, Brockton*

The October Good Morning Metro South will feature an Affordable Care Act (ACA) panel discussion with **Kevin Beagan, Deputy Commissioner, Massachusetts Division of Insurance**, Audrey Gasteier, Deputy Director of Policy and Research, Massachusetts Health Connector, and David Shore, President of the Massachusetts Association of Health Underwriters. The panel will talk about the effect of the Affordable Care Act (ACA) implementation on small businesses in Massachusetts, including the transition to phase out Massachusetts rating factors to use ACA rating factors. They will also discuss the benefits of shopping around in the changing health insurance landscape to get the most benefit from market option, as well as the "empowering healthcare consumers" campaign.

The cost to attend is \$25 for members and \$35 for future-members. Register at [www.metroouthchamber.com/calendar](http://www.metroouthchamber.com/calendar), or by contacting Kimberly Prosper, 508.586.0500 x 231, [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com). **Sponsored by School on Wheels and Mutual Bank.**

See page 11 to learn myth vs. facts of the Health Care Reform Act.

**Sponsored by:**



## City of Brockton Preliminary: Chamber Hosts Mayoral Forum to Address Business Issues

See Page 8



Celebrating Advocating

100 Years

for Economic Advancement

Wednesday, November 20, 2013  
Conference Center at Massasoit, 770 Crescent Street, Brockton

# NY Times Bestselling Author, 100th Annual Meeting

Wednesday, November 20, 12:00 pm - 1:45 pm

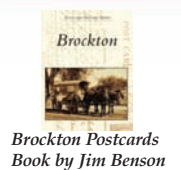
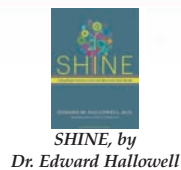
We invite you to join over 500 business people and community leaders to celebrate businesses working together for the future of the Metro South region.

The keynote speaker is Dr. Edward Hallowell, a New York Times Bestselling Author, respected child and adult psychiatrist, and world-renowned speaker. Dr. Edward Hallowell has appeared on *Oprah*, *Dr. Oz*, *20/20*, *Dr. Phil*, *60 Minutes*, *CNN*, *The Today Show*, *Good Morning America*, and *the View*. He has been interviewed in *The New York Times*, *USA Today*, *Newsweek*, *Time Magazine*, *U.S. News*, *World Report*, and *The Los Angeles Times*, among other leading publications.

During the luncheon program, Dr. Hallowell will discuss points from his best-selling book *SHINE*, drawing on brain science, performance research, and his own experience in helping people to maximize their potential and to help employers get the most from their employees.



All attendees will receive:



At the luncheon, there will also be awards, exciting raffles, valuable networking opportunities, and a gift bag valued at over \$100 for each attendee. Expect great entertainment and musical acts, including the "Moxie Man" and a photo booth courtesy of FUN Enterprises, Inc. that will put you back in time to 1913. Join us as we reflect on the past 100 years, look forward to the future, and celebrate the vitality of the region and the businesses that have made Metro South great!

Tickets are \$100 for members and \$135 for future-members. Proceeds will benefit the Chamber's Education Foundation as well as the Capital Campaign Fund, which will be used to renovate the Chamber Headquarters in the historic Thomas Edison power plant in Brockton. To register, please contact **Kim Prosper** at 508.586.0500 x231 or [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com), or register online at [www.metroouthchamber.com/calendar](http://www.metroouthchamber.com/calendar).



## Business-to-Business Expo

10:30 am - 12:00 pm & 1:45 pm - 3:00 pm

As part of the 100th Annual Meeting, the Metro South Chamber of Commerce will host a **Business-2-Business Expo** on Wednesday, November 20, from 10:30 am - 3:00 pm, at the Massasoit Conference Center in Brockton. The Business-2-Business Expo is a great opportunity to reach over five hundred business people throughout the Metro South region. Designed to be a personal table top expo, presenters will be provided with meaningful opportunities to promote their company to prospect after prospect. It is the right place, the right time, and the right audience.



The cost of a booth is \$499 for members (\$599 for future-members). Expo space is selling out. Since space is limited, registrations are on a first come, first served basis. **The expo is free to walk the floor**, but please RSVP in advance. To reserve your booth space, contact **Kim Prosper** at 508.586.0500 ext. 231, or [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com).

### Corporate Sponsors & Exhibiting Companies This Year (Space still available!)

- |                              |                                  |                                     |
|------------------------------|----------------------------------|-------------------------------------|
| ABC Specialties              | *Crescent Credit Union           | Murphy, Hesse, Toomey, & Lehan, LLP |
| Allegra Print & Imaging      | Cushman Insurance Group          | North Easton Savings Bank           |
| B.C. Tent & Awning Company   | Dave and Busters                 | *Old Colony Elder Services, Inc.    |
| BAMSI                        | Eastern Bank                     | Partners Benefit Group, Inc.        |
| Bath Fitter                  | Elements Therapeutic Massage     | R.E. D'Agostino Insurance Agency    |
| Bill's Taxi/ A & A Metro     | The Enterprise                   | Rich Morgan Photography             |
| Boston Business Journal      | Fisher College                   | Rob Peters Entertainment            |
| Bridgewater Credit Union     | *Fun Enterprises, Inc.           | Rockland Trust                      |
| *Bridgewater Savings Bank    | *Good Samaritan Medical Center   | *Sharkansky LLP, CPAs               |
| Bridgewater State University | HarborOne Bank                   | Signature Healthcare                |
| Brockton Area Arc, Inc.      | *Hub Technical Services          | *Source4                            |
| Brockton Housing Authority   | Massasoit Community College      | St. Joseph Manor Health Care, Inc.  |
| *Comcast Business            | McLaughlin Chevrolet, Inc.       |                                     |
| Costco Wholesale, Avon       | *Metro South Chamber of Commerce |                                     |

\* = Centennial Celebrators

## EXPO Sponsorship Opportunities

Sponsoring the Annual Meeting and EXPO offers your company exposure to the local business community and creates awareness for your products and services. It allows you to target your marketing efforts to business professionals and potential customers in the Metro South Region.

### Sponsorships Still Available

- |                                |                                |
|--------------------------------|--------------------------------|
| Grand Sponsor (\$5,000)        | Contributing Sponsor (\$2,500) |
| Tote Bag Sponsor (\$3,000)     | Supporting Sponsor (\$1,500)   |
| Exhibit Hall Sponsor (\$3,000) | Coffee Station Sponsor (\$850) |

Sponsorship categories can be tailored to fit your company needs. Call **Kim Prosper** at 508.586.0500 x 231 or email [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com) for more information on what each sponsorship package includes.

## Promote Your Product, Service at Annual Meeting

Donate a prize for the Metro South Chamber 100th Annual Meeting Raffle and you will receive valuable exposure and direct promotion. Examples of prizes to donate: Gift certificates, savings bonds, bottles of wine, passes to cultural or educational events, free ads, or clothing. Feel free to be traditional or creative. Proceeds go to the Metro South Chamber of Commerce Education Foundation. Contact **Kim Prosper** at 508.586.0500 x 231 for more information.

