



April
2017

www.metroouthchamber.com

Leading Businesses
Leading Communities



CHAMBER MISSION

To best serve the unique interests and needs of member businesses and to champion the broader economic vitality of the Metro South region.



Christine Karavites
Page 5



A Taste of Metro South
Page 6



Business After Hours @
Fuller Craft Museum
Page 9

CONTENTS

Calendar of Events	3
Good News	4
Taste of Metro South	8
New Members	12
Renewing Members	12
Member Profiles	12

Good Morning: Brunch Edition; Immigration, Wellness

Friday, April 14, 11:30 am - 1:30 pm, Crescent Credit Union Learning Center

Join us for a special brunch edition of Good Morning Metro South/ Government Affairs Meeting as we welcome Mahsa Khanbabai of Khanbabai Immigration Law to discuss evolving changes in immigration law under the Trump Administration and its impact on your employees.

Attorney Mahsa Khanbabai has dedicated her legal career to immigration and naturalization issues, representing individual, nonprofit, educational and business clients. She assists clients with employment visas, asylum cases, family petitions, and citizenship applications, as well as other immigration related matters. She has been an active member of the American Immigration Lawyers Association for over 16 years and currently serves as the Secretary of the New England Chapter. Attorney Khanbabai is a frequent lecturer on issues involving immigrants and the immigration process and has presented seminars for a number of companies, organizations and community meetings, as well as radio shows. She also travels to the Middle East and Europe working with law firms that need specialized immigration counsel.



Mahsa Khanbabai,
Khanbabai Immigration Law

Also during the brunch meeting, Max Alderman, MPH, the Diabetes Program Coordinator of the Massachusetts Department of Health's Division of Prevention and Wellness, will speak about diabetes prevention. This segment is sponsored by Metro South Wellness Works, a new Chamber initiative to help encourage healthy, happy and productive work sites. Please see page 9 for more information.

Registration and brunch will begin at 11:30 am on the second floor of Crescent Credit Union Learning Center

on 115 Commercial Street in Brockton. The cost to attend is \$25 members and \$35 future-members, and \$8 if you are part of the Government Affairs Committee. This event is sponsored by UMass Boston and Metro South Wellness Works. To register, please contact Athena at alavoie@metrosouthchamber.com, (508) 586-0500x231, or by visiting www.metroouthchamber.com/calendar-registration.

Sponsor:



Host



Pawtucket Red Sox Vice Chairman at Biz Awards

Wednesday, May 17, 2017 | 12:00 pm - 1:30 pm | The Conference Center @ Massasoit, Brockton

The 2017 Small Business & Entrepreneur of the Year Awards will be presented at a special Luncheon on **Wednesday, May 17, 2017, 12:00 pm** at the **Conference Center @ Massasoit, 770 Crescent Street, Brockton.**

The Small Business and Entrepreneur Awards are presented to businesses that have displayed employment/staying power, growth, innovation, and social responsibility. We are now accepting nominations (more on page 10).



Sponsored by:



In addition, there will be a table-top Business Expo running from 10:00 am - 12:00 pm. Expand your business and promote your company to hundreds of prospective clients at the 2017 Business Expo; exhibitor table-tops are available for purchase at the rate of \$99 for members, \$149 for future-members.

This year, the keynote speaker will be **Mike Tamburro of the Pawtucket Red Sox.**

Mike Tamburro was named President of the Pawtucket Red Sox in January 1985 after serving as General Manager of the PawSox from 1977-1984.

During his 35 years with the club, Tamburro saw the Pawtucket Red Sox rise from a once-bankrupt organization to one of the strongest and most successful franchises in professional baseball. Under Tamburro's leadership, the PawSox have gone from drawing 70,000 fans in 1977 to over 575,000 fans in each of the past eight seasons.

Tamburro is the only International League front office employee ever to earn the circuit's Executive of the Year Award, presented annually since 1964, five times (1984, 1988, 2001, 2004, 2008). He has served on the baseball industry's most prominent committees, including the MiLB Board of Trustees, the Baseball Internet Rights Corp., and the International League. He is also involved in several local charities.

Tickets to the event are \$35 for members and \$45 for future-members and includes lunch. Register online at metrosouthchamber.com/calendar.



Michael Tamburro,
Pawtucket Red Sox

Plans for a New Parking Garage Endorsed by Chamber

The City of Brockton is Proposing to construct a much needed 414 space public parking garage to support existing businesses and spur additional economic development in downtown Brockton. The City is also proposing downtown vehicular circulation improvements which include a new street connecting Petronelli Way and Court Street, and the conversion of Petronelli Way to accommodate two-way traffic. The newly constructed garage and associated street improvements will facilitate a new parking management plan (in line with the recently commissioned Brockton Parking Study) and free up existing surface lots for redevelopment in line with the Downtown Action Strategy plan. With these infrastructure improvements, the City will be primed to help existing downtown businesses thrive as well as enticing new business growth in the downtown, spurring additional economic development.

— See page 11 —

ATHENA Awards

On June 16, the Metro South Chamber of Commerce will present the 19th Annual **ATHENA Award** to an exceptional individual who has achieved excellence in his/her business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

To nominate an individual for the ATHENA award, please contact Athena Lavoie at (508) 586-0500 x 231, alavoie@metrosouthchamber.com.



— See page 10 —

— See page 3, 10 —

How to Select and Hire the Best

Thursday, April 6 | 9:30 am - 10:30 am

Join us at the Metro South Chamber of Commerce or a Member-Led workshop with Louise Backaler, Sr. H.R. Consultant of Pamela Sande & Associates, LLC. This workshop is for managers and staff responsible for recruiting and hiring employees. Those who participate in this workshop will learn how to use special tools and techniques for:

- Sourcing candidates using social media, external job websites, employee referrals, educational events, and open houses
- Screening and selecting potential candidates for interview
- Preparing for a positive interview experience
- A variety of techniques, including behavioral interviewing
- Evaluating candidates
- Extending offers and following up with candidates not selected for hire



In addition, participants will learn what interview questions are considered illegal and discriminatory, and therefore, put the company at risk if asked. Participants will also be provided guidelines for making good hiring decisions and for establishing a clear recruiting process.

By using the tools and techniques and guidelines presented in this workshop, an organization should achieve better hiring results that lead to:

- More satisfied and productive employees who tend to stay longer
- Employees who have the skills for the job and enjoy their work and environment
- Employees who perform at a higher level and are engaged and motivated

To register, please visit www.psandeassociates.com, click the Contact page, complete the form and be sure to include the workshop title "How to Select & Hire the Best" in the message box. Coffee and a light breakfast will be served. For more information, please e-mail sandeassociates@psandeassociates.com.

Learn to Use Constant Contact

Tuesday, April 11 | 9:00 am - 11:00 am

Join us at the Metro South Chamber of Commerce, 60 School St., Brockton for a Constant Contact workshop led by Tricia White of TWhite Creations. This will be a live, guided demonstration on the tools and features inside Constant Contact's email marketing system. In this session, you will learn the basics to start your own marketing, including:

- Setting up your account
- Creating an email campaign and editing a template
- Branding your emails with your logo, colors and photos
- Creating content that people want to receive and read
- Importing your email list into your constant database
- Getting new subscribers by adding sign-up boxes to your website and emails



This workshop is complimentary with pre-registration, \$15 at the door. Register online at www.metroouthchamber.com/calendar-registration. For more information, please e-mail Tricia at info@twhitecreations.com.

Turbo Charge Your Business

Wednesday, April 12 | 2:30 pm - 4:00 pm

Join us at the Metro South Chamber of Commerce, 60 School St., Brockton for a complimentary Small Business Administration workshop and learn how to turbo charge your business. Are you looking to start or expand your enterprise? Here you will gain a better understanding of SBA Programs and Services.

