

# Actionreport

September  
2008

www.metroouthchamber.com

Leading Businesses  
Leading Communities



**CHAMBER MISSION**

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



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## International Trade Bolstering Business

Thursday, September 18

Sponsored By:

Join us at the next good Morning Metro South breakfast on Thursday, September 18, 2008 from 7:30am-9:00am at the



Leslie M. Schweitzer

Holiday Inn, 195 Westgate Drive, Brockton. The featured speaker is **Leslie M. Schweitzer, Senior Trade Advisor, US Chamber of Commerce.**

Ms. Schweitzer is directing the TradeRoots Initiative, a national grassroots international trade education program designed to raise the public awareness of international trade. Ms. Schweitzer has over thirty years of experience in the international trade arena. She pioneered U.S./China business beginning in 1977 and is proficient in foreign negotiation, marketing, product development, bartering, counter purchase and manufacturing, as well as experienced in analyzing growth potential of foreign companies.



Paula Murphy

Also speaking will be Paula Murphy, founder and director of the Massachusetts Export Center, an organization which helps firms export their products and services overseas through counseling, technical assistance, training, market research, and publication development.

A third segment will feature School on Wheels. For more on School on Wheels, see page 10.

Good Morning Metro South is being sponsored by the United Way of Greater Plymouth County,

Inc. The mission of the United Way of Greater Plymouth County is to increase the organized capacity of people in the Plymouth County area to care for themselves and for one another.

Pre-register by calling the Chamber at 508.586.0500 x 231. You may also register online at [www.metroouthchamber.com/register.html](http://www.metroouthchamber.com/register.html). The cost is \$20 for members and \$25 for non-members.

### The Importance of International Trade

Article by Toby Stapleton,  
International Trade Assistance Center



Toby Stapleton

*"US Exports in June were \$164.4 billion, up \$6.4 billion from May...Part of the reason for this incredible increase is the declining value of the dollar."*

A recent government report is emphasizing what economists have long argued, the importance of international trade for the United States and it has implications for the southeastern Massachusetts region as well. According to a report released by the US Department of Commerce, US Exports in June were \$164.4 billion, up \$6.4 billion from May. With the housing crisis, credit crunch and ailing domestic market, this shrinking of the trade deficit is one of the bright spots for the US economy.

Part of the reason for this incredible increase in exports from the US is the declining value of the dollar. According to a recent CNN Money.com article by Lara Moscrip, the weaker dollar helped drive exports of industrial supplies and materials, capital goods and American

Continued on page 9



June home sales in Brockton are up 57% over last year and the median house price is \$187,000 according to the Warren Group. "Brockton is attracting many home buyers because the city is an exceptional value" said Christopher Cooney, president of the Metro South Chamber of Commerce. "The Buy Brockton program developed in cooperation with Mayor James Harrington and many community based banks and credit unions provides up to 100% financing with discounted 30 year fixed mortgages and significant help with closing costs. With Brockton's central location and extensive amenities (three commuter rail stations, great restaurants, Fuller Craft Museum, Rox Baseball, 5 new schools and 800 acres of parks and conservation land) it is attracting a great deal of interest," said Cooney.

The Buy Brockton program is designed to assist with the purchase of a bank owned, foreclosed or short sale property.

**The Loan Program**

- Discounted Interest Rate
- Discounted Closing Costs
- 30 Year Fixed Rate Loan
- Maximum Loan-To-Value of 100% (with some restrictions)
- Mortgage Insurance from MassHousing
- Unemployment Benefits via Mortgage Insurance

**The Buyer**

- Does not have to be a First Time Home Buyer
- Income Restrictions may apply
- Individuals or families
- Employed and have Documented Income
- Must have Acceptable Credit Profile

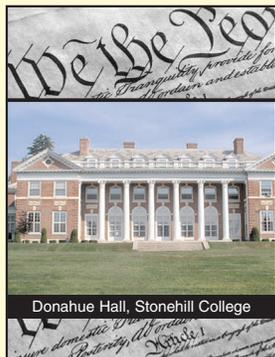
Continued on page 11

## Legislative Reception



Thursday, October 2, Stonehill College

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 Thursday, October 2 for the 19<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 5:00-7:30 p.m. The reception is sponsored by Stonehill College.



Donahue Hall, Stonehill College

The reception is a casual event at which business leaders, elected officials, and candidates for public office can renew face-to-face contacts and discuss issues of importance to them

Continued on page 11

## Save the Date!

95<sup>th</sup> Annual meeting

Sponsored by:

PAETEC Comcast

Wednesday,  
November 19

Featuring the  
Business-to Business EXPO  
For information on time, location,  
and securing an EXPO table,  
see page 7.

# Restaurant Workshop

## Boot Camp for the Restaurant Owner/Manager

Wednesday, September 17th

Time: 8:30am Registration  
9:00 a.m.-10:30 a.m. Workshop

Location: Metro South Chamber  
60 School Street, Brockton

Cost: \$10/Member, \$20/Non-Members



Sponsor:



Tribelli brings his over 30 years of management experience in the hospitality industry to shed some light on the keys to a restaurant's success.

A few of the topics which will be covered are:

- Marketing plans and implementation
- Cost and sales projections
- Key financial measurements
- Critical tools for managing the business

Additionally, attendees will receive valuable tips on how to improve customer service and how to get the most out of their employees.

To register, call Lisa Keene at 508.586.0500 x 225, or register online at [metrosouthchamber.com/register.html](http://metrosouthchamber.com/register.html)

This is a back-to-basics workshop that deals with important subjects such as: When should you raise menu prices? How should you determine costs? How should you better manage employees? And, how can you improve customer satisfaction? These are difficult but critical questions that every restaurant manager faces and responding to them correctly may mean the difference between success and failure for your business.

Guest speaker **Bill Tribelli**, certified teacher, consultant, executive chef, and founder of Tribelli Consulting will discuss these and many other topics at this workshop.

# One Page® Business Plan Workshop

## Tuesday, September 16th



Warren Rutherford

The Metro South Chamber of Commerce will host an informational workshop on The One Page® Business Plan on **Tuesday, September 16, 2008**

from **8:30 to 10:30 am**. The workshop will be presented by Rutherford Advisors, Inc., and will be held at the Metro South Chamber of Commerce located at **60 School Street in Brockton**.

One Page® Business Planing teaches valuable skills that are



essential for the success of your company. Come learn how to develop a Vision Statement, performance scorecards, an action status report, a business plan schematic, and more.

Please register by calling Lisa Keene, Membership and Business Development Director at 508-586-0500 x 225, email [lkeene@metrosouthchamber.com](mailto:lkeene@metrosouthchamber.com).

There will be a One Page Owners Group starting in Brockton on October 22. Visit [www.rutherford-businessadvisor.com](http://www.rutherford-businessadvisor.com) for more information.