Premier Sponsors:

Supporting Sponsors:

Special thanks to:

Conference Center at Massasoit  
Rich Morgan Photography  
Rob Peters Entertainment

BOARD OF DIRECTORS	DIRECTORS
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<b>CHAMBER STAFF</b>	<b>Dr. Dana Mohler Faria</b> - <i>Bridgewater State University</i>
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<b>Doris Flechia</b> Administrative Assistant x 221	<b>Gerard Nadeau</b> - Rockland Trust Company
<b>Kathleen Lynch</b> Membership Director x 229	<b>Jonathan "Jay" Pike</b> - Sharkansky LLP
<b>Melanie McGrath</b> Communications Coordinator x 222	<b>Andrew Raczka</b> -Abington Bank
<i>Newsletter Written &amp; Designed by Melanie McGrath</i> <i>Printing Donated by The Enterprise</i>	
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	<b>Larry Siskind</b> - <i>Siskind and Siskind Attorneys at Law</i>
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	<b>508-586-0500 Front Desk x 221</b>
	<b>Kimberly Prosper, IOM</b> VP of Programs & Events x 231
	<b>Lisa Pearce</b> Finance x 230
	<b>Donz Soares</b> Office Assistant/Graduate Intern x 227
	<b>Alison van Dam, IOM</b> VP of Marketing & Communications x 225

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

OCTOBER Calendar

2	Ambassador Meeting	8:00 am
4	Connecting Your Business to the Commonwealth	9:30 am
8	Executive Board Meeting	3:00 pm
9	Legislative Reception <i>Donahue Hall, Stonehill College, Easton</i>	5:30 pm
11	MSBDC Free Legal Clinic	1:00 pm
14	Columbus Day - Chamber Closed	
17	Business After Hours at DeSantis Chevrolet <i>1555 Main Street, Brockton</i>	5:30 pm
18	Geek Girl Workshop <i>Crescent Credit Union, 115 Commercial Street, Brockton</i>	11:30 am
23	Good Morning Metro South <i>The Shaw's Center, 1 Feinberg Way, Brockton</i>	7:30 am
30	Board of Directors	12:00 pm

Coming Up  
November

5	City of Brockton Election Day	
6	Ambassador Meeting	8:00 am
7	Business After Hours at Signature Healthcare <i>Two Washington Place, 31 Roche Bros Way, Easton</i>	5:30 pm
8	Government Affairs	12:00 pm
15	Geek Girl Workshop <i>Crescent Credit Union, 115 Commercial Street, Brockton</i>	11:30 am
20	100th Annual Meeting & Expo <i>Conference Center at Massasoit, 770 Crescent St, Brockton</i>	
	Expo Begins	10:30 am
	Annual Meeting Luncheon	12:00 pm
	Expo Ends	3:00 pm
28	Thanksgiving Day - Chamber Closed	
29	Chamber Closed	

Save the Date  
December

4	Ambassador Meeting	8:00 am
10	Executive Board Meeting	3:00 pm
12	Good Morning Metro South <i>Location TBD</i>	7:30 am
13	Government Affairs	12:00 pm
18	Board of Directors	12:00 pm

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



ACCREDITED  
CHAMBER OF COMMERCE

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

**Metro South Chamber of Commerce**  
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**Photography by Rich Morgan \* [www.richmorganphotography.com](http://www.richmorganphotography.com)**

**ACTION Report**      **Volume 13 - Issue 9**  
(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.



# GOODNews

## Downtown Fest Brockton 2013

Hogie's Hobbies is planning and organizing Downtown Fest Brockton, a downtown-wide festival October 3-6, promoted by the National Public Safety Athletic League. This festival will enhance and promote what is good about Downtown Brockton. All events are designed to pull attention to stores, businesses, and other venues existing downtown. Events include a farmer's market, historic tours of Downtown Brockton, Boxing History and Coffee, Brockton Arts Show, and more. The success of the festival depends on the efforts of the individuals, so be sure to participate in this fun celebration! Stop in at Hogie's Hobbies, 138 Main Street in Brockton, call 508-580-0500, or visit "The Downtown Fest Brockton" Facebook page for more information.

## Diggin' It at the Easton Children's Museum

Dig into the fundamentals of gardening with Karen Cacciapuoti at the Children's Museum in Easton, Wednesdays from 11:00 am -11:45 am. Explore plants, nature, and green living through hands-on activities, stories, and games designed to introduce children and caregivers to the beauty and wonder of the natural world. Diggin' it is free with admission to the Museum. For more information, please call The Children's Museum in Easton at (508) 230-3789 or visit: [www.childrensmuseumineaston.org](http://www.childrensmuseumineaston.org).

## Good Sam. Medical Center Awarded Prestigious Baby-Friendly® Hospital Designation

Good Samaritan Medical Center has achieved the prestigious Baby-Friendly Hospital designation by Baby-Friendly USA. This award has been granted to 167 hospitals in the United States and only six in the Commonwealth of Massachusetts. The Baby-Friendly Hospital Initiative is a global initiative of the World Health Organization (WHO) and the United Nations Children's Fund (UNICEF). This status is granted to hospitals that demonstrate a high commitment to breastfeeding support and education for its patients. Hospitals have to undergo a rigorous application process to demonstrate evidence-based maternity care, dedication of staff and physicians, resources and outcomes in breastfeeding to receive the award. For more information on Good Samaritan Medical Center's Maternity Services, visit [www.steward.org/Good-Samaritan](http://www.steward.org/Good-Samaritan).

## HarborOne Bank Welcomes Dave Tryder

James W. Blake, President and CEO is pleased to announce the addition of Dave Tryder as the new Senior Vice President, Chief Marketing Officer at HarborOne Bank. Tryder has an extensive marketing background, beginning his career at BayBank as a branch manager and ultimately as a Product Manager for ATM and online banking. He then spent 5 years in a consultant role at marketing agencies, and most recently worked for Dunkin' Donuts' in relationship marketing ultimately leading their digital strategy group. At HarborOne, Tryder is responsible for planning, directing and coordinating the marketing of HarborOne's products and serv-

Members - Send Good News to  
[mmcgrath@metrosouthchamber.com](mailto:mmcgrath@metrosouthchamber.com)

ices. He holds a Bachelor's Degree in Business Administration from the University of New Hampshire and a Master's Degree in Business Administration from Babson College.

## OCEC Celebrates Cape Verde Independence Day

Old Colony Elder Services (OCEC), a private, non-profit agency designated as an Aging Services Access Point (ASAP) serving seniors and individuals with disabilities throughout the greater Brockton and Plymouth county areas, recently held a luncheon celebrating Independence Day for both the United States and Cape Verde. The Independence Day celebration luncheon was part of OCEC's Supportive Housing Program, which provides supportive services to senior and disabled residents at Campello High Rise. For the third consecutive year, the residents celebrated the Independence Day of two nations with a luncheon featuring Cape Verdean and For more information, visit [www.oldcolonyelderservices.org](http://www.oldcolonyelderservices.org).

## Whitman Public Library Celebrates Toll House Cookie Day

The Toll House cookie will be celebrated on October 19 from 2:00 -3:30 pm at the library in the town where it all began, with a chocolate chip cookie contest, book signing, and a panel discussion. The discussion will feature former employees of its Toll House restaurant birthplace and will be moderated by Carolyn Wyman, author of the new book about this cookie, *The Great American Chocolate Chip Cookie Book*. The library will also be holding a chocolate chip cookie contest following the panel discussion. Amateur bakers should bring a minimum of 8 of their best chocolate chip cookies to the library between 10 am and 1:15 pm that day. Official entry forms available at the library. Toll House Cookie Day at the library is free and open to the public. For more information visit [www.whitmanpubliclibrary.org](http://www.whitmanpubliclibrary.org).

## Brockton Public Library's Liberty Tree

Brockton was once a stop on the Underground Railroad, that system of support for runaway slaves on their journey to freedom in Canada. One stop was located on Frederick Douglass Avenue, formerly known as High Street, in the stables of Edward E. Bennett. A huge sycamore tree, planted outside his stables circa 1763, was a symbol of liberty for the slaves who hid in his building. The Liberty Tree was also a staging point for orators who spoke of injustices against African Americans and about women's rights. In 2004, the tree was cut down. Even though the Liberty Tree is no more, cross slices of it were preserved for history. Brockton Public Library was fortunate enough to retain a slice of this historic tree. You can view it on the top floor of our main library building. For more information, visit [www.brocktonpubliclibrary.org](http://www.brocktonpubliclibrary.org).

## UWGPC's 92nd Annual Campaign Kick-off & Day of Caring

On Friday, September 13, 2013, Ocean Spray Cranberries graciously hosted United Way of Greater Plymouth County's 92nd Annual Campaign Kick-off & Day of Caring at their corporate headquarters. Over 140 United Way volunteers, friends, board members, partner agencies, and staff gathered in the Ocean Spray atrium, dressed in "Live

United" shirts, to show their support of and to get ready for the official start of the United Way campaign season. After the Kick-Off, 133 volunteers headed out into the community for the Day of Caring to perform service projects at 14 of United Way's partner agencies. Volunteer projects ranged from creating raised garden beds, to painting, to helping organize food pantries. Volunteers from 10 organizations offered a helping hand and participated in the Day of Caring: Enterprise Rent-A-Car, the Arc of Greater Plymouth, Hannaford Supermarkets, Traveler's Insurance, HarborOne Bank, ITW-TACC, Signature Healthcare, Rockland Trust, Entergy Pilgrim Station and GE Oil & Gas. Visit [www.uwGPC.org](http://www.uwGPC.org) for more information.