General information will be provided on the following:

- MSBDC – Mass Small Business Development Center
- SCORE – Counselors to America's Small Business
- SBA Guarantee Loan Programs:
 - 7(a) Loans - Microloans
 - SBA Express Loans - 504 Loan Program
- Government Contracting Opportunities:
 - 8(a) Business Development
 - HUBZones (Historically Underutilized Business Zones)
 - Small Disadvantaged Business
 - Surety Bonding
 - Disaster Assistance
 - CWE – Center for Women & Enterprise



If you are interested in participating, please RSVP online at bit.ly/2IMWFX3.

30 Ways to Grow Your E-Mail Marketing List

Tuesday, April 25 | 9:00 am - 11:00 am

Join us at the Metro South Chamber of Commerce, 60 School St., Brockton for an E-Mail Marketing workshop led by Tricia White of TWhite Creations:

"30 Ways to Grow Your List" will leave you with strategies to capture new contacts, grow your list and take action to help move your business forward. Having an interested and qualified list of contacts that you can stay top of mind with is vital to every business. Continuing to grow that list is just as important. In this workshop we will show you 30 easy ways to grow your contact list today!

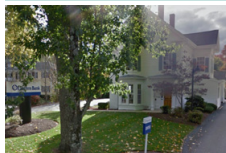
We will cover:

- Why someone should join your contact list and what's in it for them
- How to ask people to join your list "face-to-face"
- How to use social media to grow your list
- How to grow your list on your website or blog
- How to use print material to get people to sign up
- How to use events to help grow your list
- How to use incentives and giveaways to grow your list

Register online at www.metroouthchamber.com/calendar-registration. For more information, please e-mail Tricia at info@twhitecreations.com. This workshop is complementary with pre-registration and costs \$15 at the door.

Business After Hours in Bridgewater- Eastern Bank

Tuesday, April 25 | 5:00 pm - 7:00 pm



Eastern Bank

Join the Metro South Chamber of Commerce at Eastern Bank, 110 Main Street in Bridgewater on Tuesday, April 25 from 5:00 pm - 7:00 pm for a Business After Hours networking event.

In anticipation of Small Business Month in May, the Chamber is kicking off Small Business Month early with this networking event at Eastern Bank. Enjoy refreshments while meeting new contacts in the Metro South community. Don't forget your business cards! Tickets to this event are complimentary, but please RSVP in advance. Register online at www.metroouthchamber.com/calendar-registration or by e-mailing your RSVP with your full name and company name to alavoie@metroouthchamber.com.

Eastern Bank has helped generations of individuals, families, and businesses reach their goals for nearly two centuries. They've accomplished it with honest values and service that always puts their customers first. It's how they've grown to be the largest independent mutually owned bank and earned their reputation as a bank that cares about its customers, communities, and employees.

Compensation Strategy and Pricing 101

Thursday, April 27 | 9:30 am - 10:30 am

Join us at the Metro South Chamber of Commerce, 60 School St., Brockton for a Member-Led workshop with Pamela Sande & Associates, LLC. This workshop is for owners and managers responsible for developing an organization's compensation strategy and making compensation decisions. The first part of the workshop will focus on compensation strategy.

In the second part of the workshop, participants will learn:

- Compensation basics, including resources and guidelines for survey data
- Common approaches to designing base pay programs and strategies
- Strategies for using variable pay programs (i.e., bonus, incentive, and recognition programs) to drive organizational performance and to help manage rising cost of base pay programs

By participating in this workshop, participants should gain an understanding of how to use compensation to drive the achievement of organizational goals and different approaches for designing compensation programs.

To register, please visit www.psandeassociates.com, click the Contact page, complete the form and be sure to include the workshop title "Compensation Strategy and Pricing 101" in the message box.



BOARD OF DIRECTORS**OFFICERS**

Chair of the Board
Gerry Nadeau
Rockland Trust

President and CEO
Christopher Cooney
Metro South Chamber of Commerce

Chair-Elect
Fred Clark
Bridgewater State University

Treasurer
Gregory Hart, CPA
Cohn Reznick

Vice Chair Economic Development
Pat Ciaramella
Old Colony Planning Council

Vice Chair Government Affairs
Ray Ledoux
Brockton Area Transit Authority

Vice Chair Community Affairs
Mahsa Khanbabai
Khanbabai Immigration Law

Vice Chair Membership Development
Friend Weiler
Consultant

Immediate Past Chair
Sue Joss
Brockton Neighborhood Health Center

CHAMBER STAFF

Christopher Cooney, CCE, IOM, MPA
President and CEO x 223

Athena Lavoie
Director of Programs & Events x 231

Kelsey Lynch
Communications Coordinator x 222

Doris Flecchia
Office Assistant x 221

*Newsletter Written & Designed by Kelsey Lynch
Printing Provided by The Enterprise*

DIRECTORS

Paul Anghinetti - Bank of America

Jason Barbosa - Vicente's Tropical Grocery

Jane Callahan - HR Alternatives

Joe Cardinal - National Grid

Joseph Casey - HarborOne Bank

Peter Dello Russo - Bridgewater Savings Bank

Francis Dillon - Stonehill College

Nelson Fernandes - JJ's Caffè

Kim Hollon - Signature Healthcare

Richard Hynes - Barbour Corporation

Jeni Mather - J.M. Pet Resort

John Jurczyk - Good Samaritan Medical Center

Jim Murphy, LSP - Tracey Environmental, LLC

Peter Neville - Concord Foods

Jonathan "Jay" Pike - Sharkansky, LLP

Andrew Racza - Abington Bank

Kathleen Smith - Brockton Public Schools

Stan Usovich - Verizon

Peter Vlaco - Brophy & Philips Company, Inc.

Dr. Charles Wall -
Massasoit Community College

(508) 586-0500 Front Desk x 221

Alison van Dam, IOM
VP of Business Development & Memberships x 225

Marissa Recor, MBA
Finance x 230

Networking at Events

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

APRIL Calendar

5	Ambassador Meeting	8:00 am
6	How to Select and Hire the Best	9:30 am
11	Learn to Use Constant Contact	9:00 am
12	Turbo Charge Your Business	2:30 pm
14	Good Morning Metro South: Brunch Edition	11:30 am
25	30 Ways to Grow Your E-Mail Marketing List <i>Crescent Credit Union Learning Center, 115 Commercial Street, Brockton</i>	9:00 am
25	Business After Hours <i>Eastern Bank, 110 Main Street, Bridgewater</i>	5:00 pm
27	Compensation Strategy and Pricing 101	9:30 am

Coming Up May

3	Ambassador Meeting	8:00 am
9	Executive Board of Directors Meeting	3:00 pm
17	Small Business Awards Luncheon <i>Conference Center @ Massasoit, 770 Crescent Street, Brockton</i> Small Business Expo Luncheon and Awards Ceremony	10:00 am 12:00 pm
31	Board of Directors Meeting	12:00 pm
31	Business After Hours <i>Abington Bank, Location To Be Announced</i>	5:00 pm

Save the Date June

7	Ambassador Meeting	8:00 am
7	Business After Hours and Ribbon Cutting <i>Copeland Chevrolet, 955 Pearl Street, Brockton</i>	5:00 pm
16	ATHENA Awards <i>Old Colony YMCA, 445 Central Street, Stoughton</i>	12:00 pm

Business EXPO - Reserve Your Table Top Now!

Promote your company to lots of prospective clients at the 2017 Business Expo presented in conjunction with the Small Business & Entrepreneur Awards event.

Businesses' products and services will be featured in this table top Expo. Tables are limited and will be reserved on a first come-first served basis. The cost for an Expo table is \$99 for members and \$149 for future-members. Sponsorship opportunities are also available. For more information, call Athena Lavoie at (508) 586-0500 x 231 or email alavoie@metrosouthchamber.com.



CHAMBER MISSION: To best serve the unique interests and needs of member businesses and to champion the broader vitality of the Metro South region.

Metro South Chamber of Commerce
Sixty School Street, Brockton, MA 02301-4087
tel: (508) 586-0500
fax: (508) 587-1340
info@metrosouthchamber.com
www.metroouthchamber.com

Photography by: Rich Morgan * www.richmorganphotography.com

ACTION Report Volume 17 - Issue 4

(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.