# Telecommunications Workshop

## Tuesday, September 30th

Sponsored by:



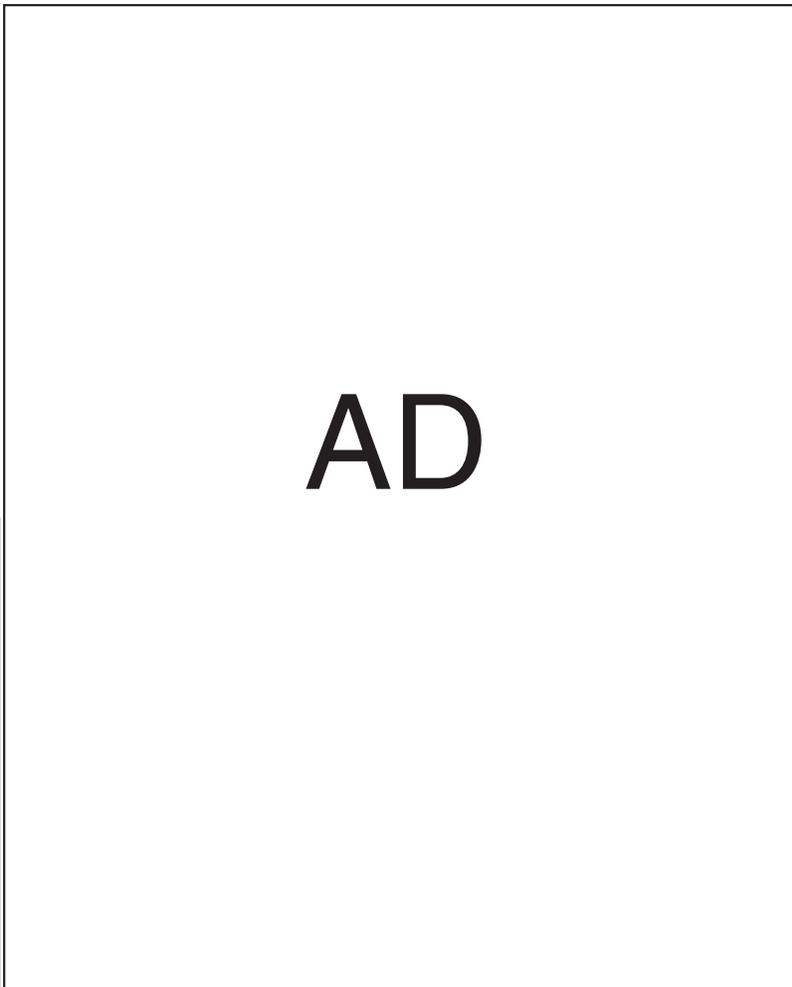
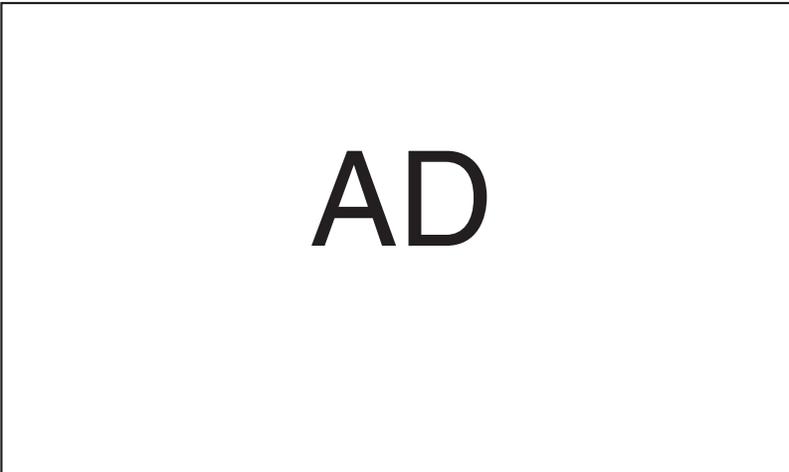
Description of Presentation:

Putting the Web and Other Communications Technologies To Work For Your Business, How Small and Medium-sized Companies Can Level the Playing Field By "Acting Big"

As a provider of communications services for small and medium-sized businesses, Comcast has had a front-row seat as smaller companies have learned to harness the power of modern technology to "act big" in the marketplace. This opportunity to level the playing field is most apparent online, where smaller companies have gone from "having to have a website" for reasons unknown to having to have a website if they want to build brand awareness and interact with customers. But other, less obvious web tools also are becoming essential elements of the business owner's toolkit today. In these challenging economic times, when efficiency and productivity can mean the difference between success and failure, more and more business owners are turning to web tools to manage their

back-office work - their records, their planning calendars, their schedules, their internal communications and other operational functions. (This is, of course, what the so-called "big guys" have been doing for years.) The elements of "acting big" and putting your best foot forward in the marketplace can even include something as basic as your telephone features. **Dan Sullivan, Vice President of Business Services for Comcast's Southeastern Massachusetts Region**, will share his experiences of trends in the local marketplace.

This workshop will take place on **Tuesday, September 30**, from **8:30 am- 10 am** at the **Metro South Chamber of Commerce**, 60 School Street, Brockton. To register, call Lisa Keene at 508.586.0500 x 225.



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

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*Brockton Area Transit Authority*

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**Christopher Cooney**  
*Metro South Chamber of Commerce*

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**CHAMBER STAFF**

**508-586-0500** Front Desk x 221

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President and CEO x 223

**Kim Bewsher**  
Program Director x 231

**Lisa Keene**  
Membership x 225

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*Old Colony Planning Council*

**Jack Conway** - *Jack Conway & Company, Inc.*

**John Costa** - *B C Tent & Awning Company*

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

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Medical Center*

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

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**John Vlaco** - *Brophy & Phillips Co., Inc.*

**Charles Wall** - *Massasoit Community College*

**Patricia Williams** - *HarborOne Credit Union*

**Kerry Sullivan**  
Finance x 230

**Alison van Dam**  
Communications x 222

## Networking at Events

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

## SEPTEMBER Calendar

<b>10</b>	<b>Ambassador Meeting</b>	8:00 am
<b>11</b>	<b>Business After Hours - Marriot Residence Inn, 124 Liberty Street, Brockton</b>	5:00 pm
<b>12</b>	<b>Government Affairs</b>	12:00 pm
<b>16</b>	<b>One Page Business Plan Workshop</b>	8:30 am
<b>17</b>	<b>Restaurant Workshop</b>	8:30 am
<b>18</b>	<b>Good Morning Metro South Holiday Inn-Brockton, 195 Westgate Drive</b>	7:30 am
<b>30</b>	<b>Telecommunications Workshop</b>	8:30 am

### Coming up October

<b>1</b>	<b>Ambassador Meeting</b>	8:00 am
<b>2</b>	<b>Legislative Reception Stonehill College, Donahue Hall, North Easton</b>	5:30 pm
<b>10</b>	<b>IP Telephony Workshop</b>	8:45 am
<b>13</b>	<b>Chamber Closed - Columbus Day</b>	
<b>14</b>	<b>Executive Committee</b>	3:00 pm
<b>16</b>	<b>CPA Workshop - Morgan Stanley</b>	12:00 pm
<b>22</b>	<b>Good Morning Metro South Holiday Inn, 195 Westgate Drive, Brockton</b>	7:30 am
<b>23</b>	<b>Regional Workforce Development Summit</b>	8:30 am
<b>29</b>	<b>Board of Directors</b>	12:00 pm
<b>30</b>	<b>Business After Hours Brockton VNA, 500 Belmont Street, Brockton</b>	5:30 pm

### Save the date November

<b>5</b>	<b>Ambassador Meeting</b>	8:00 am
<b>14</b>	<b>Government Affairs</b>	12:00 pm
<b>19</b>	<b>Annual Meeting &amp; EXPO Massasoit Conference Center, Route 27, Brockton</b>	
	<b>Expo Begins</b>	10:30 am
	<b>Meeting</b>	12:00 pm
	<b>Expo Ends</b>	3:00 pm

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



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

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

Photo and print production by Mark Mahoney, The Enterprise

# GOODNews

*Celebrate the great things going on!*

## Boys & Girls Clubs Day

The Boys & Girls Club of Brockton will host "Boys & Girls Clubs Day for Kids" (BGC Day for Kids), a major annual family event highlighting the value of meaningful time between caring adults and children.