## Mutual Bank Seeks to Expand with Michael E. Nickley

Mutual Bank, a community bank with offices throughout southeastern Massachusetts, has named Michael E. Nickley to the new position of Senior Vice President for Residential Lending. Mr. Nickley, who had been Senior Vice President of Rockland Trust, will develop and oversee production, operations, secondary markets, servicing, and the expansion and growth of the Bank's residential and consumer lending program. Mutual Bank, previously focused exclusively on southeastern Massachusetts, will expand its efforts regionally. Mr. Nickley will spearhead this drive, bringing with him over 25 years' experience in residential lending, with a strong emphasis on loan production and operations.

## Join the Mardi Gras Madness 2014 Fundraiser Committee

Brockton Day Nursery is now looking for new members to join the Mardi Gras Madness 2014 fundraiser committee. The authentic New Orleans style event will take place March 8, 2014 at the Shaw's Center in Brockton. Proceeds from this event will help support programs and enrichment at Brockton Day Nursery for all students' ages 0-13 years old. People from various backgrounds are encouraged to join as we are looking for new ideas to help heighten Mardi Gras Madness 2014. If you are interested in joining the committee please contact Brittanie Hansbury at [bhansbury@brocktondaynursery.org](mailto:bhansbury@brocktondaynursery.org) or (508) 588-2700. Visit [www.brocktondaynursery.org](http://www.brocktondaynursery.org).

## SEED Corp Welcomes Diana Fleming to the Team

SEED Corporation is pleased to announce that Diana Fleming has joined SEED Corporation as a Business Development Officer for the SBA 504 Program. Diana will be responsible for covering Western, Central and the Greater Boston areas in Massachusetts. Diana currently runs a freelance consulting practice, offering a diverse portfolio of business services to entrepreneurs. She has over 35 years of experience in the financial and business management sectors, including commercial bank lending, SBA 504 and 7A financing, public/private economic development financing, corporate management, and entrepreneurship. Diana holds a BS degree in Economics and Mathematics from Hunter College (NYC).

## Accounting Firm G.T. Reilly & Company Adds to Staff

G.T. Reilly & Company, a full-service accounting and consulting firm, has

added two new professionals to its staff: Sean McNeil joined the firm as an entry-level staff accountant on September 3. McNeil is a 2013 graduate of Stonehill College with a Bachelor of Science in Business Administration, and lives in Canton. Ryan Young also joined the firm as an entry-level staff accountant on September 3. Young is a 2013 graduate of Bridgewater State University with a Bachelor of Science in Accounting and Finance, and lives in Brockton.

## Good Sam. Employees Donate Backpacks for Children

September is often synonymous with preparing children for the transition from summer fun to the rigors of a school-day routine. At Good Samaritan Medical Center, employees have made this time of year a priority for their own families as well as other children in the community. Staff from the SurgiCenter challenge other hospital departments to donate backpacks and basic school supplies that a child needs to feel confident and well prepared. Donation drops in the main hospital lobby and in Human Resources gathered 153 backpacks representing a 40% increase over last year. The backpacks were picked up by the Brockton Public Schools on September 3rd and will be distributed to children based on need.

## Brockton Public Library Wins Federal Grant

Brockton Public Library is pleased to announce that we are recipient of a federal Preservation Assessment grant. This project is being funded through the Massachusetts Board of Library Commissioners with funds from LSTA (Library Services and Technology Act), a Federal source of Library funding provided by the Institute of Museum and Library Services. The purpose of the grant is to provide consulting services for preservation recommendations on the library's materials with a focus on historic preservation. The end result of the grant will be a long term strategic plan for improvement of the library's preservation environment. For more information, contact Elizabeth Marcus, Library Director at 508-580-7890 x101 or [emarcus@cobma.us](mailto:emarcus@cobma.us). Or visit [www.brocktonpubliclibrary.org](http://www.brocktonpubliclibrary.org).

## Lincoln Technical Institute To Host Career Fair & Expo

Tuesday, October 22nd, 2013 from 11-1pm (10:30 employer set-up), Lincoln Technical Institute will be hosting a Career Fair and Volunteer Expo at 365 Westgate Drive, Brockton. You will have a chance to meet with our students and alumni, and a great opportunity to market your business services, job opportunities, internships, and volunteer spots! Please reserve your company table by emailing Lisa Forth, Director of Career Services, at [lforth@lincolntech.com](mailto:lforth@lincolntech.com). Lunch will be provided. Event is free to area employers looking to hire or obtain volunteer students/alumni. For more information, call 508-941-0730, or visit [www.lincolnedu.com/campus/brockton-ma](http://www.lincolnedu.com/campus/brockton-ma).

## BAWIB's Successful YouthWorks Summer Jobs Program

The Brockton Area Workforce Investment Board's (BAWIB) YouthWorks Summer Jobs Program had another successful season that drew to a close at the end of

August. This year, 52 employers trained, mentored, and in some cases, hired youth permanently as a result of their pre-summer work readiness training and in-summer productivity. The program served a total of 204 youth who were employed in private, public, and non-profit jobs for 110 hours plus 10 hours of work readiness training. On August 29, 2013, BAWIB/YouthWorks held a recognition and awards ceremony for standout employers who acknowledged the importance of developing a skilled future workforce as well as youth who participated in the summer program. For more information on BAWIB, please visit our website at [www.BAWIB.org](http://www.BAWIB.org).

**Brockton Symphony 2013-2014 Season Begins**  
The Brockton Symphony 2013- 2014 season, "A Symphonic Voyage" begins with "From Russia With Love" on Sunday October 27, 3 P.M. at Oliver Ames High School , North Easton. The concert features brilliant 16 year old pianist Seho

Young playing the second piano concerto by Sergei Rachmaninoff. The exciting overture will be "Procession of The Nobles" also Night on Bald Mountain" and the show-stopper "Capriccio Italien." For information, visit the orchestra on facebook, or on the web at [www.brocktonsymphony.org](http://www.brocktonsymphony.org) or call 508-588-3841. Children 12 and under with an adult admitted free.

**Press Reception for New Exhibit at Fuller Craft Museum**  
Fuller Craft Museum invites you to a special press reception to preview our newest exhibition: Made in Massachusetts: Studio Furniture of the Bay State on Thursday, October 10, 2013 at 11:00 am - 1:00 pm. Several of the artists featured in the exhibition will be there to discuss their work. The reception is hosted by our curator Jeffrey Brown who will lead us on a gallery talk through the exhibition, followed by refreshments. Visit [www.fullercraft.org](http://www.fullercraft.org) for more information

## Business Assistance Center: A Valuable Resource

**METRO SOUTH BAC**  
Business Assistance Center

The Metro South Business Assistance Center serves the interests of existing and start-up businesses by providing low cost and efficient business information and work in conjunction with other local and regional economic development organizations to carry out their mission of creating new jobs and investment in the Metro South region. (See ad below)

This year, 10 workshops were held through the Metro South Business Assistance Center and its partners. Such workshops included DCAMM Workshop, LEAN Manufacturing, QuickBooks, Vertical Construction, Workforce Training Fund, Non-Profit Financial Optimization, STEP Trade Export Grant Info Session, Simpson Springs Workshops, People Skills

Workshop, and SCORE Foodservice workshop. Attendance for each of these workshops saw upwards of 20 people.

The Business Assistance Center also houses the staff of SCORE, a counseling service for businesses, start-ups, and entrepreneurs.

As part of the Business Assistance Center, the Chamber also houses the Edison Business Incubator space. The incubator provides below-market rental space for start-up and expanding micro-enterprises needing assistance. Studies show that 90% of businesses that start in an incubator will remain in business.