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

Members - Send Good News to
kelsey@metrosouthchamber.com
Sponsored by: Good Samaritan

Good Samaritan
Medical Center
A STEWARD FAMILY HOSPITAL

Retailers Association and State Partner to Offer E-Training for Small Businesses

The Retailers Association of Massachusetts (RAM) is teaming up with the Commonwealth Corporation and the Executive Office of Labor and Workforce Development to sponsor a series of free social media boot camps over the next year to help small business owners learn the best tips and tricks to win on the web. The seminar is scheduled for May 10 at F1 Braintree and will feature digital media specialists from four Boston firms:

- Cortex, which designed the world's first social media marketing software powered by Artificial Intelligence, allowing brands to intelligently deploy the right content at the right times.
- Refine+Focus, a business strategy and social media marketing company based in Kenmore Square, which is trusted by retailers of all sizes.
- Pandemic Labs, a global digital agency that devises effective social media strategies for many of the world's biggest brands.
- Yellow House Consulting, a branding and digital marketing agency that creates expert social strategies for organizations including small and large retailers.

Those interested in attending should check out the program website -- www.retailersma.org/e-training — or contact RAM directly at 1-(877) RAM-6580.

Take The Stage With Red Sox Slugger David Ortiz and Help Students Stay in School

The Center for Marketing Research is proud to host it's 17th Celebrity/Scholarship Dinner featuring David Ortiz April 26, 2017 at the Venus de Milo Restaurant in Swansea, MA. This dinner will bring attention to the Center's work that partners students with businesses to facilitate networking, internships, jobs for students and provide businesses with professional work at deep discounts. Anyone wishing to donate a \$1000 scholarship will be invited to have a representative take the stage with Red Sox slugger David Ortiz to present the scholarship. This tax-deductible donation will be included in the Keepsake Program book for the evening. A professional photographer will capture the exciting moment as the scholarship is presented. Tickets, which include a full course meal, are \$150 or \$1450 for a table of 10. To donate a scholarship or purchase tickets, please email Ava Lescault at alescault@umassd.edu.

Brockton Garden Club's Garden and Craft Show

On Sunday, April 9 from 10:00 am to 4:00 pm, the Brockton Gardening Club is holding a Garden and Craft Show in the Brockton High School's green and azure cafeterias at 470 Forest Avenue. 50 exhibitors will display and sell garden-related products and the show will feature Art in Bloom, an artistic installment featuring floral designs by Brockton students. Speakers include Lee Anne Araujo of Araujo's Nursery in Dighton at 11:00 am, Andrew Broussaeau of Black Earth compost at 12:15 pm. Kathi Garipey Master Gardener at 12:45 pm, and Arborist Carl Brodeur of Arborcare with Ropes 'n Saddles at 1:00 pm. The entry donation is \$3.00. For more information please visit www.brocktongc.org.

All Aboard the Arc!

On Friday, May 5 the Brockton Area Arc and Heartbeats for Downs Syndrome will hold their All Aboard the Arc \$10,000 drawing event at Rayman Park in Raynham from 7:00 pm to 11:30 pm. For \$100 you receive a 1 in 400 chance to win \$10,000, entertainment from Jim Plunkett, delicious food from Italian Kitchen, and two admissions to the event. For tickets, please contact the Brockton Area Arc at (508) 583-8030 x216 or email Gail Delgado at gdelgado@brocktonarc.net.

The Little Black Dress Event

For more than 50 years, The Charity Guild has served Brockton at its food pantry and thrift store. Support The Guild and enjoy a fun ladies' night out on Thursday, April 6, 2017, at 6:30 p.m., at 'The Little Black Dress.' Join them at Thorny Lea Golf Club, 159 Torrey Street in Brockton, for a delightful evening of fashion, flowers and fun as our entertaining guest, Mr. Bill Graham, owner of Beautiful Things in Salem, transforms a basic black dress into 8 different chic outfits while creating matching floral arrangements to be raffled at the evening's end. Enjoy delicious food, desserts, cash bar and more, all to benefit The Charity Guild! Tickets are \$50 each. For more information or tickets, please call (508) 583-5280 or visit www.thecharityguild.org.

Massasoit Community College Career Fair

On Wednesday, April 5 from 10:00 am to 1:00 pm, Massasoit Community College's Brockton Campus is hosting a Spring Job Fair at 1 Massasoit Boulevard in the upper lounge of the Student Center Building. This event is open to the public, though business attire is required. Bring extra copies of your resume! For more information, please call (508) 588-9100 x1406, or visit www.massasoit.edu/jobfair.

Join the Fight to End Addiction

On Saturday, May 6 at 9:00 am, Teen Challenge is holding their first annual 5K Run to End Addiction at Bridgewater State University. Teen Challenge is a 501(c)(3) registered non-profit organization who doesn't turn anyone away for a lack of funds. Many residents who come to Teen Challenge are at the end of their long roads of addiction and cannot afford to pay for treatment. Teen Challenge accepts these residents with loving arms without paying a cent. By participating you will help to bring more residents into the program to allow them the opportunity to change their lives and become productive members of society! For more information please call (508) 408-4378 or visit <https://southshoraceracemanagement.redpodium.com/run-to-end-addiction-5k>.

Camp West Woods is Fun for All Ages

Camp West Woods is located on 10 acres in Stoughton. They offer activities that will entertain anyone from ages 3-15. Some of these options include:

- Day Camp
- Gymnastics Camp
- Adventure Bound Travel Camp
- Active Tech Camp
- Science Camp

We provide a diverse array of activities to foster physical skills, self-esteem, and respect for others. You are invited to our Open House on Sunday, April 9th from 11 am – 2 pm, come see what Camp West Woods has to offer! **All Chamber of Commerce Members will receive \$50 off each week you register your child for camp!** For details, email: lindsay@campwestwoods.com or visit <http://campwestwoods.com>.

2017 BAMSI Magic of Home Gala

The Magic of Home Gala is an annual extravaganza that celebrates the great work BAMSI does, while raising much-needed resources for a number of underfunded programs. With gourmet food, fabulous wines, entertainment, & entertainment, this is an event you will not want to miss! It takes place on Friday, May 5 from 7:00 pm to 11:00 pm at the Granite Links Golf Club's Ballroom, 100 Quarry Hill Drive in Quincy. Steve Greene of WB. Mason will be awarded the Jack and Marci Williams Humanitarian of the Year Award. For tickets, please visit <https://goo.gl/z0Ox8e>. For more information, please visit <https://www.bamsi.org/event> or call (508) 580-8700.

Health Imperatives' 40th Anniversary Celebration

On June 8, Health Imperatives will celebrate their 40th anniversary at 6:30 pm at Stonehill College's Petit Auditorium. Their 70's themed Cocktail Party will bring together over 300 influential individuals from across Southeastern Massachusetts and the Cape and Islands, and attendants will be in good company with other corporations, foundations, and individuals whose generosity empowers the community. For more information including ticket purchase, please visit <http://healthimperatives.org/40thcelebration/> or call (508) 583-3005.

WickedLocal Career Fair

Join over 50 companies and over 400 job seekers at the Wickedlocal Career Fair. Wickedlocal partnered with the Massachusetts Career Resource Center and Brockton Career Works to host one of the largest career fair events outside of Boston. This fair will take place at Lombardo's in Randolph at 6 Billings Street on May 18, 2017 from 1:00 pm - 4:00 pm. The event is free for job seekers, spread the word. Vendor registration is still available contact Jennifer Sheehan at Wickedlocal / the Enterprise for more information on how to become a sponsor: please contact Jennifer Sheehan at Jsheehan@wickedlocal.com or (617) 786-7136.

Costco Fundraiser for Boston's Children's Hospital

During the month of May, Costco Wholesale will conduct its annual Children's Miracle network fundraising. 100% of the proceeds from this fundraiser benefits Children's Hospital in Boston. Children's Hospital helps many families who have lost hope at other institutions. Costco Wholesale is asking you to consider donating gift certificates in our drive to help the hospital continue their wonderful work. For a donation of \$100 or more, you will receive a 16" x 24" balloon with your business name and location. With a donation of \$250 or more, you will receive a 2' x 3' poster with your business name and location. Both of these will be displayed in our warehouse during the promotion. Your help will make it possible for a child to regain their health or ease a family's financial burden. You may even save a life. For more information, please call (508) 232-4000.

