

Actionreport



September 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.



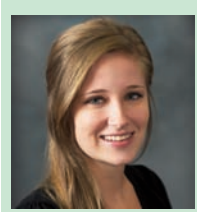
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Publisher of BBJ & Mass High Tech, N.E. Patriots at Breakfast

Wednesday, September 18, 7:30 am

The 2013/2014 Season of Good Morning Metro South will kick off on Wednesday, September 18, 7:30am - 9:00 am at the Shaw's Center, 1 Feinberg Way, Brockton.



Chris McIntosh,
BBJ & Mass High Tech

Boston Business Journal

Featured will be Chris McIntosh, Publisher of the Boston Business Journal and Mass High Tech. Over the past couple of decades, the Digital Revolution has changed the way that the publishing industry operates, creating many new challenges to overcome. The Digital Revolution has also created a flux of new opportunities, attracting new audiences, revenue streams, and direct engagement with readers. Learn how Chris McIntosh and the BBJ has adapted to the industry shift with the creation of 6 new event platforms, the development and launching of several new daily verticals, and the re-building and re-launching of Mass High Tech, a digital platform covering the region's incubation of next generation technologies and the people and companies behind the state's innovation economy.

At the breakfast, Maria Gooch-Smith from the

South Eastern Economic Development Corporation (SEED Corp) will be discussing their Micro Loan Program. SEED Corp focuses on job creation by financing all types of small businesses in Massachusetts and Rhode Island, making loans ranging from a \$1,000 Micro Loan, to a \$5.5 million SBA 504 Loan and also administers a small business technical assistance program.

Also speaking will be Bob Hydlburg, author of Total Patriots Book. Bob Hydlburg has been a guest on ESPN, Fox 25 TV, the New England Sports Network (NESN), WEEL, 98.5 the Sports Hub, and many other programs across the country. He is a weekly contributor to Karen Guregian's Patriots/NFL Notes in the Boston Sunday Herald Newspaper, is the Patriots Historian, and has worked for the NFL since 2005.

This event is sponsored by the Good Samaritan Medical Center. Good Samaritan Medical Center, a member of Steward Health Care, is an acute-care hospital providing comprehensive inpatient, out-

Sponsored by:



Total Patriots Book,
written by Bob Hydlburg

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Wednesday, November 20, 2013

The Conference Center at Massasoit, Brockton



Dr. Edward Hallowell

ANNUAL MEETING LUNCHEON: 12:00 pm - 1:45 pm

Luncheon Featured Speaker: Dr. Edward Hallowell, New York Times bestselling author, respected child and adult psychiatrist and world renowned speaker. Dr. Hallowell will draw on brain science and his own experiences to help employers get the most from their employees.

At the luncheon, there will also be awards, special Centennial give-aways, musical acts, and a celebration of 100 years of serving the business community. Tickets are \$100 per person and benefit the Metro South Chamber Education Foundation and the Capital Campaign fund.

Donations to the Capital Campaign Fund will be used to renovate the Chamber Headquarters located at 60 School Street, Brockton, in the old Thomas Edison power plant. An update to the facility is sought to better serve as the business hub of the region, to reflect the progressive thinking characterized by the Chamber, and portray the image of a successful, well funded and supported organization.



BUSINESS-2- BUSINESS EXPO: 10:30 am - 12:00 pm • 1:45 pm - 3:00 pm

The Business-2-Business Expo is a great opportunity to reach 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 for an Expo table is \$499 for members, \$599 for future-members. Reserve your space now, Expo tables will run out. The Expo is free to walk the floor.

More information on the Annual Meeting Luncheon, Expo, sponsorships, and giveaways on page 9

Meet Your Legislators!

Wednesday, October 9, 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 Wednesday, October 9 for the 23rd 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 sponsored by Stonehill College, Columbia Gas of Massachusetts and Crescent Credit Union.

Sponsored by:



Continued on page 7

Chamber Leads on Regional Business Issues



The Metro South Chamber of Commerce and the Metro South Regional Economic Development

Organization have made substantial progress on a number of regional initiatives this summer that will help promote the economic vitality of the Metro South region by competitively positioning the region, spreading awareness of the region's value proposition, and highlighting available commercial/ development space.

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Business After Hours & Ribbon Cutting at Fisher

Thursday, September 12, 5:00 pm - 7:30 pm



Please join us **Thursday, September 12** from **5:30 pm – 7:30 pm** for a Chamber Business After Hours networking event at **Fisher College's new location in Brockton, 371 Oak Street**. A Grand Opening **Ribbon Cutting Ceremony** will take place prior to the Business After Hours at 5:00pm.



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 (DAPS) including Communications and Media Studies, Criminal Justice, Human Services, Management, Psychology, and certificates in Medical Assistant and Medical. For more information, please visit www.fisher.edu.

Bring your business cards and join us for an evening of networking, tours, cocktails, hors d'oeuvres, and celebration. Register online at www.metroouthchamber.com/calendar, or contact Kim Prosper, kprosper@metroouthchamber.com, 508.586.0500 x 231. This event is complimentary.

Thirsty for Networking? Join us at Simpson Spring

Thursday, September 26, 5:30 pm - 7:30 pm

Join us at Simpson Spring located at **719 Washington Street in South Easton** on **Thursday, September 26** from **5:30 pm - 7:30 pm** for a Business After Hours.



Enjoy Simpson Spring beverage tastings, food catered by Bamboo restaurant, tours running every half hour, and networking opportunities with fellow Chamber members.

Simpson Spring is a family owned and operated company providing pure bottled spring water and all-natural, hand-mixed soda in a variety of classic flavors, including White Birch, Fruit Punch, Lemon & Lime and Sarsaparilla. Established more than 135 years ago, Simpson Spring is one of the oldest independent bottling

plants in the United States. Visit the Simpson Spring Marketplace every Saturday, 10am-2pm for fresh food items and entertainment from local vendors. For more information, visit www.simpsonspring.com.

To register or for more information, contact Kim Prosper at 508.586.0500 x 231, email kprosper@metroouthchamber.com or register online at www.metroouthchamber.com/calendar-registration. The cost to attend is \$5 for members and \$15 for future-members and includes refreshments and samplings of Simpson Spring products. Don't forget your business cards!

Drive Your Business to Success- DeSantis Chevy

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 for more information.

Register online at metroouthchamber.com/calendar, or contact Kimberly Prosper, kprosper@metroouthchamber.com, 508.586.0500 x 231. This event is complimentary, but pre-registration is required.

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.msbdc.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) is a full service business law and litigation firm with offices in Providence, RI New Bedford, MA and Westborough, MA.

Grow Your Business With Email & Social Media

Series Starts: Friday, September 27, 11:30 am - 1:30 pm

This fall, Geek Girl will be presenting a **series of technology/social media workshops**. The first workshop will take place on **September 27 at Crescent Credit Union, 115 Commercial Street, Brockton**. Registration, networking and lunch will take place 11:30-12:00, with the workshop running 12:00-1:30.

This workshop is designed to give small businesses and nonprofit organizations some simple ideas for growing their organizations using email marketing and social media. Topics include what to write about, how to get more people to stop and read your messages and how to get more action, or reaction, to your messages and offers. You will learn what it means to run a campaign and tactics for measuring success without spending a lot of time or money. Participants will leave with a workbook full of ideas for timing their messages, how to write a winning subject line, what kinds of offers or content they want to try, and



Series sponsored by: 

how best to approach their next outreach project. This class is best suited for beginners in online marketing.

Additional workshop to include:
October 18: Simple Strategies for Better Event Marketing with Constant Contact
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@metroouthchamber.com, 508.586.0500 x 227, email donz@metroouthchamber.com or register online at www.metroouthchamber.com/calendar-registration.