The Metro South Business Assistance Center and Edison Business incubator are located in the Chamber building at 60 School Street, Brockton. For more information, contact **Chris** at 508.586.0500 x 223 or visit [www.metroouthchamber.com/resources/business-assistance](http://www.metroouthchamber.com/resources/business-assistance).

**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**

Premier Sponsor:  
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- Comprehensive Reference Library
- Professional Counseling (by appt.)
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- Informational & Instructional Videos
- Workshops & Seminars (fees may apply)

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

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The Enterprise

## Rocky Marciano Statue Site Update

It's been sixty years since Rocky Marciano made history by being named world heavyweight championship, and one year since the monumental 20-foot Rocky statue was raised in his honor.

This record-size statue serves as the centerpiece for Champions Park, which will include a 27 foot-long walkway lined with day lilies and flowering trees and a majestic wrought iron arch welcoming visitors. The statue will be surrounded by a 32 foot-wide circle of brick pavers and a brick wall with plaques highlighting Rocky's accomplishments.

You can help make history by contributing to the Rocky Marciano Statue project and Champions Park. The Rocky Statue Committee is looking to raise \$250,000 to make this a worldwide destination. Make a tax-deductible donation or, for a limited time, the Rocky Marciano Statue Committee is offering his friends and fans the once-in-a-lifetime opportunity to stand tall with Rocky forever by purchasing a Brick. You can purchase a Brick individually, as a family or organization, or as a gift for someone special. Choose either a 4"x 8" for \$150 or 8"x 8" for 275 with up to six lines of sixteen characters. For more information, visit [www.rockystatue.org](http://www.rockystatue.org), email [info@rockystatue.org](mailto:info@rockystatue.org), or call 508-588-5015.

## Take Home a Piece of the Rock

You can also "take home a piece of the Rock" with an Official Commemorative Rocky Marciano 7" statue. Only 1,000 produced, hundreds sold, and only a few remain. Statues are \$25, proceeds benefit Champions Park at Rocky Marciano stadium.

Order at [pettilaw.com](http://pettilaw.com) or pick-up at Petti's Market, 216 Belmont Street in Brockton. For more information, email [mark@pettilaw.com](mailto:mark@pettilaw.com) or call 508-586-4466. Visit Petti Law's Facebook page to view images of the Rocky Statue with owners around the world. Rocky statues have been sold in 38 states and 7 countries.

## Steve Damish Recognized for Rocky Statue

Christopher Cooney, left, President and CEO of the Metro South Chamber of Commerce, recently presented Enterprise Managing Editor Steve Damish with a framed photograph of the Rocky Marciano statue (taken by Chamber member and photographer Matt Gleason. The Chamber honored Damish for his work in helping to bring the Rocky statue to Brockton in 2012. Cooney and Damish, who helped lead a committee of volunteers in bringing the \$300,000 statue to the city, are shown in front of a Rocky poster, courtesy of Sign Design, in the Enterprise's newsroom in Brockton.

Photograph by: Mark Vasconcellos, The Enterprise



## Babel's Paint & Decorating Ribbon Cutting



Bob Kimball of Babel's, Jeanne Babel, and owner Vic Babel, along with Mayor Linda Balzotti, William Conlon, Executive Director, Boys and Girls Club, and Chamber President & CEO Christopher Cooney were on hand to celebrate the occasion.

On Tuesday, September 17, Babel's Paint & Decorating Stores celebrated the opening of their newest store location at 47 Oak Street Extension, Brockton with a Ribbon Cutting Ceremony. Babel's Paint and Decorating Stores has built their business on the core values that Vic Babel Sr incorporated when he opened the first Babel's in Norwood Center in 1950. They are all about offering quality paint and decorating products in addition to all the help and advice that you need to get your residential or commercial project done right and beautiful the first time.

Stop by and see their new Brockton Store at their upcoming **Grand Opening on Saturday October 5th**. They will be offering great product specials, free refreshments, and a chance to win a \$500 Babel's Gift Certificate. For more information, visit [www.babels.com](http://www.babels.com), or call 508-584-2327.

## New Ballroom at The Mockingbird Restaurant



From left to right: Brian Connors, Chair, East Bridgewater Selectman, Manager Tom Davis, Kelly Cannizzaro, Chef Frank Cannizzaro, President, Mockingbird Restaurant & Martini Lounge, David Sheedy, East Bridgewater Selectman, State Representative Geoff Diehl, 7th Plymouth



The New Miraval Ballroom, Book for weddings, holiday parties, baby and bridal showers, and more!

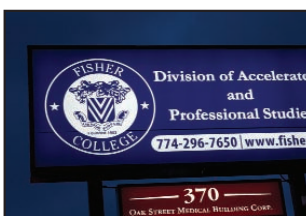
New Chamber member, The Mockingbird Restaurant & Martini Bar, recently celebrated the grand opening of their new event facility, The Miraval Ballroom, with a Ribbon Cutting Ceremony.

The Mockingbird Restaurant & Martini Lounge, located at 838 North Bedford Street in East Bridgewater, is best known for serving outstanding food and dazzling martinis. Their contemporary Italian cuisine gives you fabulous menu choices that use a combination of flavors and styles that are fresh, creative, and satisfying. Their martini menu is the largest in the South Shore! For more information, visit [www.mockingbirdrestaurant.com](http://www.mockingbirdrestaurant.com).

## Fisher College Celebrates New Brockton Location



Pictured from left: Dr. Neil Trotta of Fisher College, Mayor Linda Balzotti, Jennifer Courtney of Fisher College, Dr. Thomas McGovern of Fisher College, Chris Cooney, President and CEO of Metro South Chamber of Commerce, Richard Potter of Fisher College, and Robert Melaragni of Fisher College, joined by other Fisher College employees.



Fisher College recently celebrated their new location at 371 Oak Street in Brockton with a ribbon cutting ceremony, followed by a Chamber Business After Hours. The new Brockton site location will provide students with an expanded offering of traditional, blended, and online degree programs through Fisher's Division of Accelerated and Professional Studies including Communications and Media Studies, Criminal Justice, Human Services, Management, Psychology, and certificates in Medical Assistant and Medical Coding. For more information, please visit [www.fisher.edu](http://www.fisher.edu). For information on renting classrooms, please contact Rich Potter, [rpotter@fisheredu](mailto:rpotter@fisheredu)

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



Mark Linde, Brockton Community Access, Catered by Peppercorns Cafe & Catering



Anne Beauregard, Brockton Library Foundation; Larry Cameron, MassDevelopment



Masha Khanbabai, Law Office of Masha Khanbabai; Rob Sheldon, ABC Specialties



Jean Brillant, Brilliant Move; Laurie Blair-Lamb, Laurie B Design

## More Good News, Good Space in Brockton



Class A Office Space now available for lease at Office 24, 1324 Belmont Street, Brockton. Contact Chris, 508-588-5946, or email [Chris@SulmonteAndFrenier.com](mailto:Chris@SulmonteAndFrenier.com) for more information.

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NW-CN13007329



# Breakfast Features Digital Revolution & Patriots Book

## Loans Available to Brockton Businesses

Photos by RichMorganPhotography.com. Sound by RobPetersEntertainment.com.



Chris McIntosh, Boston Business Journal & Mass High Tech



Bob Hydlburg, author of Total Patriots, is interviewed by Dan Trout, Mutual Bank



Maria Gooch-Smith, SEED Corporation



Jeffrey Liebman, Good Samaritan Medical Center



September 18th's Breakfast, with emcee Jane Callahan, Eastern Bank, and sponsored by Good Samaritan Medical Center



Maxine Richardson, Alison Santoro, and Suzanne Martin of Brockton Community Schools



Attendees enjoy delicious food catered by the Shaw's Center



Mayor Linda Balzotti announced on September 23 that the City of Brockton, the Metro South Chamber of Commerce and the Brockton 21st Century Corporation are working with the South Eastern Economic Development (SEED) Corporation to deliver a Micro Loan Program to the city's small businesses.

"We recognize that small businesses in our downtown and our neighborhoods often cannot access the small amounts of capital they need to grow and create jobs in our city, and this Micro Loan Program addresses that need," stated Mayor Balzotti.