Upcoming Exhibit at the Fuller Craft Museum

Permanent Spectacle, an incoming exhibit created by Guy Michael Davis and Katie Parker working collaborative under the name Future Retrieval, features a fantastical world that reinterprets museum exhibition and display. The immersive tableau includes constructed landscapes, scenic hand-cut wallpaper, wildlife, and other objects that have been altered through the process of digital collection and material selection. Join the museum for an opening reception on Saturday, April 15 from 2:00 pm – 5:00 pm. The Fuller Craft Museum is located at 455 Oak Street in Brockton. Please visit <http://fullercraft.org> for more information.

Mini-Maker Week for April Vacation

Join the Children Museum at 9 Sullivan Avenue in North Easton during April Vacation Week for a family-friendly celebration of invention, creativity and resourcefulness. Meet Makers who will share their knowledge and talents through demonstrations and hands-on activities. You will meet different Makers each day and explore a variety of projects from robots to textiles, circuits and more. We'll learn how science, technology and art work together to make some amazing creations. It will be a week of sharing ideas, learning new skills and, of course, hands-on fun. Visit <http://childrensmuseumineaston.org> for more information.

Workshops Help Small Business



On March 28, Dan Gennant of TD Bank visited the Chamber to host a workshop about the importance of a comprehensive business plan. A firm foundation provides a business with better funding, credit, and management opportunities. For more information you can contact Dan at daniel.gennant@td.com or visit www.tdbank.com.

The Chamber hosted a workshop on March 30 at Crescent Credit Union's Learning Center by the Operational Services Division and the Supplier Diversity Office. Attendees learn how to perform business with the state and how the SDO can help and support their business. For more information about future workshops at the Chamber, please visit www.metroouthchamber.com/calendar-registration. For more information on OSD/SDO workshops please visit <http://bit.ly/1Py8p7Q>.



Stay Up-To-Date with Chamber's e-Update



Sign up for the Chamber's weekly e-Update to stay informed about the latest news, updates, and upcoming events at the Metro South Chamber and in the region. e-Updates are mobile-friendly, so you can read them on the go. From the e-Update, you can register for events on the Chamber's website, view upcoming events, and more.

To sign up to receive email updates, visit metroouthchamber.com/news-media/e-update. Interested in placing an advertisement in the weekly

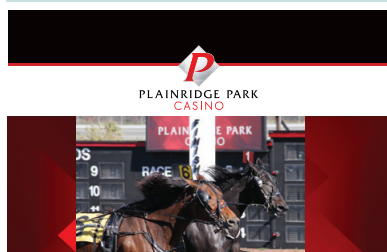
e-Update? Rates start at just \$25 per week and includes a link to your site. Contact Kelsey Lynch for more information at (508) 586-0500 x222, kelsey@metroouthchamber.com.

The Metro South Chamber weekly e-Update is sponsored by Bridgewater Savings Bank. Visit bridgewatersavings.com to learn more.



Networking @ Plainridge Park 4/10

Monday, April 10 | 4:30 pm - 7:30 pm



LIVE HARNES RACING RETURNS
OPENING DAY
MONDAY, APRIL 10
FIRST RACE POST TIME - 4:00PM
WATCH - WAGER - WINNERS
THE EXCITEMENT OF IT ALL!

IF YOU GAMBLE, USE YOUR GameSense. VISIT GAMESENSEMA.COM
Must be 21 or older to enter the gaming floor • Valid ID Required.

Join the Metro South Chamber, The United Regional Chamber, Tri-Town Chamber, Taunton Area Chamber, Cape Cod Canal Region Chamber, Neponset Valley Chamber, Walpole MA Chamber, Plymouth Area Chamber, Cranberry Country Chamber, and hundreds of their members for an exciting night of Harness Racing and networking at Plainridge Park Casino. Come meet your next client, customer or referral source. Bring plenty of business cards.

The cost to attend is \$5 members, \$10 future-members. Registration may be done through our calendar page at www.metroouthchamber.com/calendar-registration/.

GRO-N-THINGS, INC.

Interior Plant Maintenance and Design Service

P.O. Box 1246
Middleboro, MA 02346
508.947.8433 (p)
781.767.2244 (f)



SERVING AREA BUSINESS SINCE 1975

Shelley Tierney
OWNER

Chamber Mourns Board Member Christine Karavites



The Metro South Chamber of Commerce mourns the loss of former board member, colleague, and friend, Christine Karavites, 77, of Quincy, who passed away peacefully on March 19, 2017 after a long battle with cancer.

Christine was president of Proteas Consulting. Prior to this, Christine served as Senior Consultant with the University of Massachusetts, Office of the President, Donahue Institute. Christine led the team that designed and started-up the University's presence in the Metro South region with the One Stop Career Center in Brockton. Christine was also a key contributor of professional services to the Brockton Area Workforce Investment Board.

Christine Karavites joined the Chamber Board of Directors in 2002. She was elected Vice Chair of Community Affairs in 2004 and Vice Chair of Government Affairs in 2006, a position she served until 2010. Christine was instrumental in a number of Chamber initiatives including the Careers in Health program, Workforce 2020 Initiative, Regional Economic Development Organization Initiative, and numerous contributions additional workforce development and legislative priority programs. She was also the recipient of the ATHENA Award in 2002 and the James E. Fuller Award in 2011.

Christine lived a life devoted to the Orthodox faith. She served on the Board of Trustees of Hellenic College Holy Cross, the National Philoptochos Board and Saint Basils Academy. Christine's lifelong commitment to helping others and her tenacious spirit will be missed greatly.

"Christine was such a wonderfully bright and positive influence to so many. Her professional role with the UMASS Donahue Institute allowed her to positively impact our community and the many people who sought assistance after a job loss, a particularly difficult time in many of their lives. She also built partnerships, recruited wonderful talent and administered grants to encourage young people to further their education and advance within their chosen career. She was a woman of keen insight, prone to action and always contributing to a greater good. She was a mentor, teacher and friend. We will always remember her and the wonderful example she set," said Christopher Cooney, Chamber President & CEO.

Annual "Keep Brockton Beautiful" Day 4/22



Beautiful Day," more than a decade ago, will be held on **Saturday, April 22** from **8:00 am - 12:00 pm**, rain or shine.

Volunteers are needed to participate and work together to clean parks, neighborhoods, and other public areas for the betterment of Brockton. Registration will take place from 7:30 am - 9:00 am at

Heights Crossing, 35 Christy's Place, Brockton. A cook-out and raffles will follow the clean-up at Heights Crossing beginning at 12:00 pm. Businesses can help by donating goods and services, funds, or forming a team.

For more information and registration, visit www.brockton.ma.us, please call Pat Sullivan at The City of Brockton Refuse Dept. at (508) 580-7827 or pjsullivan@cobma.us or reach out to Peter Czymbor at The Mayor's Office via email at pczymbor@cobma.us.

Featured Commercial Site for Lease in Brockton



Two spaces are available for lease in this downtown Brockton building on 60 Skinner Street. One unit is 1200

square feet; the other is 2400 square feet. These are complete contractor spaces with storage bay and loading dock access as well as an office and bathroom. For more information, please contact Catherine Vaughan at (617) 875-9811 or cvaughan64@gmail.com.

Do you have space available for purchase or lease? Email avandam@metroouthchamber.com to be considered for a featured listing in the Action Report.

Taste of Metro South Featured Over 40 Restaurants, Great Food, Exciting Music!