Breakfast to Feature BBJ, Mass High Tech, Patriots

Continued from page 1

patient and emergency services to Brockton and 22 neighboring communities. The hospital offers Centers of Excellence care in oncology and cardiology, specialized care in surgery, family-centered obstetrics with level-two nursery, substance abuse and advanced diagnostic imaging. Good Samaritan Medical Center was recently ranked among the Top 20 best hospitals for 2013-14 in Massachusetts by U.S. News & World Report. Visit www.stewardgoodsamaritan.org.

The cost to attend is \$25 for members and \$35 for future-members and includes breakfast and networking opportunities. As always, don't forget your business cards! Register online at www.metroouthchamber.com/calendar or by calling Kim Prosper at 508.586.0500 x 231, or email kprosper@metroouthchamber.com

BOARD OF DIRECTORS	DIRECTORS
OFFICERS	Jane Callahan - On Deck Sports/Promounds
Chair of the Board William Morse <i>Mutual Bank</i>	Joe Cardinal -National Grid
President and CEO Christopher Cooney <i>Metro South Chamber of Commerce</i>	Peter Dello Russo - Bridgewater Savings Bank
Chair-Elect Susan Joss <i>Brockton Neighborhood Health Center</i>	Francis Dillon - Stonehill College
Treasurer John McGovern <i>Rodman & Rodman, PC, CPA's</i>	Gregory Hart - Ercolini & Company, LLP
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Vice Chair Economic Development Steve Hall <i>Prism Energy Services</i>	Richard Hynes - Barbour Corporation
Vice Chair Government Affairs Susan Joss <i>Brockton Neighborhood Health Center</i>	Robert Kenworthy - Bank of America
Vice Chair Membership Development Patricia Williams <i>HarborOne Credit Union</i>	Ray Ledoux - Brockton Area Transit
Immediate Past Chair Peter Neville <i>Concord Foods</i>	Jeffrey Liebman - <i>Good Samaritan Medical Center/Steward</i>
CHAMBER STAFF	Dr. Dana Mohler Faria - <i>Bridgewater State University</i>
Christopher Cooney, CCE President and CEO x 223	Jim Murphy LSP - GeoInsight
Doris Flecchia Administrative Assistant x 221	Gerard Nadeau - Rockland Trust Company
Kathleen Lynch Membership Director x 229	Jonathan "Jay" Pike - Sharkansky LLP
Melanie McGrath Communications Coordinator x 222	Andrew Racza -Abington Bank
	Andrew Schwartz <i>Law Office of Andrew H. Schwartz, LLC</i>
	Larry Siskind - <i>Siskind and Siskind Attorneys at Law</i>
	Art Sullivan -Consultant
	Peter Vlaco - Brophy & Philips Company, Inc.
	Dr. Charles Wall - <i>Massasoit Community College</i>
	508-586-0500 Front Desk x 221
	Kimberly Prosper, IOM VP of Programs & Events x 231
	Lisa Pearce Finance x 230
	Donz Soares Office Assistant/Graduate Intern x 227
	Alison van Dam, IOM VP of Marketing & Communications x 222
<i>Newsletter Written & Designed by Alison van Dam Printing Donated by The Enterprise</i>	



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.

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ACTION Report **Volume 13 - Issue 8**
(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.

Photography by Rich Morgan * www.richmorganphotography.com

Networking at Events

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

SEPTEMBER Calendar

4

Ambassador Meeting

8:00 am

6

Government Affairs Meeting - Mayoral Forum

12:00 pm

12

Fisher College Ribbon Cutting & Business After Hours
370 Oak Street, Brockton

5:30 pm

17

Ribbon Cutting Ceremony at Babel's Paint
47 Oak Street Extension, Brockton

12:00 pm

18

Good Morning Metro South
The Shaw's Center, 1 Feinberg Way, Brockton

7:30 am

18

BBJ Smart Reader Seminar
The Shaw's Center, 1 Feinberg Way, Brockton

9:00 am

26

Business After Hours at Simpson Spring
719 Washington Street, South Easton

5:30 pm

27

Geek Girl Workshop
Crescent Credit Union, 115 Commercial Street, Brockton

11:30 am

Coming Up October

2

Ambassador Meeting

8:00 am

4

Connecting Your Business to the Commonwealth

9:30 am

9

Legislative Reception
Donahue Hall, Stonehill College, Easton

5:30 pm

11

MSBDC Free Legal Clinic

1:00 pm

14

Columbus Day - Chamber Closed

17

Business After Hours at DeSantis Chevrolet
1555 Main Street, Brockton

5:30 pm

18

Geek Girl Workshop
Crescent Credit Union, 115 Commercial Street, Brockton

11:30 am

23

Good Morning Metro South
The Shaw's Center, 1 Feinberg Way, Brockton

7:30 am

30

Board of Directors

12:00 pm

Save the Date November

6

Ambassador Meeting

8:00 am

7

Business After Hours at Signature Healthcare
Two Washington Place, 31 Roche Bros Way, Easton

5:30 pm

8

Government Affairs

12:00 pm

11

Veteran's Day - Chamber Closed

15

Geek Girl Workshop
Crescent Credit Union, 115 Commercial Street, Brockton

11:30 am

20

100th Annual Meeting & Expo
Conference Center at Massasoit, 770 Crescent St, Brockton

Expo Begins

10:30 am

Annual Meeting Luncheon

12:00 pm

Expo Ends

3:00 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.

GOODNews

Brockton Public Library Museum Passes

Brockton Public Library now has 25 different passes for museums and attractions across eastern Massachusetts, Rhode Island, and Connecticut. If you are a Brockton resident and have a Brockton Public Library card, visit www.brocktonpubliclibrary.org and click on Museum Passes to book a pass. Museum passes include: Battleship Cove, Boston by Foot, Boston Children's Museum, Boston Harbor Islands, Institute of Contemporary Art, Museum of Fine Arts, Museum of Science, Mystic Aquarium, New England Aquarium, Ocean Explorium, Pawtucket Red Sox, Plimoth Plantation, and more. Brockton Public Library is located at 304 Main Street, Brockton, MA, 508-580-7890.

Harbor One Banks Welcomes Mark Moreau

HarborOne Bank is pleased to welcome Mark Moreau to the Commercial Lending Division. With over 28 years in the financial industry, Moreau brings extensive experience in business banking, middle market and commercial real estate transactions. Prior to HarborOne Bank he served as Senior Vice President, Team Leader; Community Banking for TD Bank in Braintree. Moreau serves as a board member for the Greater Plymouth County United Way. He was previously on the Board of Directors of the New Bedford Area Chamber of Commerce, Metro South Chamber of Commerce and the United Way of Greater New Bedford.

Rogers & Gray Makes Top 100 List

According to the yearly Top 100 list compiled by Insurance Journal Magazine, Rogers & Gray Insurance is listed as one of the nation's most successful privately held independent insurance agencies in the United States. Rogers & Gray Insurance now ranks as the 88th largest in the country and one of only 2 agencies whose home offices are in Massachusetts. Rogers & Gray was founded in 1906, operates 8 offices and employs 120 people in Massachusetts. In addition, the agency is licensed in 30 states in which the personal, business and employee benefits divisions conduct business in.