SEED Corporation has obtained \$1.25 million for new micro loans and had previously established two loan funds which can provide loans up to \$200,000 to Brockton's small businesses.

"Micro loans are particularly important because they can provide anywhere from \$1,000 to \$50,000 to meet working capital needs and start-up costs," explained Maria Gooch-Smith, SEED's executive director. "These loans are the most difficult for small businesses in their start-up phase to obtain," added Gooch-Smith.

"Micro loans can also be made to established businesses which might not be able to obtain all the financing they need from a bank. They can be used for purchasing equipment and furniture, paying off high interest credit cards used for the

business, and for working capital" stated Gooch-Smith.

The payment period on a micro loan can be from one to six years, and the current interest rate is 6 percent fixed. SEED will take business collateral and a position on personal real estate when needed to cover the loan. SEED requires that small business owners have credit scores of 600 or more, but will accept an outside guarantor when credit scores are lower or there is a limited credit history.

When an established small business needs more than \$50,000, SEED can combine a micro loan with a bank loan or with other SEED loan funds. These loans are usually made for a period of five years, but can be repaid over 10 years depending on the use of the funds. The interest rate ranges from 5 to 6 percent, and is fixed.

According to Gooch-Smith, the process for obtaining a loan consists of filling out a fairly simple two page application form which can be obtained through SEED's web site: [www.seedcorp.com](http://www.seedcorp.com) or by calling the Metro South Chamber of Commerce at 508-586-0500. There is a \$50 application fee.

Loan applicants will also have to income tax returns and personal financial statements. For start-up businesses, Gooch-Smith suggests attending one of SEED's free monthly Business Workshops, and

Continued on page 8

### FINANCIAL SERVICES *for businesses*

## Bankers that understand YOUR BUSINESS.

At Webster, we're all about helping your business succeed. That's why our certified business bankers take the time to understand how your business works and what your specific cash flow needs are. This way, they can help you find the right financial solutions you need to keep your business on the road to success. Understanding your business is part of Webster's **Type Personality.**

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Continued from page 7

and preparing a business plan. A Business Plan Booklet is available on SEED's web site.

Small businesses can also obtain technical assistance from the Metro South Business Assistance Center (BAC), located inside the Metro South Chamber office at 60 School Street in Brockton. The BAC is a one-stop shop business resource center including SCORE Counselors, the Massachusetts Small Business Development Center (MSBDC), Brockton 21st Century Corporation,

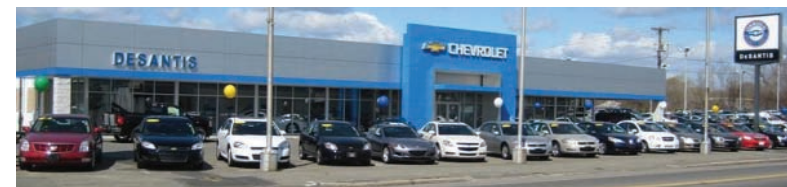
Massachusetts Supplier Diversity Office (SDO), MassDevelopment and the Small Business Administration (SBA).

SEED Corporation is a non-profit economic development organization established in 1982. Under various programs, SEED makes loans from \$1,000 up to \$5.5 million to assist small businesses to grow and create jobs throughout the region.

For more information about the Micro Loan Program and SEED, please call 508-822-1020 or visit SEED's website at [www.seedcorp.com](http://www.seedcorp.com).

## DeSantis Chevy Features New Space

Thursday, October 17, 5:30 pm - 7:30 pm



Please join us on **Thursday, October 17 from 5:30 pm – 7:30pm** for a Chamber Business After Hours networking event at **DeSantis Chevrolet** located at **1555 Main Street in Brockton**.

DeSantis Chevrolet, a family owned business in operation since 1981, offers the premier Chevy dealership experience you deserve. Whether you're looking for a new or used car,

or if you need service and repairs, our friendly and courteous staff will take care of all your automotive needs. New showroom is now open. Visit [desantis-chevrolet.com](http://desantis-chevrolet.com) for more information.

Register online at [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar), or contact Kimberly Prosper, [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com), 508.586.0500 x 231. This event is complimentary, but pre-registration is required.

## Simple Strategies for Better Event Marketing

Series Continues: Friday, October 18, 11:30 am - 1:30 pm

Geek Girl's series of technology/social media workshops continues this month on **October 18** with a workshop entitled **Simple Strategies for Better Event Marketing with Constant Contact**. The workshop takes place at **Crescent Credit Union, 115 Commercial Street, Brockton**. Registration, networking and lunch will take place 11:30 am - 12:00 pm, with the workshop running from 12:00pm - 1:30pm.

Small businesses and nonprofits need solutions that make them more productive and professional looking. Today's affordable and easy-to-use event marketing tools provide small businesses and nonprofits the ability to engage and capture meaningful data about their audience which can result in stronger relationships, increased sales, and smarter event planning.

At this workshop, you'll learn best practices on how-to maximize the attendance at your events including:

- Promoting your event using



Series sponsored by:



- RSVP and social media
- Online Registration
  - Pre and Post Event Activities

Don't miss out on this informative and relevant learning experience. Can't make this one? There's still one more workshop in the series:

**November 15: Leveraging Facebook with Email Marketing - Social Media Made Simple**

Workshops are free to attend. To register or for more information, contact Donz, [donz@metrosouthchamber.com](mailto:donz@metrosouthchamber.com), 508.586.0500 x 227, email [donz@metrosouthchamber.com](mailto:donz@metrosouthchamber.com) or register online at [www.metroouthchamber.com/calendar-registration](http://www.metroouthchamber.com/calendar-registration).

## Win a State Contract

Friday, October 4, 9:30 am - 12:30 pm

Join us on Friday, October 4, from 9:30 am - 12:30 pm at the Metro South Chamber of Commerce, 60 School Street, Brockton, to learn how to connect your business to the Commonwealth and win state contracts.

The Operational Services Division offers this **FREE** workshop designed for businesses who are interested in learning how to do business with the State. This workshop includes: An Overview of OSD programs and services including State and Federal Certification, Supplier Diversity Program (SDP), Small Business

Purchasing Program (SBPP), and a live demonstration of where to find bidding opportunities in Comm-PASS, (Commonwealth's e-Procurement System). Attendees will also learn about Statewide & Departmental Contracting procurement process, and marketing to public entities.

Additional details are available at [www.mass.gov/osd](http://www.mass.gov/osd). Register online at [www.somwba.state.ma.us](http://www.somwba.state.ma.us) ->Sessions ->Instructor Led Sessions ->Connecting Your Business to the Commonwealth.



## Free Legal Clinics for Small Business

Thursday, October 11, 1:00 pm - 4:30 pm by Appointment

The Massachusetts Small Business Development Center Network (MSBDC) is pleased to announce that the prestigious law firm of Partridge Snow & Hahn LLP has generously offered to hold free legal clinics for small businesses in our office and outreach sites.

A clinic will be held on **Friday, October 11 at the Metro South Chamber of Commerce, 60 School Street, Brockton**. You will be able to schedule a confidential 30 minute meeting with Chris Cassara, a partner

at Partridge Snow & Hahn, between **1:00 and 4:30 pm**, to discuss general legal questions such as corporate structure, leases, contracts, insurance, employment, franchising, etc.

Please contact Alison Moriarty at the MSBDC office at 508-673-9783 x10 to reserve your time slot. Any business participating in the clinic will be expected to sign a general waiver regarding conflicts, etc.



The MSBDC ([www.msfdc.org/semass](http://www.msfdc.org/semass)) provides free and confidential business advice to existing or prospective small business people. We also offer training seminars on a variety of topics, including starting a business, financial planning, government procurement, marketing, social media, and international trade assistance.

Partridge Snow & Hahn LLP ([www.psh.com](http://www.psh.com)) is a full service business law and litigation firm with offices in Providence, RI New Bedford, MA and Westborough, MA.

## Care for Your Business - Signature Healthcare

Thursday, November 7, 5:30 pm - 7:30 pm

Join us on **Thursday, November 7 from 5:30 pm - 7:30 pm** for a Business After Hours. **This event will take place at Signature Healthcare's new location, Two Washington Place, 31 Roche Brothers Way in Easton.**

The new office is Signature Healthcare's first medical space in Easton and is part of a larger medical office expansion and renovation plan intended to better serve the patient population.