View all of these photos and more online at our Flickr page, www.flickr.com/photos/metrosouthchamber/



Baypointe Rehab & Skilled Care Center, Brockton



Italian Kitchen, Brockton



Signature Healthcare Dining Services, Brockton



Montilio's Baking Company, Brockton



Petti's Market & Deli, Brockton



Epicure Wine Bar/Jazz Club, West Bridgewater



Southeastern Regional Vo-Technical, South Easton



Fine Arts Café @ Brockton High School



McGuigan's Pub, Whitman



Good Samaritan Medical Center, Brockton



Just Desserts Bakery & Café, Bridgewater



Massasoit Community College Culinary Program



Simpson Spring Company, Easton



Orange Leaf Yogurt, Brockton



METRO SOUTH
Regional Economic Development Organization

WebsterBank

Maspass

Sound provided by:
ROB PETERS ENTERTAINMENT

Photography by:
RICH MORGAN PHOTOGRAPHY



Brockton Rox, Brockton



The Brook Kitchen and Tap, Holbrook



Freda's Restaurant, West Bridgewater



Not Your Average Joe's, Randolph



Stoneforge Grill, Easton

Since 1927
3rd Generation
Family Owned
& Operated

HOLMES-McDUFFY FLORISTS, INC.

Specializing In...

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

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

All Major
Credit Cards
Accepted...

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

NW-CN13547283



Southeastern Technical Institute, Easton



Christo's To Go, Whitman

Taste 2017

Thank you to our media partners, Brockton Community Access Channel, Rich Morgan Photography, Rob Peters Entertainment, WVBF 1530 AM Radio, Boston MassPass, The Enterprise, and Ron Van Dam with New England Broadcasting.



The Boxwood Saxophone Quartet



George Cataldo, "The Silver Fox"



BSU African drumming ensemble Khakatay



The Brockton High School Jazz Band



Visitors enjoy the variety of food samples at the Taste



Food is freshly prepared all evening



Thank you...

to all those who participated in the 25th Annual Taste of Metro South on March 22, 2017 at the Conference Center @ Massasoit in Brockton.

RESTAURANTS & FOOD VENDORS

2 Jerks BBQ • Baypointe Rehabilitation & Skilled Care • Braemoor Health Center • Brockton Day Nursery • Brockton Rox • Christo's To Go • Corfinio Italian Wood Fired Kitchen • Costco Wholesale Epicure Wine Bar/Jazz Club • Fine Arts Café @ Brockton High School Freda's Restaurant • Good Samaritan Medical Center • Heights Crossing Dining Services • Hill's Home Market • Italian Kitchen JJ's Caffè • Just Desserts Bakery & Café • Leandro's Restaurant Massasoit Community College Culinary Program • McGuiggan's Pub • Mendon Twin Drive-In • Montilio's Baking Co. • Mutual Bank • Niko Bar & Grill • Not Your Average Joe's • Orange Leaf Pawtucket Red Sox • Petti's Market & Deli • Signature Healthcare • Simpson Spring Company • Southeastern Regional Vocational Technical High School • Southeastern Technical Institute • St. Joseph Manor • Stoneforge Grill • Teen Challenge • The Brook Kitchen and Tap • Vincent's Supermarket • Wood Palace Kitchens

ORGANIZATIONS

Allstate (Rafferty Insurance) • Boston Masspass • Brockton Symphony Orchestra • Greater Brockton Young Professionals • Heights Crossing Assisted Living Residence • Jim Benson & Nicole Casper, Co-Authors of *The Strand Theater Fire* • Metro South Chamber of Commerce • New England Broadcasting • Old Colony Elder Services • Rob Peters Entertainment • Signature Healthcare • The Enterprise • Webster Bank • WVBF 1530 AM - Hometown Talk Radio

ENTERTAINMENT

Boxwood Saxophone Quartet • Brockton High School Jazz Band • George Cataldo, "The Silver Fox" • Khakatay • Rob Peters Entertainment • Ron Van Dam



Did you see this ad while commuting? Lamar Outdoor Advertising recently featured this advertisement on their Route 24 electronic billboards to promote the Taste of Metro South event! (Advertisement designed by Lamar's artists). To learn about advertising with Lamar, please visit www.lamar.com or call Kathy at (401) 421-4504.

SPONSORS

Thank you to the many generous organizations who sponsored "A Taste of Metro South," making it a successful night of food, culture, and fun!



Looking for a new perspective on Your Business?

Our custom business solutions will change the way you look at banking.

- New Equipment Financing
- Commercial Lines of Credit
- Business Online Banking
- Checking Account Options

To get started: Visit our website or Call 800.356.8622

Bridgewater Savings

UNCOMMON BUSINESS BANKING

bridgewatersavings.com/business



Member FDIC Member DIF
An SBA Preferred Lender



Hungry For Something New? Try Metro South's Diverse Dining Options

Abington Ale House
Mr. Mike Costa
1235 Bedford Street
Abington, MA 02351
(781) 871-6811
www.abingtonalehouse.com

Asia One Sushi and Bar
Mr. Zi Quin Zhang
708 Belmont Street
Brockton, MA 02301
(508) 559-0000
www.asiaonema.com

Buffalo Wild Wings
Mr. Rick Diaz
486 Westgate Drive
Brockton, MA 02301
(508) 559-1409
www.buffalowildwings.com

Cape Cod Cafe, Inc.
Mr. Jonathan Jamoulis
979 Main Street
Brockton, MA 02301-6641
(508) 583-9420
www.capecodcafepizza.com

Courthouse Cafe
Ms. Elis Tortora
74 West Elm
Brockton, MA 02301
(508) 857-1140
www.thecourthousecafe.com

Elvera's Cafe
Ms. Sandra Martin
132 Main Street
Brockton, MA 02301
(508) 510-4292

Five Guys Burgers and Fries
Mr. Robert Zinc
27 Westgate Drive
Brockton, MA 02302
(774) 381-7921
www.fiveguys.com

Freda's Fine Food & Spirits
Mr. Steve Stathis
105 Copeland Street
West Bridgewater, MA 02379-1211
(508) 583-8217
www.fredasrestaurant.com/orderez/1000/Page.aspx

George's Cafe
Mr. Charles Tartaglia
228 Belmont St.
Brockton, MA 02301
(508) 588-4231
www.georgescafebrookton.com

Good Days Restaurant, Inc.
Mr. Jerry Robertson
99 South Main Street
West Bridgewater, MA 02379
(508) 584-0077
www.gooddaysrestaurant.com

IHOP
Mr. Ronald Richardson
540 Westgate Drive
Brockton, MA 02301
(508) 521-6050
www.ihop.com

Italian Kitchen
Mr. John Tosches
1071 Main St.
Brockton, MA 02301
(508) 586-2100
www.italiankitchenofbrockton.com

JJ's Caffé
Mr. Nelson Fernandes
610 N. Main St.
Brockton, MA 02301
(508) 510-4227
www.jjscaffé.com

Joe Angelo's Cafe & Deli
Mr. Joe Angelo
11 Crescent Street
Brockton, MA 02301
(508) 588-8331
www.joeangeloscfe.com

LongHorn Steakhouse
Ms. Lynda Moore
800 US Road, Route 44
Raynham, MA 02767
(508) 821-9246
www.longhornsteakhouse.com

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

Mia Regazza Ltd.
Mr. John Martin
268 Washington Street
Abington, MA 02351
(781) 871-5800
www.miaregazza.com

Moe's Southwest Grill
Mr. Robert Zinc
27 Westgate Drive
Brockton, MA 02301
(508) 510-3041
www.moes.com

Stonebridge Cafe
Mr. Steve Beatty
1285 Belmont Street
Brockton, MA 02301-4440
(508) 584-5200
www.stonebridgecafe.com

Stoneforge Grill
Mr. Allen LaMere
10 Roosevelt Circle
South Easton, MA 02375
(508) 238-0550
www.stoneforgerestaurants.com

Texas Roadhouse
Mr. Matt Frohne
124 Westgate Drive
Brockton, MA 02301
(508) 427-6244
www.texasroadhouse.com

The Perfect Place
Mr. Fred Fontaine
2039 Main Street
Brockton, MA 02301
(774) 480-5106
www.theperfectplacebrockton.com

The Victorian House at T.J. Smith's
Mr. Joseph Smith
13 Cross St.
East Bridgewater, MA 02333
(508) 378-7436
www.tjsmithsvictorianhouse.com

Westgate Lanes and Pub
Mr. Jason Minassian
65 Westgate Drive
Brockton, MA 02301-1887
(508) 583-1297
www.westgatelanes.com

Yamato Japanese Steak House
Mr. Kevin Tian
510 Westgate Drive
Brockton, MA 02301
(508) 588-8881
www.yamatohibachima.com

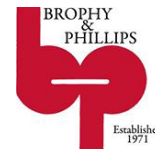


United Way of
Greater Plymouth County



Caring About Our Community: Small Businesses . . . Big Impact!