Signature Healthcare Awarded

Signature Healthcare has received the Get With The Guidelines®-Stroke Gold Plus Quality Achievement Award from the American Heart Association for the second year in a row. The award recognizes commitment and success in implementing a higher standard of care by ensuring that stroke patients receive treatment according to nationally accepted guidelines. Following Get With The Guidelines-Stroke treatment guidelines, patients are started on aggressive risk-reduction therapies including the use of medications such as tPA, antithrombotics and anticoagulation therapy, along with cholesterol reducing drugs and smoking cessation counseling. These are all aimed at reducing death and disability and improving the lives of stroke patients.

SEED Corporation Continues Financial Counseling

The South Eastern Economic Development (SEED) Corporation today announced it has received \$50,000 from the Rockland Trust Community Development Corporation to provide financial counseling to small businesses in Massachusetts and Rhode Island.

Members - Send Good News to
mmcgrath@metrosouthchamber.com

The bank's support will enable SEED to continue to provide financial counseling targeted to low-income community businesses and residents through group and one-on-one entrepreneurial workshops and sessions. Rockland Trust provided the funding through its \$66 million tax credits award from the federal government's New Markets Tax Credit program.

Optimum Real Estate Welcomes Lisa Matthews

Optimum Real Estate, Inc. would like to welcome Lisa Matthews. Lisa resides in Abington, MA with her wonderful family. Lisa is very active in the community and with athletics. Presently she is following in her mother's footsteps by working professionally as a Real Estate agent. Lisa wants to continue to build on that legacy. Optimum Real Estate, Inc. thinks Lisa will be a great fit and we are lucky to have her.

Old Colony Elder Services Awarded Grant

For the third consecutive year, Old Colony Elder Services (OCES) has been awarded a generous grant from the Tufts Health Plan Foundation. The \$6,054 grant from Tufts Health Plan Foundation will fund OCES's successful 'It's About Time' free workshops for caregivers. The workshops teach caregivers techniques and strategies for managing time and reducing stress. Topics typically covered in the workshops include meal preparation, time management and relaxation techniques. 'The It's About Time' workshops teach caregivers the much-needed strategies which help them to avoid burnout and remain physically and emotionally healthy while they provide essential care-giving services.

Bridgewater Savings Bank Donates to Pro-Home Inc.

Bridgewater Savings Bank announced that its Charitable Foundation has made a donation of \$2,000 to Pro-Home, Inc. Pro-Home, Inc. has been helping thousands of families by offering down payment and closing cost assistance to first-time homebuyers, pre and post foreclosure services, credit and debt counseling, and FDIC-based Money Smart seminars.

Signature Healthcare Moms Blog Recognized

The Signature Healthcare Moms Blog has surpassed more than 100,000 views and has more than 2,500 people subscribed to the blog. The Signature Moms bloggers were identified through a Facebook contest. Since being selected, these moms have created a vibrant, online community where local mothers can come together to obtain new ideas and share experiences on the many roles they have to play as mothers, wives, caregivers, professionals, sisters, friends and providers each and every day. The blog has been recognized with several awards from leading healthcare organizations, most the Gold Aster Award within the blog category, a Silver Lamplighter Award in the blog category, a Gold Lamplighter Award for Excellence in Writing, and a Gold SIAA Award. To meet our mommy bloggers and to see what they're currently up to, please visit www.SignatureMoms.com.

Mutual Bank Launches New Program with Aziz Ezzaoui

Mutual Bank, an independent community bank with offices throughout southeastern Massachusetts, has named Aziz Ezzaoui as Financial Advisor to launch its new investment services program, Mutual Investment Services. Aziz, who had been vice president and senior financial consultant with Sovereign Bank on

Cape Cod, and a financial advisor at Morgan Stanley, will provide financial and retirement planning, and a wide range of investment services to individuals, families, and business owners. He holds FINRA licenses 6, 7, 31, 63, and 65, and is licensed to provide life, health, and accident insurance in Massachusetts. Aziz can be reached at his Plymouth offices by phone at (781) 523-4002, or by contacting any Mutual Bank office.

Elizabeth Beach Hacking Named Designer of the Year

Local Designer, Elizabeth Beach Hacking, of ShelfGenie of Massachusetts, a company that designs, builds and installs customized Glide-Out® shelving systems, was recently named 'Designer of the Year' at the company's 2013 national convention in Orlando, FL. Hacking received the award or having the highest annual sales volume and quality customer service record. ShelfGenie is a franchise concept that designs, builds and installs Glide-Out™ shelving systems that are custom-built to fit into existing cabinets throughout the home. ShelfGenie is the nation's only franchised provider of custom-built shelving solutions and is well positioned for growth and to become the predominant brand in its industry, which is highly fragmented and comprised of many "mom and pop" competitors and online retailers. For more information, visit www.shelfgenie.com.

SEED Corporation Joins Veteran Pledge Initiative

The South Eastern Economic Development (SEED) Corporation has announced that it has joined a national Veteran Pledge Initiative to cut costs for SBA 504 loans and SEED loans to Veterans. The Veteran Pledge Initiative is a commitment by top SBA national, regional and community lenders to collectively increase their lending activity to veterans by five percent per year for the next five years. Veteran owned businesses are those which are 51 percent owned by U.S. veterans who have served on active duty and have been honorably discharged from the military. The fee reduction will apply to SBA 504 loans and SEED small loans up to \$200,000. For more information call (508) 822-1020 or visit www.seedcorp.com.

Pancakes and Politics Breakfast

Saturday, September 7: Mutual Bank will sponsor the Brockton Library Foundation "Pancakes and Politics" Breakfast on Saturday, September 7, 2013 beginning at 9:00 a.m. at the Brockton Main Library, 304 Main Street, Brockton. Tickets are \$3.00 at the door and none will be sold in advance. The Mayoral Forum will be moderated by talk show host Ron Van Dam of WXBR 1460 AM and will start at 9:30 a.m. For more information please call Anne at 508-584-6919 or email at greenbeachab@yahoo.com.

Golf FORE Blue Tournament

Monday, September 9: Golf FORE Blue Golf Tournament. Calling our golfers, silent auction, contest on the course, prizes specific to women's teams and men's teams, 18 hole course. At the Easton Country Club, 9am registration, 10am start. Registration is \$125 and includes lunch and beverages. Proceeds to benefit the Brockton Blue Dog Shelter. We are in need of sponsors (ranging from \$100-\$500). For more information, call 508-436-6446 or visit www.bluedogshelter.com.

24th Annual Caring for Kids Golf Tournament

Monday, September 9th: Brockton Visiting

Nurse Association will host the 24th Annual Caring for Kids Golf Tournament at the Thorny Lea Golf Club, Brockton. The well attended community event is a terrific way to enjoy a day on the golf course, good food, and camaraderie while raising money to support BVNA's Caring for Kids Program. A feature of this year's tournament is a cash raffle. You can purchase a raffle ticket for a chance to win \$2,000, \$1,000 or \$500 CASH! The drawing will be held at the conclusion of the tournament on September 9th. Winners will be notified by phone and/or email, attendance is not necessary to win. For more information about the golf tournament or to purchase tickets click on the link below: www.brocktonvna.org or by calling 508-894-5286.

The Voices of Champions Vocal Competition

Wednesday, September 11: "The Voices of Champions." In the preliminary round of this vocal competition, eight adults and twelve children will sing before a panel of judges, with the top scorers advancing to the final round, which will be at the Harvest Gala of The Charity Guild on Thursday, Sept. 26. Shaw's Center, 1 Feinberg Way, Brockton, 7 PM. Tickets \$10 at the door. For more information, call 508-699-4360 or visit www.thecharityguild.org

Chamber Appreciation Social & Open House

Tuesday, September 17: 9:59 PM WAITD 2013 Chamber Appreciation After Hours Social and Open House at WAITD, 130 Enterprise Drive, Marshfield. Tour the WAITD facilities, enjoy refreshments, networking and fun and meet South Shore business owners just like you. To RSVP, please call 781-837-1166 by 9/13/13.