The event will take place on Saturday, September 20th from 1-4pm at the club house, 233 Warren Ave, Brockton. There is no cost to attend. Program areas on all three floors include a Moon Walk, tournaments, arts & crafts, computer learning modules and physical fitness contests. Special guests include Mayor Harrington, Brockton ROX mascot K-O, and "Stitches" the Clown. Small Smiles Dental Center of Brockton will be on hand to offer free oral health screenings for children. The Brockton Police Department will prepare Child ID Fingerprint cards. Healthy snacks and goodie bags will be provided.

## Advantage Healthcare Homecare

Advantage Healthcare Resources is a Healthcare Recruiting, Staffing and Training/Educational Agency.

As we launch our new division in Homecare, we are excited to provide individuals of all ages needing care with dignity and independence by putting their needs first. At Advantage, we believe quality is based on personal and friendly services and it is our goal to help you and your family prevent or post-hospital or nursing home care.

Our team consists of Nursing/Home Health Aides/ Homemakers/ Physical, Occupational, Speech & Respiratory Therapists who look forward to helping you. Call 508-584-2061 or email [advantagehchs@yahoo.com](mailto:advantagehchs@yahoo.com) for a free consultation.

## Taylor: New Dean of School of Nursing

Susan Taylor, MSN, RN, has been named Dean of the Signature Healthcare Brockton Hospital School of Nursing. Taylor has served as Academic Admin. for the school since Dec. 2007.

Prior to joining Signature Healthcare Brockton Hospital, Taylor had been a faculty member at the Saint Joseph College of Maine. She was instrumental in committees that oversaw strategic planning and the accreditation process through the New England Association of Schools and Colleges (NEASC). Additionally, she served as President and Corresponding Secretary of the Faculty Senate, was a member of the Search Committee for a Dean of Continuing Education, and co-chaired the Rank and Tenure Committee.



Susan Taylor

## ITAC Annual Meeting

ITAC will hold its Annual Meeting, on Thursday, October 9th from 5:30 p.m. to 9:00 p.m. at LeBaron Hills Country Club in Lakeville, MA. The cost is \$30 per person, dinner included.

The featured speaker will be Leslie Schweitzer from TradeRoots. TradeRoots is a committee of the U.S. Chamber of Commerce. It is a national trade education program dedicated to raising grassroots support and public awareness about the importance of international trade to local communities.

ITAC will also be honoring State Representative Marie P. St. Fleur with the 2008 Legislator of the Year award.

She is receiving the award due to her commitment to developing connections between the state and the rest of the world. Recently, she participated in trade missions to Haiti, the Azores and Cape Verde.

Please RSVP to Sharon Martin at [Sharon@massitac.org](mailto:Sharon@massitac.org) or 508-324-4422.

## Susan Nelson Elected President of NEMFA

The New England Financial Marketing Association (NEMFA) announced today that Susan Nelson, Vice President of Marketing at HarborOne Credit Union in Brockton, Mass., has been elected president of its 2008/2009 Board of Directors.

Prior to joining HarborOne Credit Union in 2005, Nelson held positions at Citizens Bank and Compass Bank. A Certified Financial Marketing Professional, she is a graduate of Newbury College and has attended both the Massachusetts Banker School of Financial Studies and the American Bankers Association's School of Bank Marketing and Management. She has been a member of the New England Chapter for more than 15 years.



Susan Nelson

## Children's Museum in Easton Honored

The Children's Museum in Easton was selected as Boston and Providence's 2008 Parents' Pick for Best Children's Museum as part of Nickelodeon's ParentsConnect's First Annual Parents' Picks Awards. Nickelodeon's ParentsConnect ([www.parentsconnect.com](http://www.parentsconnect.com)), the online resource for parenting advice and community, asked parents to pick the best services in their local communities via the 2008 Parents' Picks Awards.

The Children's Museum in Easton is an educational, cultural, and social

learning center for children and families with a primary focus on children ages 1-8. With 3 floors of interactive exhibits and over 100 programs that allow kids to explore the world around them, we offer something for everyone!

For more information, check out our website at [www.childrensmuseumineaston.org](http://www.childrensmuseumineaston.org) or call us at (508) 230-3789.

## Rob Peters Bubble Parties

The Rob Peters Entertainment Group is pleased to announce the acquisition of Bubble Parties.com, and the Bubble Parties Business Plan, marketing materials and affiliated services, designed to educate mobile DJs about providing children's entertainment services.

As a mobile DJ and entertainer for over 20 years, Rob Peters is the owner of the Rob Peters Entertainment Group, located in Braintree. Rob is accredited as an Endorsed Professional Entertainer, a member of many local and national DJ trade associations, a frequent educational speaker for the mobile DJ community, a host on the DJ Idea Sharing Podcast Network, and the author of "The Business Of Mobile DJing."

For more information about Bubble Parties, visit [www.bubbleparties.com](http://www.bubbleparties.com).

## Travers: 2008 Realtor of the Year

Jack Conway Realtors Bridgewater agent Mike Travers was recently selected by the Tri-County Board of Realtors as its Realtor of the Year for 2008. Realtor of the Year is the highest honor the board bestows upon one of its members.



Mike Travers

# AD

# AD

The award is presented annually to a realtor, nominated by his peers, then selected by the Realtor of the Year Committee, which is an impartial panel made up of past Realtors of the Year. The committee takes into consideration the member's involvement in civic affairs and participation in local, state and national committees. They also consider the member's spirit and business accomplishments.

To contact Mike Travers at Conway-Bridgewater for any and all of your real estate needs, call 508-697-8300, or email him at [mtravers@jackconway.com](mailto:mtravers@jackconway.com).

**Pratt, New CEO of My Turn**

MY TURN, Inc., a youth development agency headquartered in Brockton, is pleased to announce the appointment of Stephen M. Pratt as Chief Executive Officer.



Stephen M. Pratt

MY TURN has tripled its size and budget in recent years and now operates education and job readiness programs for youth in 14 gateway cities in MA, NH and RI. Pratt has extensive experience in the youth development field, having led two direct service organizations and a scholarship foundation and having played a role in the founding of six nonprofit organizations as either CEO or board member.

Pratt serves as a board member of the Massachusetts Nonprofit Network, Common Impact, the Root Cause Institute and the Arlington Schools Foundation. He served on the steering committee of Social Innovation Forum, a donors' collaborative for innovative nonprofits and in 1999 he led the LeadBoston Community's examination of the legacy of busing.

**Brockton Bumper Stickers to Help Kids**

One of Mayor Harrington's top priorities has been the safety and well-being of the children of Brockton. We are pleased to inform you of the Mayor's children Fund. The Mayor's fund will be used to find creative youth programs throughout the City and assist community children by providing scholarships and educational assistance.

City of Champions Bumper stickers are available at; Brockton Main Library, Brockton Council on Aging and Brockton's 21st Century Corporation as well Metro South Chamber of Commerce for \$1.00 dollar. Proceeds will go to the Children's Fund.