As we celebrate National Small Business Week (April 30 - May 6) our United Way of Greater Plymouth County would like to express our deepest appreciation to several small businesses in our community who stand out! These businesses are active members of the Metro South Chamber of Commerce who have joined our LIVE UNITED 365 Business Circle by contributing a minimum of \$365 each year to make a real difference in our community. Thank you to **Brophy & Phillips, Frenette & Associates, Metro South Chamber, Paramount Rug Company, Sign Design, and Walker-Clay.**



If you'd like to join these generous businesses in supporting our local United Way through this innovative LIVE UNITED 365 Business Circle, please contact Rick or Joe at United Way of Greater Plymouth County at 508.583.6306.

Art & Networking Enjoyed at Fuller Craft Museum Metro South Wellness Works Initiative



Alison van Dam of the Chamber heads a meeting of the Greater Brockton Young Professionals



Brian Hoffman of the Children's Museum in Easton and Christopher Cooney, Chamber President and CEO



Murray Vetstein, Source4, John Drusinskas, St. Joseph Manor Health, and Vik Solem, MEI Security



Donald Donnelson, Beantown Builders, Inc, and Herkins Francois, H&L Imprints



Paul Chenard, OCP, Sharon Fross, Dean of Fisher College's Division of Accelerated and Professional Studies, and Christopher Cooney, Chamber President and CEO



Sue McCann, EduBoston, Jacqueline Lupica, Fuller Craft Museum, and Christopher Cooney, Chamber President and CEO

Sponsor:



Host:

fullerCRAFT
museum™

The Greater Brockton Young Professionals (GBYP) Network kicked off with a soft launch at the Fuller Craft Museum during the Metro South Chamber March Business After Hours. More than 50 people participated in this session which provided information on some of the organization's driving principles as well as an networking opportunities. For more information on GBYP or to join the mailing list, visit www.metroouthchamber.com/gbyp or email gbyp@metroouthchamber.com. You can also find them on Facebook at www.facebook.com/gbyps.



Free Tax Preparation for Brockton Households



Low to moderate income families in the Greater Brockton area are eligible for free tax preparation, sponsored by NeighborWorks Southern Mass, the City of Brockton, Mayor Carpenter, and Massasoit Community College.

There will be Free Tax Preparation for qualified individuals from February 4 - April 10, 2017 at the Brockton Public Library Main

Branch, 304 Main St., Brockton on **Mondays from 4:00 pm - 7:00 pm** and at the Massasoit Community College Library in the Student Center, 1 Massasoit Blvd, Brockton, on **Saturdays from 10:00 am - 1:00 pm**.

The Household Income Limitation for this free service is \$54,000. Assistance is provided on a first come, first serve basis. For details on required documents, and eligibility, please call NeighborWorks at (508) 587-0950.

Pothole? Trash? Abandoned Car? Broken Light? Report It With "See, Click, Fix"

Did you know? Now you can help report non-emergency problems to the City of Brockton from your smartphone, tablet, or computer, thanks to their partnership with SeeClickFix. Use the SeeClickFix app to report issues such as: Dead/Loose Animal, Graffiti, Junk Cars/Yard Debris, Landlord Issues, Parks & Rec Field Maintenance, Potholes, Snow Removal, Street Light Repair, Street Sign, Traffic Signal Issue, Trash/Dumping, Vacant or Abandoned Buildings, and more.

Brockton staff respond to SeeClickFix requests during regular business hours. If this report comes in on a holiday, weekend or after-hours, it will be read on the next business day. You have the option to upload a photo with each service request, as a visual reference to help communicate the need to staff. Customer service requests are routed to city staff to help answer questions and provide solutions. PLEASE NOTE: SeeClickFix is not to be used for emergencies. To learn more, please visit brockton.ma.us/information/seeclickfix.



Nearly half of Massachusetts adults aged 35+ have diabetes, heart disease, stroke, asthma, or are obese. Most adults spend many waking hours at work making workplaces prime locations to enable and support healthy behaviors. The Metro South Chamber of Commerce has joined a cohort of Massachusetts employers dedicated to providing wellness education and support to employees to encourage healthy, happy and productive workers and work sites.

Metro South Wellness Works kicked off its programming in March with a Healthy Lunch and Learn featuring Thulani DeMarsay of New Pathways Coaching and Training. Thulani spoke about the relationship between human energy, stress reduction, proper nutrition and exercise physiology in performance and employee engagement (see tips from her presentation below). Additional Lunch and Learns are currently being scheduled and will be offered periodically.

Another component of Metro South Wellness Works kicking off later this spring will be scheduled bi-weekly afternoon group walks in downtown Brockton, in partnership with the Brockton Police Department. Look for more information on this and how you can participate in upcoming Action Report newsletters. For more information on Metro South Wellness Works, please contact Alison van Dam, avandam@metroouthchamber.com.



Avoid the Afternoon Crash – 4 Tips for Boosting Energy & Vitality

Courtesy of Thulani DeMarsay & Karen Eisenbraun. For more information, email: td@thulani.com.

1) Eat a Healthy Lunch- To avoid the afternoon lull, increase your protein. You should also focus on eating complex carbohydrates, such as whole grains, which take longer to digest and don't lead to an energy crash. Finally, eat less. A large meal takes more effort to digest, which results in less oxygen for energy, leading to brain fog, lack of focus, and diminished creativity.

2) Superfood Snacks – Superfoods are good snacks to reach for in the mid-afternoon are those that will not deplete your energy, but will boost it. These include raw almonds, raw cashews, cacao nips, cashews, goji berries, blueberries and walnuts.

3) Keep moving - One of the best ways to reduce stress, and condition yourself to handle stress better, is to stay in good physical shape. After eating, it is a good idea to do some light exercise, especially if your work life is sedentary. The standard rule is to engage in at least 30 minutes of cardiovascular exercise per day.

4) Mental Health Break - When you're busy and feeling overwhelmed, it's tempting to work through lunch and avoid taking breaks, but this type of non-stop work only leads to increased stress and exhaustion. Some tips include looking away from your computer screen for a couple of minutes, taking a two minute break to stand up and stretch, walking around the block, or practicing deep breathing exercises.

Luis Ramos, Chamber Intern, Christopher Cooney, Chamber CEO and President, Thulani DeMarsay, New Pathways Coaching and Training, Murray Vetstein, Source4, Howard Wright, Wright Technology Group, Bob Malley, Brockton Parking Authority, Sherry Zou, Brockton Redevelopment Authority, Alison Van Dam, Metro South Chamber, and Michelle Chisholm, Brockton Redevelopment Authority, gathered among others to take part in the Metro South Chamber of Commerce's Wellness Initiative



Chamber Meets With Strategic Partners



Verónica Martins of the Office of the Consulate General of Cabo Verde and Christopher Cooney, Chamber CEO and President, met to discuss mutual interests and a possible future visit to the Metro South Region by Cape Verde's Prime Minister, Ulysses Correia e Silva.

Chamber CEO and President Christopher Cooney congratulates Rashaud Garner, proud new operator of Brockton's Shaw's Center. Garner also owns his own business, Entertainment One Stop Shop LLC, where he is a DJ and provider of amusement for many occasions.



ATHENA Award Recognizes Leadership

On Friday, June 16, the Metro South Chamber of Commerce and Eastern Bank will present the 19th Annual ATHENA Award during a special Luncheon at the newly reopened Old Colony YMCA in Stoughton, 445 Central Street, from 12:00 pm - 1:30 pm.