Harvest Gala of the Charity Guild

Thursday, Sept. 26: Harvest Gala of The Charity Guild features the finals of "The Voices of Champions" vocal competition. Four adults and four children will compete for top honors in their divisions, as voted by the audience. Cocktails and hors d'oeuvres will be served starting at 6 PM., followed by dinner, live and silent auctions and a performance by last year's winner, Bethany Conway. Shaw's Center, 1 Feinberg Way, Brockton. Tickets \$75. Sponsorship opportunities are available. For more information, call 508-699-4360 or visit www.thecharityguild.org.

2nd Annual BOWL-A-THON

Saturday, September 28: 2nd Annual BOWL-A-THON St. Joseph Manor Health Care will hold its 2nd Annual BOWL-A-THON at the Westgate Lanes in Brockton. All proceeds directly benefit our 118 residents and 60 adult day health clients. Team registration (up to 6 bowlers) costs \$125.00 and includes unlimited Cosmic Bowling for 3 hours, shoe rental, DJ and light refreshments! Don't bowl? Participate by becoming a sponsor or donate a prize for our raffle! To register as a bowler, sponsor, or for additional information please contact Marni Dunton, Director of Marketing at 508-583-5834 ext. 3055 or via email at mdunton@SJMbrockton.org

Greek Food Festival

September 19-22: Annunciation Greek Orthodox Church Food Festival, 457 Oak Street, Brockton. September 19: 11am-10pm. September 20 & 21: 11am-11pm. September 22: 12pm-6pm. Free admission and food to go. Authentic Greek food, music and dance performances. Visit www.annunciation-brockton.org.

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 in the Class of 2016 are **John McGovern, Rodman and Rodman CPAs; Steve Hall, Prism Energy; Jeff Liebman, Good Samaritan Medical Center; Gerry Nadeau, Rockland Trust; Jim Murphy, GeoInsight.**

Nominated to serve a two-year term in the Class of 2015 are **Jonathan Pike, Sharkansky LLP CPAs; Greg Hart, Robert Ercolini, Ercolini & Company LLP CPAs; Joe Cardinal, National Grid; Peter Vlaco, Brophy & Phillips, Co.**

Nominated to serve a one-year term in the Class of 2014 are **Kathleen Smith, Esquire, Brockton Community Schools; Pat Ciaramella, Old Colony Planning Council; Gigi Johnson, Christo's.**

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 13, 2013. 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 20, 2013.** All Board of Directors' meetings are open to any Chamber member who wishes to



Chamber Mourns Board Member John Vlaco

The Metro South Chamber of Commerce mourns the loss of former board member John Vlaco of Brophy & Phillips.

John B. Vlaco, 66, of Fairhaven (formerly of Easton) died peacefully, August 2, 2013 at Massachusetts General Hospital. He was the husband of 22 years of Maureen E. (Ball) Vlaco. John was born in Sri Lanka, son of the late Raymond and Katherine (Brophy) Vlaco.

John was raised in Bombay, India (now Mumbai) and Italy. He settled in the United States after his graduation from Stonehill College. John, a successful General Contractor and Real Estate Developer, founded Brophy & Phillips Co., Inc. in Brockton. For over 40 years he ran his company and was also a longtime board member and supporter of the Boys & Girls Club of Brockton and the Metro South Chamber of Commerce. John was a



generous man who traveled the world extensively with his wife; was an avid boater and pretend fisherman. In addition to his wife Maureen, he is survived by a son Peter and his wife Cecilia Roddy of Brookline; a brother Kevin Vlaco and his wife Carol of Middleboro, and several nephews.

"John served on the Chamber's Board for eight years. He was a leader within this business community and the greater community at-large. He invested significantly in the Metro South region blazing a trail for others to follow. He quietly and compassionately contributed to many organizations that benefited those most in need within the community. He was a tremendously positive influence on the community in so many ways. He will be missed. May God bless John and his entire family", said Christopher Cooney, Chamber President & CEO.

Grow Your Business With Email & Social Media



In August, The Metro South Chamber of Commerce, in conjunction with Stoughton Chamber and Neponset Valley Chamber, hosted author Marc Wayshak for a workshop on "How to Double Sales in the New Economy" at the Irish Cultural Centre of New England. Attendees of the workshop learned how to separate themselves from the competition by using a simple system to close sales more quickly and with greater frequency, and by applying Marc's 2X Formula™ to their own business. For more information, visit MarcWayshak.com

Health Care Resources Website Launched

To assist small businesses with the transition to National Healthcare, a new website is now active. Business.USA.gov/healthcare, a one-stop-shop Website which will provide employers of all sizes with educational materials on how the Affordable Care Act may affect businesses and help them compete. The site includes a wizard tool that is tailored based on size and location, so businesses can learn how the law helps them provide affordable coverage options to their employees while still meeting their bottom line. The site will act as a user-friendly hub that connects employers to informational content on tax credits and other provisions of the law from the Small Business Administration (SBA), the Department of Health and Human Services (HHS), and the Treasury Department.

Additional benefits will take effect in late 2013 and beyond. Starting

October 1, 2013, individuals, including those who are self-employed, and small businesses looking for a better plan, will have a new way to shop for private health insurance through the Health Insurance Marketplace and the Small Business Health Options Program (SHOP) found at HealthCare.gov. Individuals may be eligible for lower costs on their monthly premiums and self-employed individuals and small businesses may be eligible for tax credits to help with the costs of coverage.

The Chamber is committed to helping small businesses navigate through the new health care law over the next two years and will continue to provide information as it becomes available through media outlets, forums and hosting important speakers on the topic of health care at upcoming events. More information will be forthcoming.

Chamber Recognized for Rocky Statue Dedication

World Boxing Council Presents Chamber with Gold Medal and Certificate of Excellence

World Boxing Council member Jose Sulaiman visited Brockton in August to present the Metro South Chamber of Commerce with a special recognition in honor of the significant contribution made toward the successful dedication of the "Rocky" statue. Chamber Board member, Larry Siskind and Chamber member Charlie Tartaglia accepted the award on behalf of the Chamber of Commerce at a ceremony held at George's Café in Brockton. "This is a great honor and we thank the World Boxing Council for their generous gift of this outstanding statue honoring our sports legend, Rocky Marciano. It was a pleasure to be a part of such a significant and historic dedication. This gold medal and certificate of excellence issued by the WBC will forever be held in the highest regard", said Christopher Cooney, Chamber President and CEO.



Gold Medal presented to Chamber

Chamber Presents Siskind, Petti and Damish with Special Limited Print of Rocky Statue



Mark Petti and Christopher Cooney



Larry Siskind and Christopher Cooney

Christopher Cooney, Chamber President and CEO, recently presented Steve Damish, Larry Siskind and Mark Petti with a limited edition photograph of the Rocky Marciano statue. Chamber Member and photographer Matt Gleason captured the extraordinary image this past year. "This is a beautiful photograph capturing the grandeur and grace of this extraordinary athlete, Rocky Marciano. We thought it fitting to present a copy to each of them as a token of our appreciation for all they did to make the Rocky statue dedication a success," said Christopher Cooney.

Business Mission to Cape Verde

October 11-18 • Only \$2,950 per person



The Metro South Chamber of Commerce and Bridgewater State University, jointly with the Consulate General of Cape Verde in the United States, are pleased to announce that a business mission to Cape Verde, open to all Massachusetts businesses, will take place from October 11-18.