**Women Business Owners Workshop**

The Community Bank is hosting their first in a series of seminars helping to connect women business owners with the experts and resources to grow their business. Entitled, "Creating Success for Your Small Business," Teri Cavanagh, consultant to World Bank, and Teresa Martin, Technology Executive and Consultant will be the featured speakers. The seminar will be held on Tuesday, September 16th at Thorny Lea Golf Club in Brockton, MA beginning at 8:30am. Registration will be online only. Visit [www.communitybank.com](http://www.communitybank.com) to register by 9/9. Please register early, seating is limited to 50 guests.

**Randolph Savings New Hire**

Randolph Savings Bank President and Chief Executive Officer Thomas H. Drummey has announced that Dennis M. Wyatt has joined the Bank as Senior Vice President, Director of Retail Banking. In his new position, Wyatt will be responsible for all aspects of the Bank's retail banking operations including managing all branches and branch employees in Massachusetts and Rhode Island.



Dennis M. Wyatt

Wyatt comes to Randolph Savings from Slades Bank where he held the same title of Senior Vice President and Director of Retail Banking at that \$600 million institution. His 20 years of banking experience also include tenures with both Citizens Bank and Fleet Bank

**Exit Strategy Plan Workshop**

On Tuesday, September 16, Winfree Business Growth Advisors is collaborating with ROI Business Brokers to conduct a workshop entitled "How to Sell Your Business or Plan a Succession that Survives You." It will provide you with the information you need to begin planning a successful exit strategy. The session will be held from 9-11am at 25 Braintree Office Park, Suite 200, Braintree. The cost is \$25. To reserve your spot, call Ken Cheo at 781-930-3220 or email [kcheo@winfree.org](mailto:kcheo@winfree.org).

**Transition to Tomorrow Summit**

Businesses are invited to attend United Way of Greater Plymouth County's Kick-off Breakfast and "Day of Caring" on Friday, September 12 at 8am at the Ocean Spray Headquarters, off Route 18 on

the Lakeville-Middleborough line, for a Continental breakfast, a few brief words and then to go out into the local community to take part in a "Day of Caring".

To sign up, please contact the United Way of Greater Plymouth County at 508 583-6306 ext. 106.

**Caritas New Chairman of Board of Trustees**

Arthur Wyman has been appointed as the new chairman of the Caritas Good Samaritan Medical Center Board of Trustees.

Wyman, along with his two brothers, are the developers of two 55+ communities in Bridgewater housing communities. He was the past chairman of the board of directors of Bridgewater Cooperative Bank, and has been involved in civic affairs in Bridgewater for 30 years, serving on several town and civic committees including the Finance Committee and the Bridgewater-Raynham Regional School Committee.

He succeeds Robert Gustafson, who has served as a trustee for more than 30 years at Caritas Good Samaritan Medical Center.

Jean Caputo Williams, has been appointed as the vice chairman of the Caritas Good Samaritan Medical Center Board of Trustees.

**SEED Loans fo Brockton Businesses**

The South Eastern Economic Development Corporation has funds available for small businesses in Brockton. The funds are available through a special loan pool for city businesses established by SEED working in conjunction with the Chamber, the Brockton 21st Century Corporation, and OCPC.

This pool of funds enables SEED to make loans up to \$100,000 to meet small businesses' needs for equipment, furniture and fixtures, leasehold improvements, working capital, and to pay off high interest credit cards used for the business. These loans are usually made for 5 years, but can be amortized over 10 years depending on the use of the funds. The interest rate is fixed for the term and ranges from 5.9 to 6.9 percent.

An application can be obtained through SEED's website: [www.seed-corp.com](http://www.seed-corp.com) or by calling SEED at 508-822-1020.

Over the past 6 years, SEED has made 47 loans to small businesses in Brockton, totaling \$8 million and helping to create 214 new jobs. These loans have been made to a range of small businesses. Recently, SEED has made a loan to chamber member Dahlborg-MacNevin Funeral Home.

AD

## Business After Hours at the Residence Inn

Sponsored by: Please "Save the date" and join us on **Thursday, September 11, 5:00pm-7:00pm** for a Business After Hours Event at the **Residence Inn** by Marriott, 124 Liberty Street, Brockton.

The Residence Inn by Marriott, Boston/Brockton, offers Studio, 1-Bedroom and 2-bedroom suites, with fully equipped kitchens, complimentary breakfast, luxury bedding, friendly staff, free high-speed internet, nightly social hours and weekly barbeques. The social hour for hotel guests are Mon-Thurs featuring light dinner, beer, wine, and non-alcoholic beverages. You will find a warm welcome at Residence Inn, Boston/Brockton.

For room reservations at the Residence Inn by Marriott, Boston/Brockton, call 508-583-3600 or visit [www.marriott.com](http://www.marriott.com).

The event is being co-sponsored by Rob Peters Entertainment which will be providing the music. Visit [www.robpetersentertainment.com](http://www.robpetersentertainment.com)

The cost to attend is \$5 for members and \$10 for non-members. If you would like to register, please call **Kim** at 508-586.0500 x231. You may also register online at [www.metroouthchamber.com/register.html](http://www.metroouthchamber.com/register.html). As always, remember to bring your business cards!



## GOVERNMENT Affairs

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

The next Government Affairs meeting will be held on Friday, **September 12, 2008**. The featured speaker will be **Lynn Nicholas, FACHE, President & CEO of the Massachusetts Hospital Association**.

Lynn brings with her more than 30 years of hospital and association experience. As CEO of MHA, Lynn is responsible for leading all aspects of the association, which counts among its 90 hospital-and-health-system members some of the finest caregiving institutions in the world.

With her experience and vision, team-building skills, and her understanding of hospitals from the inside out, Lynn provides leadership on policy, strategy and advocacy. Recognized for an ability to create coalitions

on behalf of the hospital community, she has also proven to be a highly articulate spokesperson on behalf of hospitals and their mission to care for patients and the communities they serve.

Before her appointment to MHA, Nicholas led the American Diabetes Association. Prior to that, Nicholas served as president and CEO of the Louisiana Hospital Association, and Executive Vice President and COO of the New Jersey Hospital Association.

If you would like to attend this meeting, please contact Lisa at 508.586.0500 x 225.



Lynn Nicholas, FACHE, MA Hospital Association

## Connection Activities Coordinator Position

**STATEMENT OF DUTIES:** The Connecting Activities Staff Associate is responsible for working with local School-to-Career liaisons from partnering schools as part of a Massachusetts Department of Education Student Success grant.

**QUALIFICATIONS:** Bachelor's Degree in related field; strong communication and presentation skills; ability to work with multiple partners, ability to write reports based; experience in counseling and/or education; and working knowledge of electronic database and word processing systems.

**DUTIES AND RESPONSIBILITIES INCLUDE:** Work with participating schools to increase internships and MA WBLP's completed; Work with schools to design and implement internship programs; Provide support, technical assistance and resources to host employers; Act as liaison between employer and high school staff; Maintain files; complete periodic reports as required by the Massachusetts School-To-Work Office; Provide information on industry trends and skill requirements.

This is a full-time, grant funded position with benefits. Subject to availability of the grant. Email Resumes to [Ikeene@metroouthchamber.com](mailto:Ikeene@metroouthchamber.com). No calls please.

## MEMBERProfile

### A & A Metro Transportation / Bill's Taxi Service



**A & A METRO TRANSPORTATION**  
A Division of Bill's Taxi Service, Inc.

A & A Metro Transportation / Bill's Taxi Service, Inc. began in 1952 as a cab company servicing the Bridgewater area. It continued this way until 1987 when it was bought by **Thomas and Michael Arrighi** from their father Bill. They incorporated the business immediately and began to expand the types of service offered by the company.