The ATHENA Awards Program was created in 1982 and has expanded to over 500 cities in the United States, Russia, Canada, China, The United Arab Emirates, and the United Kingdom. The Metro South Chamber believes in the values underlying the ATHENA Foundation's philosophy of incorporating the talents and expertise of women into the leadership of our businesses, communities,

and government.

The keynote Speaker is Attorney General Maura Healey. Healey started her career as a clerk for Judge David Mazzone in the United States District Court in Massachusetts and was a junior partner at the international law firm Wilmer Hale. She is a former Special Assistant District Attorney in Middlesex County, where she tried drug, assault, domestic violence and motor vehicle cases.

Maura Healey was sworn in as Attorney General on January 21, 2015, pledging to lead the People's Law Firm.



Attorney General
Maura Healey

Since taking office, Healey has tackled issues touching the lives of residents across Massachusetts including the drug abuse epidemic, escalating health care costs, workers' rights and student loan costs. She has focused on strengthening consumer protections and on improving our criminal justice system.

Be sure not to miss this inspirational program, honoring exceptional leaders at the 2017 ATHENA Awards Luncheon. Luncheon tickets are \$30 for members and \$40 for future-members.

To nominate an individual for an ATHENA award, to order tickets or for more information, please contact Athena Lavoie at (508) 586-0500 x 231, or email alavoie@metrosouthchamber.com. Learn more at metrosouthchamber.com/events/athena.

Prior ATHENA Recipients

2016, Cheryl Opper, School on Wheels
2015 Mary Waldron, BSU
2014 Janet Trask, Brockton VA Hospital
2013 Kathleen Smith, Brockton Public Schools
2012 Ruth Bramson, Girl Scouts of Eastern MA
2011 Elaine Reiser, Brockton Area Multi-Services
2010 Anne DeMinico, St. Joseph Manor
2009 Sue Joss, Brockton Neighborhood Health Center
2008 Vanessa Tierny, Brockton Area Multi-Services
2007 Susan Szachowicz, Brockton High Principal
2006 Loretta Degrazia, East Coast Petroleum
2005 Marianne Wroble Cox, WXB 1460am Radio
2004 Shailah Stewart, Brockton Public Schools
2003 Linda Faria Braun, The Adult Learning Center
2002 Christine Karavites, Proteas Consulting
2001 Barbara Duffy, My Turn, Inc.
2000 Noelle Foye, Brockton Elementary School Nurse
1999 Janice Cunningham, East Bridgewater Police

Sponsored by: Eastern Bank

Chamber Affiliation News & Events

To become an affiliate organization of the Chamber, contact Christopher Cooney at (508) 586-0500 x 223 or email chris@metrosouthchamber.com.



Join the **Bridgewater Business Association (BBA)** for their 2017 Networking Nite at Sullivan Tire on 300 Bedford Street, Bridgewater from 5:30 pm - 8:30 pm on Wednesday, April 12. At this event, businesses visit together from all over the area to build and strength relationships on this exciting night of networking.

The **Stoughton Chamber of Commerce** is holding their 12th annual Doin' It For Diane Stoughton Food Pantry Fundraiser on Friday, May 5 from 6:00 pm to 9:00 pm at Stoughton's Portuguese National Club on 21 Railroad Avenue. The event will include a light dinner, dessert, a cash bar, entertainment, raffles, and live and silent auctions. Tickets are \$25 and seats are limited, so order today! 100% of proceeds will benefit two Stoughton area food pantries.



The **Norwell Chamber of Commerce** is hosting a Business After Hours on April 20 from 5:30 pm to 7:00 pm. They will meet at Not Your Average Joe's in Norwell at 111 Pond Street. Remember your business cards and gear up for a night of networking! Attendance is free. Sponsored by the Norwell VNA.



The **East Bridgewater Business Association (EBBA)** is hosting a Scavenger Hunt on Saturday, June 11 from 9:00 am to 12:00 pm. Participants will visit local business, answer questions, and collect stamps. First prize is \$100 in cash! The first five entrants to complete the hunt will win prizes. You can download the entry form at www.eastbridgewaterbiz.com/scavengerhunt.



The **Avon Industrial Park Association** is a non-profit group seeking to advance the advocacy and business of its members in public and private affairs. Membership is open to all companies who operate within the confines of Avon Industrial Park in Avon, Massachusetts. For more information please visit avonindustrialpark.org.



The **Randolph Chamber of Commerce** is holding their ninth annual Taste of Randolph event on Tuesday, May 2 from 5:30 - 8:00 pm at The Lantana, 43 Scanlon Drive, Randolph. Buy tickets now and save! Tickets are \$15 each, \$10 for seniors and students. Visit www.randolphchamberofcommerce.org for more information.



The **South Shore Women's Business Network (SSWBN)** will hold a Business After Hours event on April 27 from 5:30 pm to 7:30 pm. Attendance is free for members and non-members. The location is to be announced, so keep an eye out for updates! For more information, please sswbn.com.

Call For Small Biz Award Nominations

The Metro South Chamber and Bank of America recognize the achievements of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region. We welcome you to nominate businesses for the 2017 Small Business of the Year and Entrepreneur of the Year awards. **Nomination is easy...**

You may nominate your own business or any other you deem worthy. **Call the Chamber at (508) 586-0500 x 231 for nomination forms.** You may include additional documentation that will illustrate why the business deserves the award. Nominees do not need to be Chamber members.

Small Business of the Year Criteria: a business must have 50 or fewer full-time equivalent employees; have been in business more than 3 consecutive years under current ownership; and be a for-profit enterprise.

Sponsored by:



lent employees; have been in business more than 3 consecutive years under current ownership; and be a for-profit enterprise.

The Entrepreneur of the Year Criteria: a business must have 10 or fewer full-time employees or equivalent; have been in business less than 3 years; a be a for-profit enterprise.

Companies will be rated on their creativity and imagination in the development of their business, their demonstration of growth, and a reflection on internal and external social responsibility.

Nominations are due to the Chamber by April 21, 2017. The awards will take place on Wednesday, May 17 at the Massasoit Conference Center.

Prior Small Business of the Year Recipients

2016 Strange Planet Printing
2015 Maguire's Bar & Grill
2014 J.M. Pet Resort
2013 Solex Payroll Systems, Inc.
2012 Vicente's Tropical Grocery
2011 McGuigan's Pub
2010 Prisco's Market
2009 MCG Partners
2008 Heights Crossing
2007 Westgate Lanes
2006 Cindy's Kitchen
2005 Northeast Wholesale Nail & Fastener Supply Co.
2004 Duplitrn, Inc.
2003 Modern Auto Body
2002 United Furniture, Inc.
2001 Robert Sharkansky & Company, CPA

Prior Entrepreneur of the Year Recipients

2016 Elvera's Cafe
2015 The Sound Lab
2014 JJ's Coffe
2013 James Tran, SKy8 Shrimp Farm, LLC
2012 Billy Michaud, Sparky's Import Repair
2011 Al Ata, Elie Baking Corp
2010 Patricia Winberg, Topnotch Design Studio
2009 Michelle Cully, XPressman Trucking & Courier
2008 Robert Monahan of UPPAbaby
2007 Howard Wright of Wright Technology
2006 Rob Peters of Rob Peters Entertainment
2005 Jeffrey Chrzanowski of Spark Street Autobody
2004 Charles Bernard of The DJ Experience
2003 James Messenger of The Crazy Chefs Caterers
2002 Jerome Offutt of Top Quality Staffing
2001 Randy Yanoff of Eye of the Tiger Karate

Travel to Peru With the Chamber in 2017!



Early-Bird Special! \$3,249 for 9 days and 8 nights in Peru, October 12-20. Deal ends on April 20, 2017. For more information about this, great opportunity, please visit www.metrosouthchamber.com/events/travel or contact Doris at doris@metrosouthchamber.com or at (508) 586-0500 x. 221.

Chamber Supports Construction of New Parking Garage



Why does this project make sense for downtown Brockton?