The goal of this mission is to develop and design strategies to expand business activities between Cape Verde and Massachusetts by increasing American investment in Cape Verde, increasing the volume of imports and exports, creating jobs in Cape Verde and Southeastern Massachusetts, and assisting businesses in southeastern Massachusetts to better

understand their customers and employees of Cape Verde.

While in Cape Verde, participants will visit key infrastructure, services, fisheries and other relevant projects in different sectors of the country's economy. The delegation will also travel to two major cities in the country including the capital city of Praia and the city of Mindelo. The delegation will establish contacts and participate in several meetings with business entities and high-level government officials to include Cabinet members and Mayors.

The total cost for six nights & seven days is \$2,950. Special packages for 3 days are available upon request. The cost of the trip includes round-trip airfare from Boston to Praia, Cape Verde, travel visas, hotel, all meals (including breakfast, lunch and dinner), transfers, and a dedicated bus for all program activities. Full payment is due with registration no later than September 13th, 2013. For more information, contact Donz Soares, 508-586-0500 x 227, donz@metrosouthchamber.com.

Display Your Chamber Membership Pride



The Metro South Chamber of Commerce has produced new 2014 double-sided window decals. Showcase your Chamber member pride. The decal will be mailed to all new members and renewing members upon their anniversary date. For more information, contact Kathleen Lynch klynch@metrosouthchamber.com or call 508-586-0500 x229.

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Orange Leaf Frozen Yogurt Opens in Brockton



On Friday, July 19, Orange Leaf frozen yogurt celebrated the grand opening of their newest location at 1285 Belmont Street in Brockton with a ribbon cutting ceremony. In attendance were Orange Leaf employees, Metro South Chamber representatives, and elected city officials. Orange Leaf is a guilt-free dessert place, providing decadent flavors reminiscent of your childhood trips to the local dessert shop as well as fruit-based flavors that will suit even the most health conscious individuals. Featuring a serve-yourself toppings bar and a fun, family oriented environment.

Pictured from left: Kathleen Lynch of Metro South Chamber of Commerce, Rochelle Sugarman of Old Colony Elder Services, Mark Ofstein of Costco Wholesale in Avon, Terry Connors, owner of Orange Leaf, David Colella, property owner, Linda Balzotti, Mayor of Brockton, Jonathan Pike of Sharkansky LLP, Chris Cooney, President and CEO of Metro South Chamber of Commerce, and Andrea Laroque of Old Colony Hospice.

Babel's Paint Opens Brockton Location



Babel's
PAINT & DECORATING STORES



Ribbon Cutting Tuesday, September 17
(Grand Opening in October)

Join the Metro South Chamber of Commerce and Babel's Paint & Decorating Stores as we celebrate Babel's newest location in Brockton at **47 Oak Street Extension** (formerly Capeway Paints) with a Ribbon Cutting Ceremony on **Tuesday, September 17** at 12:00 pm.

Do you love color? So do we. And we have for over 60 years. 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. We 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.

Babel's recently opened their 5th retail location in Brockton last month and have been very positively received by the residents of this community. While this location is currently a paint and supply store we are optimistic that we will add additional decorating products to the mix as we get to know the needs of this new market.

Stop by and see our new Brockton Store at our upcoming Grand Opening on **Friday, October 4th** and **Saturday October 5th**. We 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, or call 508-584-2327.

The New WXBR 1460 AM Holds Open House



The new WXBR 1460 AM held an open house in July to celebrate the grand opening of their new studios at 250 Belmont Street in Brockton. During the day, WXBR's on-air personalities were introduced to the community and tours of the facility were conducted. The station, owned by Azure Media, reopened in February after being off-air for eight months. For more information, visit www.wxbr1460.com or listen on your cell phone, 857.232.0117.

Networking at Harry's Westgate Pub, Brockton



Nicki Meade-Draves; Friend Weiler, Harbor One Bank; Richard Hooke, Crescent Credit Union



Rob Hyldburg, Total Patriots Book; Michael Matook, Combined Worksite Solutions; Craig Pina, New York Life Insurance



Ebony Cotterell, Solex Payroll Systems, Inc.



Christine McCabe, Yogurt in Love



John Pyne, Elements Therapeutic Massage



Jason Minassian, Westgate Lanes & Pub



Lisa Lundin, Just Desserts Bakery & Cafe



Michael Graff, Wellesley Financial Group & Insurance Agency

Photos by:
RichMorganPhotography.com

Harry's Westgate Pub offers delicious food with a new menu and chef, live entertainment, 13 Brunswick Gold Crown Billiard Tables, High Definition TVs, 60 bowling lanes, and new arcade. For more information, visit www.westgatelanes.com.



Meet Your Legislators!

Continued from page 1

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 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 Kimberly at 508. 586.0500 ext. 231, email kprosper@metrosouthchamber.com, or register at www.metroouthchamber.com/calendar. This event is \$5 for members and \$15 for non-members.

October Breakfast to Feature Health Care Reform



Wednesday, October 23, 2013 • 7:30 am - 9:00 am
The Shaw's Center, 1 Feinberg Way, Brockton

The October Good Morning Metro South will feature an Affordable Care Act (ACA) panel discussion with **Joseph G. Murphy, Commissioner of Insurance, Massachusetts Division of Insurance**, and **Kevin Beagan, Deputy Commissioner, Health Care Access Bureau**. Joseph and Kevin 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, or by contacting Kimberly Propser, 508.586.0500 x 231, kprosper@metrosouthchamber.com. **Sponsored by School on Wheels and Mutual Bank.**

RadarFrog

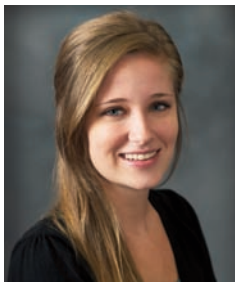


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Chamber Welcomes New Staff Member



Melanie McGrath

The Chamber is pleased to announce the addition of Melanie McGrath to its staff as the new Communications Coordinator.

Melanie will be responsible for producing the Chamber's 2014 Edition of the Metro South Book for Business, monthly Action Report newsletters, press releases, e-updates, and event marketing.

Melanie graduated with honors from Brockton High School and recently graduated Suma Cum Laude from Bridgewater State University, with a B.A. concentrating in Graphic Design and Photography. Feel free to contact Melanie at 508.586.0500 ext. 222 or via e-mail at mmcgrath@metrosouthchamber.com for information on any of the Chamber's publications.

Alison van Dam Transition Role, Opens New Business



Alison van Dam

Alison van Dam, Vice President of Communications, Marketing & Design, will continue part-time and transition communications work to Melanie McGrath while providing leadership to the Chamber in the areas of organizational support and development. Alison will gradually migrate full-time to her new venture AVDesign. She may be contacted for Chamber purposes at avandam@metrosouthchamber.com and at alisonvandam@gmail.com for other inquiries.

Chamber Supports Expanding Gaming in Raynham

Chamber President and CEO Christopher Cooney recently advocated for expanded gaming at Raynham Park in a letter to the Massachusetts Gaming Commission and Chairman Stephen Crosby.

"The Metro South Chamber of Commerce supports expanded gaming (slot-machines) at Raynham Park in Southeastern Massachusetts to allow for a first-class facility that will attract economic development, create new jobs and return money to Massachusetts that is routinely lost to gaming attractions in Connecticut and Rhode Island", wrote Chamber President & CEO Christopher Cooney.

Cooney went on to state "The Metro South Chamber of Commerce's mission is to serve the interests of member businesses while providing community leadership to ensure the economic advancement of the Metro South region. The proposal to develop Raynham Park as a first-class gaming facility would greatly advance the economic opportunities of our region."