The two-story space encompasses 50 Signature Healthcare physicians and employees in the disciplines of Internal Medicine, Laboratory,

OB/GYN, Imaging, Pediatrics and Plastic Surgery. Conveniently located with plenty of parking, the aesthetically pleasing space was built with patient comfort in mind including warm color palates and exam rooms positioned to improve patient flow.

Physicians from Signature Healthcare's 110 Liberty Street location in Brockton will be moving to the new space. Visit [www.signature-healthcare.org](http://www.signature-healthcare.org) for more information.

Register online at [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar), or contact Kimberly Prosper, [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com) or call 508.586.0500 x231. This event is complimentary to attend.





# New SiteFinder Up And Running!



The new Metro South Site Finder is now live at [www.metrosouthsitefinder.com](http://www.metrosouthsitefinder.com)! The portal, developed by AVIDA Designs, can also be found on the Chamber's website at [www.metro-southchamber.com](http://www.metro-southchamber.com), by clicking on the "SiteFinder" tab on the navigation bar.

The Site Finder website lists available commercial sites available for purchase or lease, with searchable criteria that includes square-footage, town, and cost criteria, among many others. Developers also have the ability to submit properties to be listed on the site.

# Brockton Holiday Parade - Call for Floats



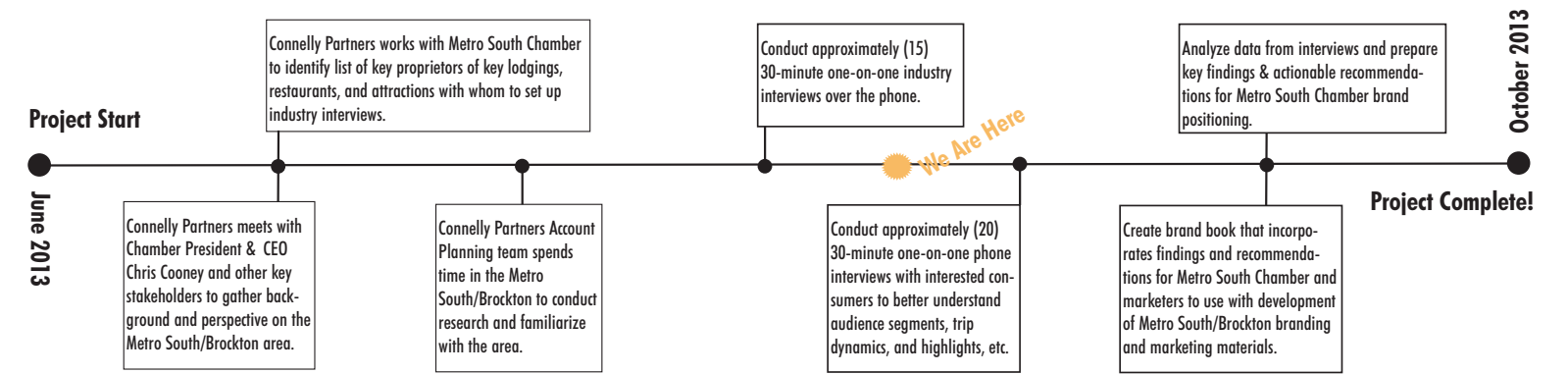
The Annual Holiday Parade in Brockton will take place in Downtown Brockton on **Saturday, November 30, 2013**, at 1:00 pm. The theme is "International Holiday". Any float, musical organization or marching procession is welcome to participate. Awards will be given out for the best floats and marchers. Registration is free and open to all. The cut off date is November 15th. Sponsors are invited for Parade Groups and Annual Holiday Program Book. Wear your Santa Hat, but please remember, no Santa's. Call 508-587-4322 for more information.

# Wayfinding System Sought For Brockton

In the interest of business signage, The Metro South Chamber of Commerce will be working with the City of Brockton as to develop a Wayfinding Signage System for easier navigation throughout the city. This system will contain directional signs from the Route 24 highway, to sites throughout the city. This system will work in conjunction with the Brockton/ Metro South branding project currently underway with Connelly Partners. (see below).



# Regional Metro South Branding Project



**Metro South Regional Branding:** The Metro South Chamber of Commerce is collaborating with Connelly Partners, an advertising and media company, contracted by the Massachusetts Office of Travel and Tourism (MOTT), on a major Regional Branding of the Metro South region. The rebranding includes an extensive assessment of visitor and stakeholder demand for tourism promotion, and how to better market these opportunities. This information will in turn be used to create a brand identity to better develop the Metro South region as a recognized regional entity and attract more visitors and businesses to the area. The research phase and brand suggestions are expected to be completed by early October.

Thank You to Participating Partners:

# Mayoral Candidates On Business Issues



Mayor Linda Balzotti



Mayoral Candidate Bill Carpenter

The September 17th primary election results are in and the race for Mayor will be between incumbent Linda Balzotti and Ward 6 School Committee member Bill Carpenter.

The Metro South Chamber of Commerce recently raised awareness of business issues by hosting a Mayoral Candidates Forum on September 6th as part of the monthly Government Affairs meeting, sponsored by UMass Boston.

Business topics addressed include: the Commercial Tax Rate, Promotion/Marketing of Brockton, Wastewater Facility, Water Rates, City Charter, Regional Leadership, Technology, Power Plant, Education, and more.

When asked about the commercial tax rate in Brockton, Bill Carpeneter stated "The commercial tax rate here in the city of Brockton is too high, it's the highest one in the region, it's regressive. It discourages businesses from locating in the city of Brockton, it encourages businesses to leave...it's not going to happen overnight, that's why I've put forth a blueprint for

Make your  
**VOTE**  
count!

Brockton's future.. we do have to make the streets of this city safer in order to encourage business to invest here."

On the same topic, Linda Balzotti commented, "I feel in the four years that I've been here, [I] worked very well with the business community, been very open to the business community, listened to the business community, and done as much as I can in terms of helping businesses not only stay here, but come here.. I will absolutely continue to do that; I think the more businesses that come here, the more business that we have located here, obviously is going to help the tax situation of everyone, both business and residential homeowners. So I will continue to.. work towards the economic development that we need to help everybody."

To watch the whole forum, recorded by Brockton Community Access Channel, visit [www.metro-southchamber.com/news-media/chamber-videos](http://www.metro-southchamber.com/news-media/chamber-videos).

**City of Brockton Election Day is November 5**, so be sure to make your vote count!

## WELCOME *New Members*

### **Amity Insurance Agency, Inc.**

Mr. Michael Peltier  
500 Victory Road  
Quincy, MA 02171  
(617) 435-0445

### **Insurance**

### **Daddy's Dairy**

Ms. Traci Segal  
1280 Belmont Street  
Brockton, MA 02301  
(508) 587-7770  
www.daddysdairy.net/  
**Ice Cream**

### **JD Engineering Inc.**

Mr. Greg Driscoll  
1145 West Chestnut Street, Suite 201  
Brockton, MA 02302  
(508) 928-4400  
www.jacobsdriscoll.com  
**Civil Engineering**

### **Stoneforge Grill**

Mr. Allen Lemere  
10 Roosevelt Circle  
South Easton, MA 02375  
(508) 238-0550  
www.stoneforge.net  
**Restaurants**

### **The Mockingbird Restaurant & Martini Lounge**

Mr. Frank Cannizzaro  
838 North Bedford Street  
East Bridgewater, MA 02333  
(508) 378-4911  
www.mockingbirdrestaurant.com  
**Restaurants & Function Facilities**

### **The Toolbox Inc.**

Mr. Tom Beach  
P.O. Box 5151  
Norwell, MA 02061  
(781) 987-1655  
www.thetoolboxinc.com Business  
**Consulting Services**

### **Midas/Happy Bear Auto**

Mr. Peter Lown  
772 North Main Street  
Brockton, MA 02301  
(508) 587-1955  
**Auto Sales & Service**

To Join the Chamber,  
Contact Kathleen Lynch,  
508.586.0500 x 229,  
klynch@metrosouthchamber.com  
Annual rates start at just \$295.