A & A Metro Transportation / Bill's Taxi Service, Inc. presently has 130 part and full-time employees and operates a fleet of over 100 vehicles. Services provided cover all facets of the transportation industry. We are currently engaged in contractual agreements for regular scheduled transportation services with a number of private companies, public transportation authorities as well as area colleges.

Other services provided include student, adult day care, executive car / limousine services and Motor Coach / Mini-Coach transportation. Our drivers are well trained with a minimum annual eight hour in-service training, CPR certification as well as CORI and SORI background checks and Drug and Alcohol testing.

We have experienced great success by realigning and enhancing the transportation needs of our customers to serve them more productively and efficiently. Our management philosophy is

to carry out our daily transportation commitments in the safest, professional manner possible with detailed attention towards customer service as well as serving our clients as their needs may require.

One of the unique features of our company is the ability, through our network of affiliations, to provide worldwide services. A & A Metro Transportation / Bill's Taxi Service Inc. provided contracted coverage during the 2004 Democratic National Convention in Boston. From that beginning, we have developed the capacity to provide credentialed transportation service for high-level diplomatic and official government client's nation-wide as well as in the Washington DC area on a regular basis.

Over the years we have received various awards, nominated for small business of the year, best taxi/limousine company and many recognitions and citations for community service. For more information go to [www.aametro.com](http://www.aametro.com)



## Higher Education Regional Agenda



Members of Mayor James Harrington's Higher Education Initiative convened this summer to review progress toward offering more higher education classes in Brockton. Discussion centered on specific industry sector needs within the community. Health Care, education, manufacturing, retail sales and distribution were all addressed. Various locations including downtown Brockton and sites along route 24 were mentioned as possible convenient locations for convening additional classes.

*Fall 2008 Brockton Higher Education Center Trainings.*  
Sponsored by Massasoit Community College

- 1) **Sexual Harassment in the Workplace**, Tuesday September 16, 2-5pm, \$59/person. Do you or your staff need to be reminded of sexual Harassment policy standards? What exactly does constitute a violation?
- 2) **Sales People Have Rights Too!**, Monday November 10, 2-5pm, \$59/person. Learn how to assert yourself, gain the respect of prospects and customers, and make more money in the process!
- 3) **Increasing Business Sales in Tough Economic Times**, Wednesday November 19, 2-5 pm, \$59/person. This workshop will help you learn to take control of the sales cycle in a way that your customers will truly appreciate!

All classes are held at the **Brockton Downtown Higher Education Center, 34 School Street, Mezzanine Level**. Call 508.588.9011 x 2011 or x2013 to enroll.



# 95th Annual Meeting and Business-to-Business Expo

**Wednesday, November 19, 2008 from 10:30 a.m.-3:00 p.m.**  
**Massasoit Conference Center, Brockton**

The Annual Meeting and Business-to-Business Expo is soon approaching. Mark your calendars for this special event!

Sponsored by:



## Annual Meeting

12:00 pm - 1:45 pm

Join other business people and community leaders and attend the annual meeting to celebrate businesses working together for the future of the Metro South Region. The Featured Speaker will be announced at a later date. The national anthem will be sung by former Miss Massachusetts, Valerie Amaral. Cost: \$45 members, \$55 non-members. Call Kim Bewsher at 508.586.0500 x 231 for tickets and info.

## Business-to-Business Expo

10:30 am - 3:00 pm

At the Expo explore the products and services of value to your business and profitable business contacts with over four hundred attendees. Be sure to schedule time either before of after the annual meeting to participate in the Business-to-Business Expo.

## Reserve Your Booth Space Now!

The Business-to-Business Expo is a great opportunity to reach over three 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 \$309 for members. Call before **October 1** and receive the discounted price of \$259. In previous years, the Chamber's response to this opportunity has been very strong. Since space is limited, registrations are on a first come, first served basis. To reserve your booth space, call Kim Bewsher, at 508.586.0500 ext. 231.

## Sponsorship Opportunities Available

All sponsorships include a table in the exhibit hall and two tickets to the Annual Meeting Luncheon. All sponsorship categories can be tailored to fit your company's needs. Call Kim Bewsher at 508.586.0500 x 231 for prices and information.

## Lincoln Tech Moves to 365 Westgate Drive



Lincoln Technical Institute has moved to a larger facility at 365 Westgate Drive, Brockton



Ribbon Cutting with Shawn McCartee, Executive Director, Lincoln Tech; Kerrin Miniutti, Director of Admissions, Lincoln Tech, Mayor James Harrington, and State Representative Tom Kennedy



Massage Therapy Demonstrations

Lincoln Tech provides career training in Medical Administrative Assistant, Massage Therapy, and Criminal Justice. Call 508-941-0730 or visit [www.lincolnedu.com](http://www.lincolnedu.com) for more information.

## Report of the Nominating Committee

The Chamber Board of Directors, composed of a broad cross-section of Chamber members, is responsible for policy direction for the organization. For continuity, board terms are staggered over three years. The Chamber's Nominating Committee has prepared the following slate of candidates to fill terms expiring this year on the Board of Directors.

Nominated to serve a three-year term in the Class of 2011 are **Jeff Dukess, Frenette & Dukess Attorneys; Brenda Hunter, Shaw's Supermarkets; William Morse, Mutual Bank, Scott Sanborn, Sovereign Bank; Lydie Ultimo, TERI; and Patricia Williams, HarborOne Credit Union.**

Nominated to serve a two-year term in the Class of 2010 are **Jack Conway, Jack Conway Real Estate; Christine Karavites, Proteas Consulting; Dana Mohler-Faria, Bridgewater State College; David Orloff, Sharkansky & Company, LLP, CPA's; and Charles Wall, Massasoit Community College.**

Nominated to serve a one-year term in the Class of 2009 are **Fred Mason, National Grid; Mark Moreau, TD Banknorth; Peter Neville, Concord Foods; and Andrew Schwartz, Law Office of Andrew H. Schwartz, LLC.**

In accordance with the Chamber bylaws, additional names of Chamber members can be nominated by petition bearing the signatures of at least 30 member firms in good standing. Such petitions must be filed by **September 15, 2008**. If a legal petition is presented with additional candidates, the names of all candidates will be mailed to all active members. If no petition is filed, the nominations shall be closed and the nominated slate will be elected by the Board at their October meeting. New Board members will take office at the **Chamber's Annual Meeting on November 19, 2008**. All Board of Directors' meetings are open to any Chamber member who wishes to attend.



# AD

## Join the Team!



Ambassadors discuss ways to help and improve the Chamber

The next **Ambassador Team meetings** will meet on **September 10 and October 1** from 8-9 am at the Metro South Chamber of Commerce.

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

Presently, there are over twenty business professionals on the Ambassador Team.

To become an Ambassador, contact Lisa at 508.586.0500 x225.

## Last Chance to Advertise- Book For Business

Don't miss your last opportunity to place a 2008 Book For Business Advertisement. The book is distributed to all chamber members, real estate offices, town offices, colleges, hotels and families interested in relocating to the area. Your ad will be listed in close proximity to your free business directory listing and is sure to give you a leg up in the competition by receiving added exposure.

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 professional quality full color ad for you, free of charge. The ad is yours to use for additional promotions or for other publications.