Artist's rendition of Parx Casino slot parlor at Raynham Park

"The Raynham Park facility has operated successfully for decades in concert with the community and in compliance with state gaming laws. With more than six hundred experienced employees currently out of work as a result of the recent ban on dog racing, this slot machine license could put people back to work. This facility has a proven track record of producing an entertaining gaming experience in a convenient location", continued Cooney.

"The Carney family and the many talented gaming staff that live throughout the region are an asset to the community and state of Massachusetts. They deserve the support necessary to secure a slot machine license so very important to the future of this region. I respectfully request, on behalf of the business community, approval of Raynham Park's application for a slot-machine license."

Chamber Leads on Regional Business Issues

Continued from page 1



Scott Madden, Connelly Partners at a recent Board Meeting

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.



www.msccsitefinder.com

Metro South Regional Site Finder: The Metro South Chamber of Commerce will be launching the Metro South Site Finder this month at www.msccsitefinder.com. The portal, developed by AVIDA Designs, will also be located on the Chamber's website at www.metroouthchamber.com. 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.



Dan Hodges, UMass Donahue Institute, Lang Tarrant, Bill Byers, CSX Properties Group at recent Chamber meeting

CSX Rail Yard Study: The Metro South Chamber of Commerce has contracted the UMass Donahue Institute to conduct a study of the dormant 31 acre CSX-owned site in downtown Brockton to assess the best use of the land. Possible uses include an industrial park, freight rail facility, residential development, sports/recreation business venture, and a solar farm. UMass Donahue has completed a preliminary market assessment of the site which will be used to develop a productive and strategic plan.

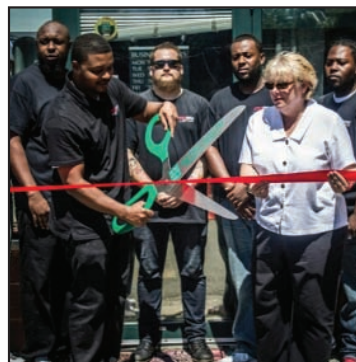


Station Lofts, Brockton

In Addition: Station Lofts has begun its \$9 million transformation of the old Knight building on Montello Street in Brockton into 25 housing units. Owner Jason Korb has held tenant selection information sessions at the Chamber office. **The Trinity Project's** revitalization of the old Enterprise Block in Brockton into mixed use housing with artist's lofts has begun development. **Crown Linen** has begun construction on a new 94,000 square foot plant

in Brockton with support of the Chamber, and REDO on a Tax Increment Financing (TIF) Plan. The Metro South Chamber/REDO also celebrates the **lift of the EPA Consent Decree** on the Brockton regional waste water facility and continues to advocate for the incorporation and expansion of the Water Reclamation and Regional Desalination Plant into a **Metro South Regional Water Supply & Treatment Authority**. Look for updates on all of these projects and more in future Action Report newsletters.

Starlines Unisex Hair Salon Grand Opening in Brockton



From left to right: Marvin Lanoix, Steigmward Desir, Mathew Penardi, Yvens St. Louis, Mayor Linda Balzotti, Ronald Deslier. Starlines Unisex Hair Salon (472 East Ashland St, Brockton) is dedicated to servicing the community and catering to all walks of life. They offer special discounts to senior citizens and blue collar workers (military, police officers, firemen and EMT). Starlines offers a family oriented, relaxing, and professional environment. Their number one goal is to be committed to provide quality service in every detail. Stop by today and see for yourself or contact us at 508-510-5122.

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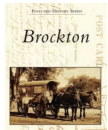
Wednesday, November 20, 2013 from 10:30 am - 3:00 pm
Conference Center at Massasoit, 770 Crescent Street, Brockton

Annual Meeting Luncheon

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 Annual Meeting will feature New York Times best-selling author Dr. Edward Hallowell, networking, awards, and raffles. The cost to attend is \$100 for members and \$135 for future members. Call **Kim Prosper** at 508.586.0500 x231 or email kprosper@metrosouthchamber.com for tickets and info. You may also purchase tickets at www.metroouthchamber.com/calendar.

All attendees will receive:



Among the promotional items distributed to each attendee at the luncheon is a book of Brockton Postcards, written by Jim Benson and supported by the Brockton Historical Society, a packet of 18 regional historic postcards, the Centennial Book for Business, Chamber Centennial folder, Chamber Centennial Pin, Metro South Chamber pen, Chamber Centennial water, and a promotional lightbulb paying homage to Thomas Edison whose former power plant facility is home to the Metro South Chamber of Commerce. In addition, FUN Enterprises, Inc. will be on hand to provide entertainment and complimentary historic postcards, in which a photo of you will be featured.

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 five hundred attendees. Be sure to schedule time either before or 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 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 table is \$499 for members. (Future-Member rate: \$599). 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 table, call **Kim Prosper**, at 508.586.0500 x231.



Sponsorship Opportunities Available

All sponsorship categories can be tailored to fit your company's needs. Call **Kim Prosper** at 508.586.0500 x231 for prices and information.

Chamber Advocates for Computer Tax Repeal

The Massachusetts Legislature recently enacted a new sales tax on computer software services as part of a massive \$800 million transportation financing plan. The law applies the state's 6.25 percent sales tax to computer system design and to modification, integration, enhancement, installation, or configuration of standardized or pre-written software.

Massachusetts has the highest percentage of tech workers in any state. The new law threatens to make the state less competitive in an industry that Massachusetts has excelled at, and

it strikes at the heart of ingenuity, innovation and entrepreneurship in Massachusetts. The tax could cripple small IT service companies and drive sales and services companies outside of Massachusetts. Currently only four other states issue a tax on computer and software services, all at a lower rate than Massachusetts.

The Metro South Chamber advocates for the repeal of this tax and encourages the Massachusetts Legislature to consider other alternatives that will not harm the state's innovation economy and small businesses.

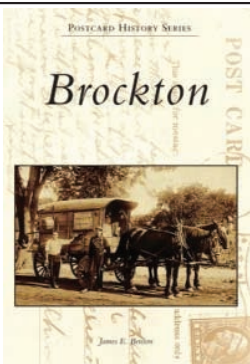
Chamber Credited in Brockton Postcard Book

The newest addition to Arcadia Publishing's popular Postcard History Series is *Brockton* from local author James E. Benson. The book boasts more than 200 vintage images and postcards of days gone by. Topics in the book include Churches, Education, Brockton Fair, Fire Department, Public Service, Recreation, Industry and Commerce, and Around Town.

Christopher Cooney, Alison van Dam, and The Metro South Chamber of Commerce are acknowledged by the author for contributing to the efforts of the book. There is also a page dedicated to the history of the Chamber.

The *Brockton* Postcard History Series book will be distributed to all attendees at the Chamber's 100th Annual Meeting on November 20.

Additional copies are available at The Brockton Historical Society located at 216 North Pearl Street. For more information, visit www.brocktonhistorical-society.org.



"As this book appears on seller's shelves, the Metro South Chamber of Commerce...will celebrate its 100th anniversary. In 1913, it was relatively simple to be the mouthpiece for promoting the city and its industrial base as it was pretty much a one-industry town with all of the related industry being attracted to their customer base. Today, there is no single industry that dominates the stage, and there are no postcards to pass onto future generations. We salute the Metro South Chamber of Commerce on its centennial, and we salute those businesses, whether they are still here or if they have moved on, portrayed in these pages-for they built this city."

Author James E. Benson is the past president of the Brockton Historical Society and serves as its official city historian. Previously, Benson coauthored *The Swedes of Greater Brockton* and authored *West Bridgewater, Brockton, and Brockton Revisited* in Arcadia's *Images of America* series.