## Promote Your Business!

The Metro South Chamber of Commerce is getting ready to publish the 2014 Book for Business (B4B), a four-color publication that includes a complete membership directory and guide to the Metro South region. The Book for Business is a valuable tool for you and your business.

The B4B is distributed to over 5,200 people including member businesses, new businesses, visitors, residents, town halls, libraries, and more. In addition, it is posted online where it receives over 10,000 views annually.

Each Chamber member receives



2 free listings. Members may update their annual verification form online to ensure accurate listings in the Members Only Section of the Chamber website. The information on the form will also be used for telephone referrals made by the Chamber.

The Members Only Login Page can be found under the Membership tab on the Chamber website at [www.metroouthchamber.com](http://www.metroouthchamber.com). Please contact Melanie McGrath at 508.586.0500 x 222, [mmcgrath@metrosouthchamber.com](mailto:mmcgrath@metrosouthchamber.com) if you have not received your login information or if you have additional questions.

### **Advertise in the 2014 Book for Business**

Don't miss the opportunity to place an ad in the 2014 Book For Business and stand out against the competition for years to come. Your ad will be listed in close proximity to your free business directory listing. In addition, your alphabetical and categorical listing will be displayed in a bold colored font. This opportunity is sure to give you a leg up in the competition by helping you receive added exposure. Enhanced listings are also available.

Don't have the time to create an ad or the money to pay a designer? If you reserve your ad space now, our in-house graphic designer will create a full color ad for you, free of charge. The ad is yours to use for additional promotions or for other publications.

Call Melanie at 508.586.0500 x 222 or email [mmcgrath@metrosouthchamber.com](mailto:mmcgrath@metrosouthchamber.com) for more information and for ad rates.

## RENEWING *Members Thank You !*

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Baldwin Realty Group  
Bay Copy  
Belmont West Associates  
Brilliant Move, LLC  
Brockton Area Multi-Services, Inc.  
Brockton Educational Foundation, Inc.  
Burgess Pest Management  
Constellation  
Conway Insurance Agency, Inc.  
Crocetti's  
Curry College  
East Coast Transit Services, Inc.  
Edible Arrangements  
Employment 2000 Corporation  
Ercolini and Company LLP, CPAs  
George's Cafe  
Global Gourmet Partners  
Gowell's Candy Shop, Inc.  
H.T. Berry Company  
Heights Crossing  
Heritage Homes Real Estate  
Hurkett & Associates

IHOP  
Kelley Auctions LLC  
Legal Sea Foods  
Lynch Cleaning Contractors  
Mansfield Bank - Easton  
MSW Financial Partners  
National Physical Therapy  
Protection One  
Roger Keith & Sons Insurance  
Sign Design, Inc.  
Simpson Spring Company  
Stadelmann Electrical Services  
The Back Nine  
The Victorian House at T.J. Smith's  
Timber Lanes, Inc.  
Training Resources of America, Inc.  
TransPro Courier  
Unitel, Inc.  
Walgreen's Co.  
Webster Bank, N.A.  
William R. Sullivan  
Wynn & Wynn, P.C.

## Internships Offer Real Experience & Value

An internship is a partnership between a college/university and the workplace. Internships are a valuable component of a student's educational experience and these experiences serve as a bridge between academics and employment opportunities.

Many colleges give students the option to participate in a "for-credit" internship, which can be a highly attractive option for students AND employers. In a "for-credit internship," students pay tuition, and receive academic credit toward their college degree. There may be additional responsibilities for employers, such as creating a formal learning contract and providing an evaluation of the student's performance at the end of the placement. But there are also advantages for employers. "For-credit" placements are overseen by a university faculty advisor. This faculty advisor can help shape the internship and supervise the student, thereby ensuring that both student and employer get the

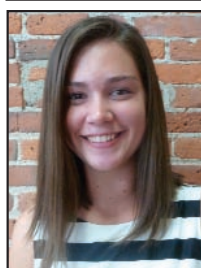


most out of the experience. The faculty advisor also becomes the connection between the workplace and the academic department—giving industry an entry into the university to help shape curriculum to best match industry's needs.

An internship can be more than just a part-time job. However, employers who do have part- or full-time jobs, or who want to post informal, not-for-credit internship opportunities, are welcome to do so through CONNECTLink, the one-stop internship portal connecting employers to five SE MA colleges and universities: Bridgewater State University, Bristol, Cape Cod, and Massasoit Community Colleges, and University of Massachusetts Dartmouth. A point of contact has been designated for each campus to forward your requests to the appropriate departments at each individual institution.

Find the CONNECTLink Internship Portal at [www.connectsemass.org](http://www.connectsemass.org).

## Chamber Welcomes Intern Kathryn Shields



Kathryn Shields

The Chamber would like to welcome Kathryn Shields as the new intern for Special Events. Kathryn is a senior at Bridgewater State University studying Communication Studies with a concentration in Corporate Communication Studies and a minor in English. Kathryn hopes to use her time at the Chamber to develop her professional and networking skills as well as to learn more about event planning in a real business setting.

To learn more about internships at the Metro South Chamber of Commerce, contact Kimberly Prosper, [kprosper@metrosouthchamber.com](mailto:kprosper@metrosouthchamber.com), 508.586.0500 x231



## Chamber Affiliation News & Events

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



The **Bridgewater Business Association (BBA)** will host their October 2013 meeting, held with BBA Members Wheel House Real Estate and Wheel House Mortgage, at their offices at 604 Bedford Street in East Bridgewater on Thursday, October 17 at 6:30 PM. There will be a wine tasting that evening, so bring a friend! Visit [www.bridgewaterbiz.biz](http://www.bridgewaterbiz.biz) for more information.

The **Stoughton Chamber of Commerce** will host the Taste of Stoughton & Stoughton Chamber Business Expo on October 18, 11:00 am - 3:00 pm at the Stoughton High School cafeteria. Includes fire & police demonstrations, live music, and food & beverage samplings. Visit [www.stoughtonma.com](http://www.stoughtonma.com) for more information.



The **Norwell Chamber of Commerce** will host the 6th Annual Taste of Norwell on October 17, 5:30 pm - 8:00 pm at the Cushing Center, 673 Main Street, Norwell. Risky Business from Hanover will provide the entertainment. If you would like to sponsor or participate, email [reiko@trbdesigns.com](mailto:reiko@trbdesigns.com).

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



Join **The Avon Industrial Park Association** for a picnic on Wednesday, October 2nd, 11:30 am- 1:00 pm at Weiss Sheet Metal, 105 Bodwell Street, Avon. Visit [avonindustrialpark.org](http://avonindustrialpark.org).



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

## Health Care Reform Act: Myth vs. Fact

There have been many questions about the Affordable Care Act (ACA), and for a good reason. It's important for business owners to be aware of how the Affordable Care Act will affect their businesses. However, with all of the misconceptions about the ACA lately, this is difficult for employers to do.

The U.S. Small Business Administration (SBA) has an ongoing blog series entitled "Myth Vs. Fact: The Affordable Care Act and Small Business", which recently addressed the question of the new Health Insurance Marketplace, and what business owners should be telling their employees. This information is necessary for business owners to know.

**Myth:** Business owners will be fined if they don't notify their employees about the new health insurance marketplace.

**Fact:** Under the ACA, if your company is covered by the Fair Labor Standards Act, you must provide your employees with a written notice about the new Health Insurance Marketplace by **October 2013**. However, despite what rumors say, you **will not be fined** for failing to provide this notice.

Even though there is no fine, business owners should inform their employees that the new Health Insurance Marketplace is open for enrollment in all states on October 2013. Employees should also know that they may be able to purchase lower cost private insurance in the individual marketplace, but may lose the employer contribution (if any) to their health benefits by doing so.

For more information on the Affordable Care Act, or to view sample notices to provide employees, please visit the Department of Labor's website, [www.dol.gov/ebsa/healthreform](http://www.dol.gov/ebsa/healthreform). To sign up for email updates from SBA, visit [www.sba.gov](http://www.sba.gov).