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



## Chamber Planning Sessions Draw Member Ideas

### Government Affairs



Christopher Cooney, Chamber President & CEO, Christine Karavites, Vice Chair of Government Affairs, and Lisa Keene, Director of Membership and Business Development lead the brainstorming for speakers for the upcoming year of Government Affairs.

The Chamber recently held several planning sessions to allow chamber members to contribute ideas for monthly meetings. Many great ideas were garnered from these meetings and some have already been worked on. We thank those members who participated and encourage all members to contribute an idea for a speaker and/or topic for this coming year. Contact Kim Bewsher at 508-586-0500 x231 or email at [kbewsher@metrosouthchamber.com](mailto:kbewsher@metrosouthchamber.com).

### Good Morning Metro South



Jeannette Travaline, Randolph Savings Bank, John Costa, BC Tent & Awning, Kelly Le, Bridgewater Savings Bank, and new member Jim Thomas, Jim's Appliance & Drain Cleaning Service were among those in attendance at the GMMS Planning Session

## Advertise Electronically and Reach Thousands

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Focused on What Matters.  
Prioritized For Success.



### Chamber E-UPDATE

The Chamber eUpdate is a weekly email newsletter service created to keep members and the community informed about chamber events, member and community events, news, and services available to the business community. With 1000+ subscribers, it is a great way to reach key business leaders and decision-makers about your firms products and services.

**Available Ads:**

**Side Column Ad:** 150x99 pixels. Prominent side column location. \$25/week.

**Featured Ad:** 415x415 pixels. Under featured articles. \$50/week.

**Eupdate Annual Sponsor:** SOLD OUT



For more information or for a copy of either contract, please call Alison at 508.586.0500 x 222, email [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com) or visit [www.metroouthchamber.com](http://www.metroouthchamber.com)

## SCORE Counsels Small Business On-line and at Chamber

Article from *The Small Business Advocate*

Thinking of starting a business? SCORE offers free online information on how to start, manage, and grow a business. The SCORE small business website is often the first place where entrepreneurs seek information about launching a business. Last year, more than 1.3 million people visited [www.score.org](http://www.score.org), up from 405,000 people in 2000.

SCORE's 1,300 online counselors provide expert advice in more than 600 business areas. They gave nearly 100,000 email consults in 2005. In addition, SCORE provides information, articles, and business research for

women, minorities, young entrepreneurs, and veterans.

Thousands of visitors to the SCORE website continue to sign up for one of SCORE's monthly electronic newsletters. "SCORE ENews", which offers the latest trends and resources to help small businesses succeed, reaches nearly 65,000 subscribers. More than 38,000 people receive "SCORE Expert Answers", which provides marketplace trends and advice from small business experts and industry leaders.

For more information, visit [www.score.org](http://www.score.org) or call 508-587-2673.

## SBA and Chamber Partner to Benefit Business



The United States Small Business Administration and the Metro South Chamber of Commerce recently held two meetings with private banking and public business assistance organizations to discuss current business incentives and future support of business assistance programs.

The meetings were hosted by the Chamber of Commerce at the Metro South Business Assistance Center and Edison Business Incubator at Sixty School Street in Brockton. The Chamber highlighted many of the programs held at the Chamber and asked each organization to discuss current and future initiatives. The chamber will continue to provide meeting/incubator space and promote small business programs designed to foster business growth. Please see stories on page 2, 10, and 11 for information on upcoming programs.

Leading Communities, Leading Businesses  
**Join the Metro South Chamber of Commerce!!**

Call Lisa at 508.586.0500 x 225

## Governor Deval Patrick Appoints Cooney, Costa and Williams

Patricia Williams,  
HarborOne Credit Union



John Costa,  
BC Tent & Awning



Christopher Cooney,  
Chamber President & CEO



Governor Deval Patrick recently appointed Chamber President and CEO Christopher Cooney, and Chamber Board Members John Costa of BC Tent and Patricia Williams of HarborOne Credit Union to the Massachusetts Workforce Investment Board (MWIB). All three have served as chair of the Brockton Area Workforce Investment Board in the past. The MWIB advises the Governor on building a strong workforce development system aligned with state education policies and economic development goals. The Metro South Chamber of Commerce will host the next meeting of the MWIB December 10th in Brockton with Governor Deval Patrick.



## Consumers Favor Chamber Members

A new national study reveals that membership in a local chamber of commerce can significantly boost a business's image among consumers, as well as among other businesses. In a scientific survey of 2000 U.S. adults, The Shapiro Group, and Atlanta-based strategic consulting firm, found positive perceptions of chamber members in a number of areas, including overall favorability, consumer awareness and reputation, and likelihood of future patronage.

The study, commissioned by the American Chamber of Commerce Executives (ACCE) showed that when respondents were told that a particular small business was a member of a local chamber, they were 44 percent more likely to rate it favorable than study respondents who were not told of the chamber affiliation. Respondents were also 63 percent more likely to want to purchase goods or services from a small business that is a chamber member.

"We discovered that informing someone about a company's chamber membership opens the door to substantial increases in positive perceptions of that business," said Alex Trouteaud, Ph.D., senior strategist for The Shapiro Group. "There clearly is a feeling by our respondents that

chamber membership is synonymous with quality and desirability."

The positive impact of perceived chamber membership is felt by big businesses, too. For example, when consumers believed that a restaurant chain was a member of the local chamber of commerce, they were 40 percent more likely to eat at the franchise in the future. And if a consumer believed that one of the major automobile manufacturers was a member of its local chamber, that a consumer was 9 percent more likely to consider purchasing his or her next car from that automaker.

"Join your local chamber, be an active participant in your chamber's programs and be sure to let your customers and prospects know you're a proud chamber supporter when they come in your business and when they see your marketing material," said Jim Blasingame, small business expert and president of Small Business Network, Inc.

J. mac Holladay, CEO of Market Street Services, an economic development consulting firm based in Atlanta that helped create the study, said, "It is refreshing to learn what we have suspected for years -- that chamber membership and community involvement are good investments."

## Chamber Co-Sponsors Workforce Summit

A Massachusetts Regional Workforce Strategies Initiative presents a summit on **Thursday, October 23, 8:30 am - 12pm** at the **Massasoit Community College Conference Center** in Brockton.

The featured speakers will be **Suzanne M. Bump**, Massachusetts Secretary of Labor and Workforce Development and **Paul Harrington**, Associate Director of the Center of Labor Market Studies at Northeastern University.

Learn about labor market demand and supply trends in southeastern MA and be a part of a discussion about developing strategies to address our regions unique workforce challenges.

Call Kim at 508.586.0500 x 231 for more information.

## SOMWBA Workshop



At a recent SOMWBA workshop, applicants seeking to participate in affirmative business opportunities learned about certification. The next workshop will take place on November 4 at 11am at the Chamber of Commerce. Visit [www.somwba.state.ma.us](http://www.somwba.state.ma.us).

*Trade, continued from page 1* — foods, beverages, consumer goods and autos.

The weaker dollar against foreign currencies is allowing US businesses to compete more effectively in markets that, in the past, were difficult to penetrate from a price standpoint. According to Forbes magazine, U.S. exports to Mexico, the European Union and South and Central America all hit records in June. Massachusetts alone exports more than \$24 billion dollars worth of merchandise each year. Exports from Southeastern Massachusetts include medical equipment, automobile components, textiles and seafood.