- The garage will be the catalyst for further growth in the downtown by allowing the City to consolidate parking in one central location. This will free up other surface lots for re-development as described in the downtown action strategy.
- The City will own the garage and the parcel of land on which it sits. The City will operate, manage and maintain the garage and retain all associated revenues.
- Parking in the new 414 space facility will be utilized as follows:
 - 200 commercial spaces – for downtown businesses both new and existing
 - 55 residential spaces – for residential units at Enterprise Center
 - 159 public spaces – for daily parkers patronizing downtown businesses
- Once constructed the garage will be a revenue generating asset. Based on the projected operating budget, garage revenues will meet or exceed costs associated with the \$2 million financing request being made of the City.
- The garage and infrastructure improvements will be an example of a successful public private partnership. This is beneficial to the future redevelopment of the City as others may look to partner in a similar manner. Showing that the City has successful PPP experience will go a long way towards attracting additional private sector investment.

Total development costs for the proposed garage and vehicular circulation improvements are \$12.4 million dollars.

The work will be funded as follows:

- \$10 million from the Commonwealth of Massachusetts via its MassWorks program. The Commonwealth has already announced its award of these funds, and its support for this project. All that remains is for the City of Brockton to accept the award as part of this comprehensive financing package for the project.
- \$2 million from the City of Brockton utilizing the bonding authority granted under the District Increment Financing program. The \$2 million bond is supported by the additional increase to the tax base generated by revenue from new downtown development to date.
- \$400,000 equity contribution from Trinity Financial. Additionally, Trinity will be providing working capital to the project to cover design and engineering costs during the pre-development phase.
- The MassWorks program is looking to make its 3rd large investment in the City of Brockton. Accepting these resources and utilizing them in an efficient manner will open the door to additional investments in the future.

- The circulation improvements proposed as part of this project – new street and two-way Petronelli – will be the first step in the process to turn Main Street back into a two-way street.
- Additionally, a proposed shared use parking agreement will allow for spaces in the garage to be utilized during non-business hours to spur increased development of dining, arts, and entertainment venues in the downtown. The garage will help to activate downtown nightlife allowing the City to begin offering a multitude of live/work/play opportunities.
- The ground floor retail space in the Enterprise building will prove much more viable for a restaurant operator if the garage parking is available.

Do you have any questions? Please call:

- Rob May - City of Brockton
tel. 508-580-7113 email: rmay@cobma.us
- Bob Malley - Brockton Parking Authority
tel. 508-580-7842 email: rmalley@cobma.us
- Mathieu Zahler - Trinity Financial
tel. 617-720-8400 email: mzahler@trinityfinancial.com

The City's on-going and past projects:

- The City has seen several commercial development projects in the past 5 years – Brophy and Phillips, Trinity and Capstone Communities – by making the requested infrastructure investment in the garage this will allow for other developers to come into the City and make additional investments.
- According to the Downtown Action Strategy, the development opportunities created by the proposed parking garage and traffic circulation improvements has the potential to generate approximately half a million square feet of new development and generate millions in additional tax revenue to the City of Brockton.

Images courtesy of

**TRINITY
FINANCIAL**



Buy Local From These New Chamber of Commerce Members

Tim Ehlers With Concord Wealth Management

Join the Chamber!



Tim Ehlers, Advisor • (781) 206-6788
Tim.Ehlers@cwmofnewengland.com

I provide individuals, families and businesses with financial guidance, empowering them with proper education and resources through a hands-on, tailored and client-centered process. My Key Services Include Retirement Planning, College Funding, Estate Planning, Investment Planning, Life Insurance & Protection Planning, Debt, Management Strategies, Mortgage Protection, Planning for Children with Special Needs, Small Business Valuation, Deferred Compensation Programs, Tax Advantaged Buy/Sell Agreements for Succession Planning, and Key Employee Insurance.

YOUR BUSINESS PROFILE HERE...

...When You Join the Chamber.
Call Alison at (508) 586-0500 x 225,
or email: alison@metrosouthchamber.com

60 School Street, Brockton • 508-586-0500
www.metroouthchamber.com

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

RENEWING Members Thank You !

A Plus Blue Lion Insurance Agency, LLC
Allegra Design Marketing Print
Associação Caboverdiana De Brockton, Inc.
Brockton 21st Century Corporation
Brockton Public Library
Brookhaven Hospice
Buffalo Wild Wings
Central Glass Company, Inc.
Comcast Spotlight
Crescent Credit Union
Four Points Realty
James E. Holmgren, CPA
Khanbabai Immigration Law

Massachusetts School Counselor Association
Michael Haikal Real Estate
Motorcars International, Inc.
Old Colony Council Boy Scouts of America
Pilling Engineering Group Inc.
Rexa, Inc.
Servpro of Brockton, Weymouth & Quincy
Super 8 Metro South
The Shaw's Center
Torrey & Associates
VHS Transportation Company, Inc.
Wood Palace Kitchens Inc.

WELCOME New Members

Making an Investment in Our Community

Pomroy Associates LLC
Mr. Richard Pomroy
PO Box 445
East Bridgewater, MA 02333
(508) 456-4232
www.pomroy-pa.org
Construction Management

The Carpet Workroom
Mr. Matt Lovetere
13 Robbie Road, Unit A4
Avon, MA 02322
(888) 388-9248
www.carpetworkroom.com
Rugs/Carpets/Floors

10 Reasons to Join the Metro South Chamber of Commerce

1. New Business Contacts
2. Legislative Action
3. Professional Development
4. Economic Development
5. Human Resource Hotline
6. Publicity & Exposure
7. Referrals
8. Discounts & Savings
9. Business News & Info
10. Community Investment

**METRO
SOUTH
CHAMBER OF
COMMERCE**

For more information, please contact Alison van Dam at avandam@metrosouthchamber.com, (508) 586-0500 x225, or visit metrosouthchamber.com.

BUSINESS EVENTS Planner

April 11

How to Use Constant Contact

9:00 am - 11:00 am
Metro South Chamber
60 School Street, Brockton

In this session, you will learn the basics of email marketing to improve interest and return from your contacts.

Cost: Free to attend with pre-registration, \$15 at the door
Register online: metrosouthchamber.com/calendar

April 12

Turbo Charge Your Business

2:30 pm - 4:00 pm
Metro South Chamber
60 School Street, Brockton

Are you looking to start or expand your enterprise? Here you will gain a better understanding of SBA Programs and Services.

Cost: Free to attend
Register online: www.bit.ly/2IMWFX3

April 14

Good Morning Metro South Brunch

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

Learn about the evolution of immigration law under the Trump Administration.

Cost: \$25 members, \$35 non-members
Register online: metrosouthchamber.com/calendar

IT'S EASY TO REGISTER!

(508) 586-0500 x 231 ☎
(508) 587-1340 📠
E-mail: alavoie@metrosouthchamber.com ✉
Online: www.metroouthchamber.com
Send reservation and payment to:
Metro South Chamber of Commerce
Sixty School Street
Brockton, MA 02301-4087



April 25

30 Ways to Grow Your Email Marketing List

9:00 am - 11:00 am
Metro South Chamber
60 School Street, Brockton

"30 Ways to Grow Your List" will leave you with strategies to capture new contacts, grow your list and take action to help move your business forward.

Cost: Free to attend with pre-registration, \$15 at the door
Register online: metrosouthchamber.com/calendar

April 25

Business After Hours @ Eastern Bank

5:00 pm - 7:00 pm
Eastern Bank
110 Main Street, Bridgewater

This event will include networking, food, raffles and more. It is complimentary to attend, but pre-registration is required.

Cost: Free to attend
Register online: metrosouthchamber.com/calendar

April 27

Compensation Strategy and Pricing 101

9:30 am - 10:30 am
Metro South Chamber
60 School Street, Brockton

This workshop is for managers responsible for developing an organization's compensation strategy.

Cost: Free to Attend
Register online: www.psandeassociates.com, click the Contact page and complete the form while including the workshop title "Compensation Strategy and Pricing 101" in the message box.

FIND US