**Be sure to attend the Metro South Chamber of Commerce's upcoming Good Morning Metro South on October 23 to learn more about the how Health Care Reforms will impact you (see cover for details).**

## Retired Business Executives Wanted

SCORE is a nonprofit association dedicated to helping small businesses get off the ground, grow, and achieve their goals through education and mentorship.

The Southeastern MA chapter of SCORE is a volunteer organization sponsored by the U.S. Small Business Administration, staffed by business professionals with broad industry expertise.

Do you want to lend a hand? SCORE is actively looking for counselors in their Brockton location, 60 School Street. As a counselor/mentor, you will take part in creating the lives of small businesses. Join SCORE's team of over 11,000 working and retired business professionals. Becoming a mentor means helping your community thrive by providing

local small business owners with valuable guidance and insights for success. You've experienced the needs and challenges of managing successful businesses, so share your knowledge with those who need it. Put your skills, strengths, and passions to work for SCORE, for your community, and for yourself.



Volunteering with SCORE is sure to bring valuable experiences, personal satisfaction in helping others succeed, recognition and respect

as a business mentor, business connections, and professional and personal growth.

If you'd like to help and join the SCORE team, visit [www.sema.score.org](http://www.sema.score.org) to register or for more information. To speak with a SCORE member at the Brockton location, call 508-587-2673.

## The Ambassador Team • Win-Win Opportunity!

The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, member-to-member support, increasing awareness and promoting active participation in Chamber programs and services. The next **Ambassador meetings** will meet on October 2 and November 6 from 8:00 - 9:00 am at the Metro South Chamber of Commerce, 60 School Street, Brockton. For more information, call Kathleen Lynch at 508.586.0500 x 227.



## 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.



Former Mayor Ed Lambert

The featured speaker is Mr. Ed Lambert, Vice Chancellor at UMass Boston.

Mr. Lambert will serve as an important advocate for the University of Massachusetts Boston among its many constituents and provide significant leadership as they work to achieve the goals of their strategic and master plans.

Mr. Lambert has an impressive background of experience and service

including twelve years as the mayor of Fall River, seven years as a member of the Massachusetts House of Representatives, and over twenty years on the Fall River School Committee. He was also the first executive director of the Urban Initiative at UMass Dartmouth, and most recently the Commonwealth's commissioner of the Department of Conservation and Recreation.

If you would like to attend please R.S.V.P. online by visiting [metrosouthchamber.com](http://metrosouthchamber.com), by calling the Chamber at 508.586.0500 x227, or emailing [donz@metrosouthchamber.com](mailto:donz@metrosouthchamber.com). The cost to attend is \$5 for members and \$15 for future-members.

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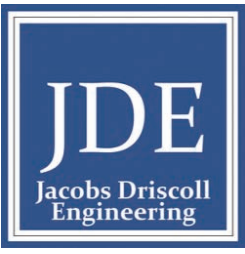
## State House Weekly Roundup



The Metro South Chamber of Commerce is now sending out a weekly e-update from the State House through Constant Contact. If you are interested in receiving this information, please visit [www.metroouthchamber.com/news-media/e-update](http://www.metroouthchamber.com/news-media/e-update). Once you enter your email address you can choose "Government Affairs".

BUY LOCAL FROM THESE CHAMBER MEMBERS!

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Jacobs Driscoll Engineering is a land development engineering and land surveying firm located in the City of Champions, Brockton, Massachusetts. We provide land development permitting, civil engineering, and land surveying solutions for commercial, retail and residential developers, real estate investors, municipalities, and homeowners. We can get your project permitted and into construction quickly and with precision.


**Orange Leaf Frozen Yogurt**



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Orange Leaf frozen yogurt is made fresh, on-site, everyday. We have 16 flavors in our store, over 60 flavors that we rotate, and plenty of fresh fruit and candy toppings. Orange Leaf is a self-serve store and we are currently charging 55 cents per oz. Stop in and enjoy red velvet or wedding cake or No Sugar Added chocolate/vanilla or dairy free orange/pineapple or oreo cookie or brownie batter or...you get the picture.

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The newly renovated Courtyard by Marriott is conveniently located along Routes 44 & 24. The new state-of-the-art lobby provides flexible spaces to work or relax in, free high-speed Wi-Fi through the entire hotel. The Bistro is the highlight of our new lobby experience. We offer a fitness & cardio center, indoor pool & whirlpool, 24-hour business center & a quick print station to get you on the go faster. Your stay is sure to be more comfortable, more productive, and more enjoyable than ever before!

**JOIN THE CHAMBER FOR GREAT BENEFITS**

**YOUR BUSINESS PROFILE HERE...**

...When You Join the Chamber.  
Call Kathleen at 508.586.0500 x 229,  
or email:  
[klynch@metrosouthchamber.com](mailto:klynch@metrosouthchamber.com)

60 School Street, Brockton • 508-586-0500 x 229  
[www.metroouthchamber.com](http://www.metroouthchamber.com)

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

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It takes the right tools to start - or grow - a business. And it takes customers to keep business growing.

The Metro South Chamber of Commerce builds strong businesses and communities by connecting you to new customers and suppliers, as well as to those who influence the local economy and quality of life. You'll get the tools and resources you need to grow and make a positive impact.

Call 508.586.0500 x 229 or visit [metrosouthchamber.com](http://metrosouthchamber.com) to learn more.

**Business or Pleasure...**  
THE METRO SOUTH REGION: THE HEART OF EASTERN MASSACHUSETTS



The Metro South region offers the best of all worlds; cultural and corporate advantages, top notch education, exceptional health care facilities, rich culture, fun recreational activities, natural beauty, and the serenity of historic New England.

Find exceptional value in the heart of Eastern Massachusetts, centrally located between Boston, Providence, Plymouth and Cape Cod. *Ride the rail to Boston in only 35 minutes!* Call 508.586.0500 for your free map and brochure.

**Metro South Regional Economic Development Organization**  
For more info, contact the Metro South Chamber of Commerce,  
508.586.0500 • [www.mctrosouthchamber.com](http://www.mctrosouthchamber.com)



**BUSINESS EVENTS Planner**

**October 4**

**Winning State Contracts**

9:30 am - 12:30 pm  
**Metro South Chamber of Commerce**  
60 School Street, Brockton

Learn how to Connect Your Business to the Commonwealth and finding bidding opportunities in Comm-PASS. (see page 8)

Free to Attend

For more information, call 508-586-0500 ext. 227

**October 9**

**Legislative Reception**

5:30 pm - 7:30 pm  
**Donahue Hall**  
Stonehill College, Easton

This is your opportunity to interact with elected officials at the state, federal and local levels in a casual setting. (see page 1)

Tickets: \$5 members, \$15 future-members

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

**October 11**

**Free Legal Clinic**

1:00 pm - 4:30 pm  
**Metro South Chamber of Commerce**  
60 School Street, Brockton

Schedule a confidential session with a partner at Partridge Snow & Hahn to discuss general legal questions. (see page 8)

Free to Attend - Reserve Your Time Slot

For more information, call 508-673-9783 x10

**IT'S EASY TO REGISTER!**

508-586-0500 x 231

508-587-1340

E-mail: [info@metrosouthchamber.com](mailto:info@metrosouthchamber.com)

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

Send reservation and payment to:

**Metro South Chamber of Commerce**  
Sixty School Street  
Brockton, MA 02301-4087



**October 17**

**Business After Hours**

5:30 pm - 7:30 pm  
**DeSantis Chevrolet**  
1555 Main Street, Brockton

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

Tickets: Complimentary

Please RSVP at 508.586.0500 ext. 231

**October 18**

**Geek Girl Workshop**

11:30 am - 1:30 pm  
**Crescent Credit Union**  
115 Commercial Street, Brockton

Learn how to *Simple Strategies for Better Event Marketing with Constant Contact*, sponsored by Crescent Credit Union. (see page 8)

Free to Attend

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

**October 23**

**Good Morning Metro South**

7:30 am - 9:00 am  
**The Shaw's Center**  
1 Feinberg Way, Brockton

This breakfast program provides an opportunity to hear from informative and entertaining speakers. It is also a great networking opportunity. (see page 1)

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

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

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