The Southeastern Massachusetts region has many small to medium sized firms that are worried about a worsening domestic economy. To help offset these fears, many of them are looking outside the US for new markets and customers. From Latin America to the European Union, Southeastern Massachusetts companies of all shapes and sizes are taking advantage of the weak dollar to expand aggressively into international markets. According to Ken Totushek of Rex-Cut Products in Fall River, "Back when the dollar was strong, our company had a more difficult time because foreign distributors found it too expensive to buy our products. But with today's exchange rate, prices for Rex-Cut's products have dropped and are now less than their European counterparts." As a result, Rex-Cut's exports have been increasing steadily over the last three years.

While the dollar may not always be this weak, one certainty is that export growth and access to global markets will always be an important component of the US economy.

Companies located in Southeastern Massachusetts, including Cape Cod and the Islands have the International Trade Assistance Center, Inc. as a resource that they can turn to for free assistance with their export needs. Contact ITAC today at 508-324-4422, or visit their website at [www.massitac.org](http://www.massitac.org).

### National Study Findings:

- Consumers are 44% more likely to think favorable about a business that is a chamber member.
- Consumers are 51% more likely to be highly aware of a business that is a chamber member and 57% more likely to think positively of its local reputation.
- Consumers are 63% more likely to buy goods and services in the future from a company they believe is a member of a local chamber.
- When business decision-makers believe that a business is a chamber member, they are 37% more likely to think favorably of the business, 51% more likely to be highly aware of it, 58% more likely to think positively of its local reputation, and 59% more likely to buy goods and services from it.
- 82% of respondents believe that the local chamber of commerce helps create jobs and promotes local economic development.

For the full study of findings, see the ACCE website, [www.acce.org/chamberstudy.aspx](http://www.acce.org/chamberstudy.aspx)

## WELCOME *New Members*

### *Making an Investment in Our Community*

#### **All Shine Cleaning Service**

Ms. Edna Rocha  
35 Oberlin Road  
Brockton, MA 02302  
(508) 577-2780  
www.allshinerecleaningsvc.com  
*Cleaning/Janitorial*

#### **Comcast Spotlight**

Mr. Matt Donohue  
40 Walnut Street  
Wellesley, MA 02481  
(781) 416-0583  
www.comcastspotlight.com  
*Advertising Specialties/  
Promotional Products*

#### **Edward R. White P.C.**

Mr. Edward R. White  
6 Beacon Street, Suite 900  
Boston, MA 02108  
(617) 227-2915  
www.immigrationed.com  
*Attorneys*

#### **Fedex Home Delivery**

Ms. Denise Blais  
1 United Drive  
West Bridgewater, MA 02379  
(508) 583-1936  
www.fedex.com  
*Delivery Services*

#### **Interstate Refrigerant Recovery, Inc.**

Mr. Timothy Maloof  
PO Box 517  
Foxboro, MA 02035  
(508) 543-5482  
/www.irri.us/index.htm  
*Environmental*

#### **Jim's Appliance & Drain Cleaning Service**

Mr. Jim Thomas  
PO Box 326  
West Bridgewater, MA 02379  
(774) 274-8450  
*Appliance Repairs*

#### **Personal Computer Resources**

Mr. Peter Hirschfeld  
86 Finnell Drive #21  
Weymouth, MA 02188  
(781) 337-2494  
www.presources.com  
*Computer Consultants*

#### **Randolph Chrysler-Jeep**

Ms. Deborah J. Mielko  
572 South Main Street  
Randolph, MA 02368  
(781) 961-1550  
www.randolphchryslerjeep.com  
*Auto Sales & Service*

#### **Servpro of Weymouth**

Mr. Jim Brown  
PO Box 15  
South Weymouth, MA 02190  
(781) 337-0344  
www.servproofweymouth.com  
*Contractors Specialty*

#### **Timeless Antiques, Watch Jewelry Co.**

Mr. Gary Epstein  
1208 Belmont Street  
Brockton, MA 02301  
(508) 580-3650  
www.boston-antiques.com  
*Jewelers*

#### **WMSX Radio**

Mr. Tony Molina  
288 Linwood Street  
Brockton, MA 02301  
(617) 970-7824  
www.geocities.com/super1410/  
*Media*

*To join the Chamber,  
Call 508.586.0500 x 225*

## Lend a Hand to School on Wheels

School on Wheels is an organization providing academic support for homeless children in pre-K - Grade 12 by providing after-school tutoring, family read aloud programs school supplies, and educational assistance for families. Recently, the organization delivered over 100 backpacks to 7 shelter sites.

School on Wheels has been in operation for 3 years providing academic support for over 100 children experiencing homelessness, with 4 offices in southeastern Massachusetts, including an office in Brockton.

On September 27th, School on Wheels will be participating in Rodman Ride for Kids, an all day cycling event in Foxboro with over 1,200 riders cycling to raise funds for over 20 Massachusetts child welfare agencies. The goal is to raise over \$20,000. If you would like to sponsor the ride, please visit [www.rodmanrideforkids.org](http://www.rodmanrideforkids.org). The deadline for sponsors is September 15.

School on Wheels will be featured at the Chamber's September 18th Good Morning Metro South. For more information, or if you would like to attend, please call Kim at 508.586.0500 x 231.

## IP Telephony Workshop



Michael Zygiel, President of Federal Telephone and Communications will present a workshop on IP Telephony on **Thursday, October 9, 8:30 am-11am** at the **Metro South Chamber of Commerce** in Brockton.

Today's businesses face never ending challenges of not only choosing the right communications products and services available, but also understanding how the different types of converged voice and data equipment will work best in their office environment. Michael will discuss the types of connectivity between you and outside world available through the internet and existing voice networks. He will talk about the difference between IP, traditional, and cellular technologies and how an entrepreneur can best use these technologies to increase productivity and enhance their bottom line. Learn about the most popular methods businesses can use to control their costs including the bundling of services, different carrier services that are offered, and exciting technologies including T1, DSL, Internet Protocol (IP) and Cable services. Also discussed will be the uses of traditional telecommunications systems as well as newer IP based communications equipment. Visit [www.fedphone.com](http://www.fedphone.com).

If you would like to attend, contact **Lisa** at 508.586.0500 x 225.

## RENEWING Members *Thank You !*

#### **Ace Surgical Supply Company**

Allied Waste Services  
Annunciation Greek Orthodox  
Church of Brockton, Inc.  
Barnard Construction  
Beltone New England  
Berry Real Estate  
Cameron's On The Green  
Cardinal Spellman High School  
CareerWorks  
City of Brockton  
Colonial Maintenance Contractors Inc.  
Colony House Skilled Nursing and  
Rehabilitation Ctr  
Cost Management Solutions  
Council on Aging  
CRTR Inc.  
Curves  
Economic Development Finance  
Corporation  
Effective Logistics  
Employee Assistance Program, Inc.  
Francis Freccero, M.D.  
H & R Block  
Independence Associates, Inc.  
John P. Kolentsas Financial Service, Inc.  
Jubilate Chorale, Inc.