Chamber Affiliation News & Events

To become an affiliate organization of the Chamber, contact Christopher Cooney at 508.586.0500 x223 or email chris@metrosouthchamber.com.



The **Bridgewater Business Association (BBA)** will hold Autumn Fest on September 28, from 10 am -4 pm on the campus of BSU in front of Boyden Hall. This family fun day includes sampling the wonderful products and services of our BBA members and vendors, delicious food and treats from local eateries, music, crafts, live demonstrations, activities, and more. Booths still available. Visit www.autumnfest.net for more information.

The **Stoughton Chamber of Commerce** will host a meeting on September 9, 6-7:30 pm at Town Spa Pizza, located at 1119 Washington Street, Stoughton. The topic of discussion will be BAWIB. \$15 for members, \$25 for guests. Visit www.stoughton-ma.com for more information.



Norwell Chamber of Commerce

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.

The **East Bridgewater Business Association (EBBA)** Business Expo will take place on September 21, 2013, 10:00 am-2:00 pm on the East Bridgewater Town Common, and will feature Dale and the Duds, train rides, jump house, pony rides, face painting, children's games, and delicious food. Visit www.eastbridgewaterbiz.com



Industrial Park Association

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.



The **Randolph Chamber of Commerce** will host a State of Randolph Address, featuring Town Manager David Murphy, on Tuesday, September 17th at Stetson Hall, 6 South Main Street, Randolph. Networking and refreshments from 5:30- 6:00 pm, presentations 6:00- 7:00 pm, and a Q&A from 7:00- 7:30 pm. The cost is \$5 for members and \$10 for non-members. Visit www.randolphchamberofcommerce.org.

WELCOME *New Members*

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Boston, MA, 02222
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www.sba.gov/ma
Agencies/Association

To join the Chamber,
Call 508.586.0500 x 229

Connecting Your Business to the Commonwealth

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 and Departmental Contracting procurement process and marketing to public entities.

Additional details are available at www.mass.gov/osd. Register online at www.somwba.state.ma.us -->Sessions -->Instructor Led Sessions -->Connecting Your Business to the Commonwealth, or by contacting Kimberly Prosper at 508.586.0500 x 231, kprosper@metrosouthchamber.com.



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Brockton Area Workforce Investment Board
Brockton Clean Energy
Brockton Community Access (BCA)
Brockton Redevelopment Authority
Brockton Symphony Orchestra
Brothers Pest Control, Inc.
Buzz Around, LLC
Cameron's On The Green
Cardinal Spellman High School
CATA, Inc./Christos Liapopoulos
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Graziano Redi-Mix Inc.
Gymnasium Floor Refinishers
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John T. Veale, D.M.D., Peter G. Veale, D.M.D. Inc.
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Route 106 Motors
RPC Packaging Supply, Inc.
Servpro of Brockton, Weymouth & Quincy
SH Spirits & More Corp.
Silverstein & Creedon
South Shore Rehab & Skilled Care Center
St. Joseph Manor Health Care, Inc.
Stephanie's Cleaners
Sullivan Tire & Auto Service - Abington
The Gas Man
The Truck Connection
Thomas J Curtin, DDS
Trufant Real Estate, Inc.
Viking Sheet Metal, Inc.
Wal Mart #2122
Walker-Clay, Inc.
Walkover Commons Apartments
Warren Jewelers

Business Community Represented on Transition Team

Chamber President and CEO Christopher Cooney has been appointed to serve on the transition team of the new Brockton School Superintendent, Kathleen Smith. The team will also be comprised of local and statewide members from diverse fields including education, business, government, community-based organizations, and public safety, lending their expertise and experience to assist in a smooth transition. Professor Richard E. Bath from Lassell College will chair the Superintendent's Transition Team.

The purpose of the new transition team will be to:

- review various aspects of the current

system that will be augmented with the information collected from ongoing local focus groups.

- provide insights and perspectives in developing an inclusive overview of the current system
- identify perceived issues
- suggest applicable strategies, innovative alignments, best practices, and new partnerships to meet identified needs.

The transition team will focus on four critical areas: *Organizational Efficiency and Effectiveness, Teaching and Learning, Culture and Context, and Operations and Finance*. Each team member will take part in one of these subcommittees.

BUSINESS ASSISTANCE CENTER

Premier Sponsor:



FREE services offered

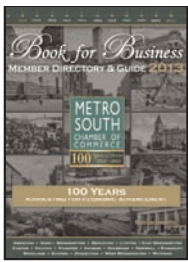
- Business Related Software
- Comprehensive Reference Library
- Professional Counseling (by appt.)
- Access to Computers & Online Resource
- Informational & Instructional Videos
- Workshops & Seminars (fees may apply)

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

Update Your Business Listing Online!

In an effort to streamline communications and “go green,” at the Chamber, the annual verification form can be completed online in the Members Only Section of the Chamber Website. The updated information will be used in the Annual Book for Business Member Directory. The information on the form will also be used for telephone referrals made by the Chamber.

The Metro South Book for Business is a colorful, 99+ page member directory and guide. It contains town information, business and residential demographics, legislative information and 2 free listings for each member. View last year’s Book for Business at [www.metroouthcham-](http://www.metroouthcham-ber.com)



ber.com/news-media/book-for-business.

The 2013 Centennial Book for Business, containing an enhanced history of the Chamber and Brockton, was distributed to 5,000 people, including members, business leaders, town halls, libraries, all Brockton Businesses, Business Associations, and more.

The Members Only Login Page can be at metrosouthchamber.com/membership/member-login. Please contact Melanie McGrath at 508.586.0500 x 222, mmcgrath@metrosouthchamber.com if you have not received your login information.

A reminder with instructions and login info will be sent through email and mail later this month.

Advertise in the 2014 Book for Business

Don’t miss the opportunity to place an ad in the 2014 Book For Business, sent to over 5,000 businesses. Your ad will be listed in close proximity to your free business directory listing. In addition, your alphabetical and categorial listing will receive extra embellishment. This opportunity 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 Melanie at 508.586.0500 x 222 or email mmcgrath@metrosouthchamber.com for more information and for ad rates.



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.

Special Edition: Candidates Forum

The next Government Affairs meeting will be held at the Metro South Chamber on Friday, September 6 at noon. The meeting will feature a Mayoral Candidates’ Forum for the City of Brockton with Linda M. Balzotti, Bill Carpenter, Ronald Matta, and Christopher MacMillan.

This meeting is by invite only and will be aired on the Brockton Community Access Channel follow-

ing the event. We urge you all to take part by sending questions for the candidates to Christopher Cooney at chris@metrosouthchamber.com. Selected questions will be asked and answered during the taping. For additional information, please call 508.586.0500 x 231. Don’t forget to vote in the primary on Tuesday, September 17.

Sponsored by:



Team Building & Group Outings with SUP Exploration



Christopher Cooney, Chamber President & CEO (right) welcomes new Chamber member Mitt Vilchutsky of Stand Up Paddling Exploration.

Stand Up Paddling Exploration (SUP) is a stand up paddleboarding company, offering unique and fun team building exercises and group outings. A package includes stand up paddling instruction, paddle boards, gear, and delivery to your location of choice in the Greater Boston area. For more information, visit www.supexploration.com, call (617) 702-2768, or email contact@supexploration.com.

You Never Know Who You’ll Meet at a Chamber Event ...

Become a Season Ticket Holder!



- All Good Morning Metro South Programs (5 Programs, \$125 value)
- All Business After Hours (12, \$60 value)
- Annual Legislative Luncheon (\$39 value)
- ATHENA Award Breakfast (\$25 value)
- Small Business Awards Luncheon (\$35 value)
- 1 Taste of Metro South Ticket (\$35 value)

Company Name: _____

Phone: _____ Fax: _____

Name 1: _____

Email 1: _____

Name 2: _____

Email 2: _____

Name 3: _____

Email 3: _____

Name 4: _____

Email 4: _____

SEASON TICKET AND ADDITIONAL SAVINGS OPTIONS

Season Ticket: # _____ Discounted Tickets x \$199 = \$ _____

Additional Taste Tickets (limit 2): # _____ Discounted Tix x \$20 = \$ _____

2013 Annual Meeting Expo Table: _____ x \$259 (Discounted) = \$ _____

Book for Business Advertising (5% Discount)

___ 1/6 page, \$450 ___ 1/3 page, \$575 ___ 1/2 page, \$850 ___ full page, \$1675

☐ I am interested in being a Good Morning Metro South Corporate Sponsor

Total Cost \$ _____

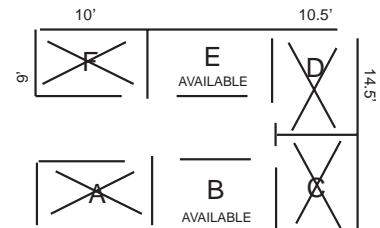
_____ Invoice Me _____ Credit Card _____ Check Enclosed

(We will contact you for card number if paying by credit card)

Please fax to 508.586.1340 or mail to Metro South Chamber of Commerce, 60 School Street, Brockton, MA 02301. Questions, contact Kimberly Prosper, 508.586.0500 x 231, kprosper@metrosouthchamber.com.



Chamber Offers Space to Start-Ups



The Metro South Chamber of Commerce is offering small business office/suites to home based businesses looking to make the transition into the office market. The Incubator Offices are located at the Chamber office building at 60 School Street in Brockton. Individual offices or multiple suites are available for \$395.00 per month. All offices are furnished and all feature exposed brick walls and high speed internet access. Occupants also have use of the conference room and AV equipment, training courses and seminars in the Business Assistance Center, mailing center, and hospitality area. Contact Chris for more information at 508.586.0500 x 223.

Buy Local From These Chamber of Commerce Members

Station Lofts



Developed by Capstone Communities.
Leasing and Management by Peabody Properties.

124 Montello Street, Brockton
508-588-4663 • www.stationloftsapts.com
On the site of the former Geo. Knight building in downtown Brockton, Station Lofts is a "Building with Sole" - Built in 1880 by Lilly Brackett & Co. 1 and 2 bedroom lofts feature warm woods and stainless accents that combine historic elements with modern conveniences. Community amenities include fitness center, storage, bike parking, on and off-site parking. Enjoy travel to Boston via the commuter rail or bus, just 1 block away. Occupancy is expected December, 2013.

D.W. Clark, Inc.



ISO 9001:2008 certified
Certified for various commercial and military markets.

692 North Bedford Street, West Bridgewater
508-378-4014 • www.dwclark.com
We are a manufacturer of engineered castings and offers extended services to the construction, pump & valve, transportation, military, and power generator markets. Clients include GE, Westinghouse, Siemens, and Dresser-Rand. We produce a variety of casting materials in Iron, Steel, Stainless, Bronze and more. Casting weights range from ounces to 3000 lbs. Additional services include machining, fabrication, finishing, testing and more.

Law Office of Matthew C. Swanson



1325 Belmont Street, Brockton • 508-857-5697
www.brocktonbankruptcylaw.com
Since 2004, I have focused my efforts entirely on consumer and small business bankruptcy. I have helped hundreds of people reach their financial goals, rebuild their credit, and achieve a financial fresh start. If you are contemplating any form of debt relief, please call today for a free consultation! For more information, call 508-857-5697 or visit www.brocktonbankruptcy-law.com.


Combined Worksite Solutions



Michael Matook
CRMC, CLCS

769 Highland Street, Stoughton
781-248-3140 • www.combinedworksite.com
For many employers and brokers, getting help in controlling the rising cost of employee benefits plus attracting and retaining quality employees are concerns. Now through Combined Insurance, these and related issues can be addressed at no cost to employers with the U-Select® supplemental benefits program. We are true Worksite Partner for brokers' and individual companies' worksite enrollment & benefit education programs - "Let's Make This Easy"

Changing Directions Counseling



15 Torrey Street, Brockton • 508-580-3193
www.changingdirectionscounselingma.com
Debora Lynn, PhD, of Changing Directions Counseling, provides professional counseling service regarding various life issues in the Brockton area. We understand that almost everyone faces a difficult problem or issue at some point in their life. We provide programs that are designed to promote healthy relationships and improve the overall well being of our clients. Serving adults and adolescents, open Monday-Thursday. We take most insurances.

RDI Logistics, Inc.



Richard J. Deslongchamps Jr.
President/CEO

8 Norfolk Ave, South Easton
1-877-734-8782 • www.rdilogsitics.net
RDI manages and coordinates a professional white glove home delivery, setup & assembly for major home furnishing and appliance retailers. Our contractors and management team take great pride in being the last step in your sales process. Outsourcing with RDI provides you with several key advantages including lower overhead, higher profitability and overall customer satisfaction!

Kingston Alignment & Tire



26 Marion Drive, Kingston
781-585-5587 • www.viningstireandauto.com
Kingston Alignment & Tire is dedicated to keeping you safe on the road. From Oil changes to Alignments, we can do it all. Our ASE Certified mechanics will give your car the treatment it deserves the first time! Owner George Vining has been serving Massachusetts' Customers for over 39 years, committed to quality, and consistent service at a fair price. We service most makes and models so come visit us for the quality service you deserve.

Woodward's Auto Parts & Spring Shop



148 North Montello Street, Brockton
508-586-8032 • www.kingofallparts.com
While most people associate the name Woodward's with auto springs and heavy duty truck repair, Woodward's also features a fully stocked auto parts replacement component selling to both wholesale (aftermarket) and retail markets. Located at 148 N. Montello in Brockton, Woodward's and has recently opened a second location in New Bedford.

BUSINESS EVENTS Planner

September 12, 2013

Business After Hours

5:30 pm - 7:30 pm
Fisher College
371 Oak Street, Brockton.

Join us for networking and refreshments at Fisher College's newest campus. A ribbon cutting ceremony will take place at 5:00 pm, prior to the After Hours. (see page 2)

Free to Attend

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

September 18, 2013

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

September 26, 2013

Business After Hours

5:30 pm - 7:30 pm
Simpson Spring
719 Washington Street, S. Easton

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

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

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

September 27, 2013

Geek Girl Workshop

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

Learn how to Grow Your Business with Email & Social Media, sponsored by Crescent Credit Union. (see page 2)

Free to Attend

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

October 4, 2013

Doing Business With the State

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 10)

Free to Attend

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

October 9, 2013

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

Littleton Realty Group



Ruth Littleton
Realtor

478 Torrey Street, Suite 6A, Brockton
508-587-0062 • www.littletonrealtygroup.com
Littleton Realty Group, established in 2006 and servicing Massachusetts and Rhode Island, specializes in residential real estate sales, short sales, and mortgage loan modification negotiations. It is our goal to provide the best service possible. We are members of the Tri-County Board of Realtors, both the National and Massachusetts Association of Realtors, the Women's Council of Realtors and the Brockton Area Networking Group.

JOIN THE CONVERSATION

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twitter.com/MetroSouth
linkedin.com/groups?gid=1830527
youtube.com/user/metrosouthchambercom
flickr.com/photos/metrosouthchamber
issuu.com/metrosouthchamber