#### **L & J Corp**

Law Office of George L. Whiting, Jr.  
Law Office of Janet B. Cole  
Lyne Laboratories, Inc.  
Magic Touch Nursery Pre-School  
Mansfield Bank  
McSweeney & Ricci Insurance  
Agency, Inc.  
Stonehouse Gardens Norwell  
Greenhouse, Inc.  
Paychex  
Plymouth County Development  
Council  
Precision Installations  
Proteas Consulting  
Quality Inn Brockton  
Rockland Ice Rink  
Russell & Pica Funeral Home, Inc.  
Sandra Smith-Robbins  
South Shore Tri-Town Development  
Sovereign Bank  
The Pines  
Verizon Communications  
Viking Recreation Center  
Wainwright & Wainwright  
Wal Mart #2122  
Wallace H. Peckham III, CPA/CVA PC

## Chamber Holds Disaster Planning Seminar



More than sixty people attended a recent disaster planning workshop held at Thorney Lea Golf Club. U.S. Small Business Administration and FEMA representatives provided sample preparation kits along with Brockton Emergency Management representatives. Diana McClure, VP and Director of Business Protection for the Institute for Business & Home Safety, also provided an overview of the most likely disaster scenarios to impact our region. Fire, hurricane and flooding are among the most likely. Sample disaster preparation kits are available at the chamber. Contact Lisa Keane at 508.586-0500 x 225 to receive a kit for your business.

# Become a Season Ticket Holder!

Registering for events has never been easier.

Become a Season Ticket holder for Metro South's most informative and innovative programs and events.



## Metro South Chamber Season Ticket

Includes:

- All Good Morning Metro South Programs (6 Programs, \$120 value)
- All Business After Hours (at least 7, \$35 value)
- Annual Legislative Luncheon (\$30 value)
- ATHENA Award Breakfast (\$20 value)
- Small Business Awards Luncheon (\$35 value)
- 2 Taste of Metro South Tickets (\$50 value)

Number of Tickets	Regular Payments	Season Tickets	Savings
4 Seats	\$1080	\$700	\$380
Individual	\$270	\$175	\$95

**All This for \$175.-**

Company Name: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Number of GMMS Season Seats \_\_\_\_\_ x \$175.00= \_\_\_\_\_ (total amount)

Fax this page to 508.587.1340,  
mail to 60 School Street, Brockton 02301,  
call Kim Bewsher at 508.586.0500 x 231,  
or email kbewsher@metrosouthchamber.com

## Member-Led Workshop on 401K

Thursday, October 14

"ROTH Uni K - The Owner only 401(k) plan,"

hosted by Morgan Stanley.

Time: 12:00 pm -1:30 pm

Location: Metro South Chamber  
60 School Street, Brockton

This seminar will provide an in depth discussion of what makes the owner only 401(k) an exciting concept in retirement planning. Also provides an overview of the changes brought about by EGTRRA 2001 that led to the creation of the owner only 401(k).

The seminar will be presented by Karen Remmele. Karen is the Sr. Product Manager at Pioneer

Investments specializing in small business



retirement planning. In her role at Pioneer, Karen oversees training and communication for small business retirement plans. She also frequently works with advisors to promote the benefits of saving for retirement through small business plans.

This workshop will give the CPA's 1 hour of continuing education credit and will be beneficial to all small businesses interested in learning more about 401K plans.

Lunch will be provided by Morgan Stanley. Please RSVP with Matt McLaughlin, Matthew.McLaughlin@morganstanley.com or by calling 781-681-4919.

## Black Doll Museum Eyes Brockton



Sisters Debra Britt, Felicia Walker, and Tammy Mattison, owners of the largest Black Doll collection meet with business officials



The Corcoran Building on Montello Street is a possible site for the museum

Principals for the world's largest collection of 5,000 Black Dolls are meeting with Brockton business and community officials to discuss possible sites within the city for a museum. The museum requires more than 18,000 square feet to accommodate display, retail, studio and classroom space.

## Buy Brockton Program Opens Door to New Home

Foreclosures in the state of Massachusetts have hit a new peak. "Buy Brockton," is an initiative of the city of Brockton, the state Housing Finance Agency and area lenders which aims to remedy the situation by providing discounted services to buyers of foreclosed, short-sale and other bank-owned properties. The program is the first of it's kind in Massachusetts.

"The local housing market has been devastated by the foreclosure crisis affecting out nation," said Mayor James E. Harrington in a MassHousing press release.

The number of foreclosure deeds filed in Massachusetts rose to a new peak in March when 1,167 foreclosures were recorded, according to the Warren Group. The real estate research company said the figure - a 140 percent increase from March 2007 - represents the highest number of foreclosures recorded in that state since the firm began tracking foreclosure deeds in 2005. (The Enterprise)

The program offers a 30-year-fixed-rate mortgage with a discount rate cur-

rently set at 6.25 percent with no points and without the customary 5 percent down payment. In addition, up to \$2,500 in closing cost assistance is available from the Mayor's Office, Neighborhood Housing Services and NeighborWorks America.

For more information, visit [www.buybrockton.org](http://www.buybrockton.org), or call one of the participating mortgage program banks.

**HarborOne Credit Union**

508.895.1188

**Rockland Trust Company**

800.222.2299

**North Easton Savings Bank**

508.238.2007

**Crescent Credit Union**

800.894.4445

**The Community Bank**

800.457.2043

**Mutual Bank**

781.524.5020

**Avon Co-operative Bank**

508.586.1355

**Dedham Institute for Savings**

781.320.4888

### Legislative Reception, Continued From Page 1

can renew face-to-face contacts and discuss issues of importance to them and the business community while enjoying complimentary refreshments and hors d'oeuvres.

Legislative actions at municipal offices, on Beacon Hill and in Washington are having far greater impact on Metro South area businesses than ever before. As a result, there is a greater need for our business community to speak out and be heard on regulations affecting commerce and industry.

As a member of the Metro South Chamber, your organization has a vested interest in helping foster stronger

relationships with local officials. The Legislative Reception is an excellent and cost-effective way for you, your key staff, and colleagues to initiate or renew face-to-face contacts at the state, federal and local level. We encourage your firm to participate and support the unified voice of the Metro South Chamber of Commerce. Together, we can ensure that government understands and supports the needs and concerns of the business community in our region.

Register by calling Lisa at 508.586.0500 ext. 225. This event is \$5 for members and \$10 for non-members.

AD

Leading Businesses • Leading Communities  
Join the Chamber of Commerce  
Call 508.586.0500 x225

**BUSINESS EVENTS** *Planner*

**September 11**

**Business After Hours**

5:00 pm - 7:00 pm

**Marriot- Residence Inn**

124 Liberty Street, Brockton

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

\$5 members, \$10 non-members

Please RSVP at 508.586.0500 ext. 231

**September 12**

**Government Affairs Meeting**

12 noon

**Metro South Chamber of Commerce**

60 School Street, Brockton

This meeting provides an opportunity for Chamber members to discuss issues and topics important to them and their elected officials.

Please RSVP at 508.586.0500 ext. 225

**September 18**

**Good Morning Metro South**

7:30 am - 9:00 am

**Holiday Inn-Brockton**

195 Westgate Drive, Brockton

This breakfast program provides an opportunity for Chamber members to network with other Chamber members and business owners in the region.

Tickets: \$20 members, \$25 non-members

Please RSVP at 508.586.0500 ext. 231

**IT'S EASY TO REGISTER!**

508-586-0500 x 221 

508-587-1340 

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

Send reservation and payment to: 

**MSCC**  
Sixty School Street  
Brockton, MA 02301-4087



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

**Names of Persons Attending:** \_\_\_\_\_

\_\_\_\_\_ **Event:** \_\_\_\_\_

**Company:** \_\_\_\_\_

**Phone:** \_\_\_\_\_

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