

# Actionreport



February 2016

www.metrosouthchamber.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.



Bell Stoughton,  
page 5



Lee Farrow,  
page 6



Gwendolyn Gavin,  
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## Chamber Convenes Regional Roundtable; Priorities Set



In an effort to encourage regional collaboration, the Metro South Chamber of Commerce recently convened a Regional Roundtable Discussion, bringing together regional town managers, elected select people, the Mayor of Brockton, and regional agency heads into one room. The forum provided an opportunity for municipal leaders to

connect, share areas of interest and concern, and learn updates about some of the Chamber's regional initiatives. Topics of discussion included water/wastewater supply, business Site Finder services, new regional brand, Economic development, transportation & infrastructure, and more.

Continued on page 9

## Investigative Reporter & Author at February Breakfast

Wednesday, February 10, 2016, The Shaw's Center, Brockton

Join us at the last Good Morning Metro South Breakfast of the season on **February 10, 2016** from **7:30 - 9:00 am** at the **Shaw's Center, 1 Feinberg Way in Brockton**. This program will feature guest speaker **Hank Phillippi Ryan**, award-winning author and investigative reporter.

**Hank Phillippi Ryan** is the on-air investigative reporter for Boston's NBC affiliate. She's won 33 EMMYs, 13 Edward R. Murrow awards and dozens of other honors for her groundbreaking journalism.

A bestselling author of eight mystery novels, Hank has won multiple prestigious awards for her crime fiction: five Agathas, two Anthonys, the



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Daphne, two Macavitys, and for "The Other Woman," the coveted Mary Higgins Clark Award. Her newest novel, "What You See," is getting rave reviews across the country, calling it flawless, superb, and highly entertaining.

National reviews have called Hank a "master at crafting suspenseful mysteries" and "a superb and gifted storyteller."

Hank is also a founding teacher at Mystery Writers of America University and 2013 president of national Sisters in Crime.

Continued on page 2

## Taste of Metro South Features Food, Music, & Fun!

Wednesday, March 23, 2016, The Shaw's Center, Brockton

Tickets are now available at the Chamber or online at [metrosouthtaste.com](http://metrosouthtaste.com)



**Participating Restaurants & Organizations include:** Braemoor Health Center, Brockton Rox, Freda's, Annunciation Greek Orthodox Church, JJ's Caffe, Just Desserts, Mutual Bank, OCES, Petti's Market & Deli, Simpson Spring, The Shaw's Center, Wood Palace Kitchens  
**Entertainment Includes:** Brockton High School Jazz Band, Brockton Symphony, Cardinal Spellman A cappella, Rob Peters Entertainment & more!

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## Multi-Cultural & Networking Event at Shaw's Center

Thursday, February 25



The Metro South Chamber of Commerce will hold a Multi-Cultural Business Forum & Shaw's Center Business After Hours on **Thursday, February 25, 5:00 pm - 8:00 pm** at **1 Feinberg Way in Brockton**. Please join us as we celebrate the region's culturally diverse heritage and the success stories of local small businesses.

The evening will consist of a Business Resource Expo and a Woman & Minority Owned Business Panel, followed by regular Business After Hours networking and live music by **Candida Rose**. The Business Panel will feature success stories from **Nelson Fernandes** of JJ's Caffe, **Shane Gooding** of The Sound Lab, **Latonia Francois** of Let's Write Life, and **Herkins Francois** of H&L Imprints.

This is a great opportunity for potential and existing entrepreneurs to learn about helpful resources, network with local businesses, and hear from entrepreneurs who have successful businesses, all while checking out the Shaw's Center's wonderful event facility.

The Shaw's Center has a capacity for over 500 with three banquet rooms, a beautiful rotunda overlooking Campanelli Stadium, an outdoor tent and lawn area, and an in-house executive chef. Take the opportunity to see for yourself!

Business After  
Hours Sponsor:



Learn more on page 2



## Multi-Cultural & Networking Event (cont.)

Thursday, February 25, 5:00 pm - 8:00 pm

• **5:00 pm | Business Resource Expo & Networking:** Learn about resources available to help start and grow your business. Experts will assist you on a variety of topics ranging from financing to developing a business plan, marketing your business, and winning government contracts.

• **5:30 pm | Woman & Minority Owned Business Panel:** Hear from a panel of local businesses as they share their success stories. Learn how they used their backgrounds to develop new ideas, leverage regional resources, and tap into new markets. Remarks by Mayor Bill Carpenter.



Nelson Fernandes  
JJ's Caffe



Shane Gooding  
The Sound Lab



Latonia Francois  
Let's Write Life



Herkins Francois  
H&L Imprints

• **6:15 pm | Business After Hours Networking:** Meet hundreds of new potential clients during this Business After Hours event. Enjoy delicious food from the Shaw's Center, a cash bar, and the opportunity to win prizes. Be sure to bring your business cards! **Candida Rose**, a dynamic singer and performer from Cape Verde, will perform. She covers a broad range of styles from jazz, to creole, to R&B, soul, and more.

**TO REGISTER:** Visit [www.metrosouthchamber.com/calendar](http://www.metrosouthchamber.com/calendar), or contact Athena at [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com), (508) 586.0500 x231. This event is free to the community.

**EXHIBITORS INCLUDE:** SEED Corporation, MassDevelopment, Supplier Diversity Office (Operational Services Division), Massachusetts Office of Business Development, Metro South Chamber of Commerce, City of Brockton, Brockton 21st Century Corporation, The Shaw's Center, Old Colony Planning Council, Rockland Trust, Brockton Area Transit Authority, SE MA SCORE Counselors, Community Connections of Brockton, South Shore Haitians United for Progress (SHUP), Haitian Community Partners (HCP), Brockton Redevelopment Authority, Brockton Area Workforce Investment Board, Brockton NAACP, Cape Verdean Association of Brockton, Brockton Arts, Let's Write Life, H&L Imprints, HarborOne Bank.



Singer Candida Rose



## Investigative Reporter at February Breakfast

Wednesday, February 10, 7:30 am - 9:00 am

Continued from page 1



The sponsor of this event is **Eastern Insurance**, a division of **Eastern Bank**. For nearly two centuries, Eastern Bank has been here to help generations of individuals, families, and businesses reach their goals. 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. Visit [easternbank.com](http://easternbank.com) to learn more.

Join us to hear from investigative reporter and award-winning author Hank Phillippi Ryan, as well as breakfast, networking, and raffles. The cost to attend is \$25 for members and \$35 for future-members. As always, don't forget your business cards! Please register in advance by contacting Athena Lavoie, [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com), 508.586.0500 x231, or register online at [metrosouthchamber.com/calendar-registration](http://metrosouthchamber.com/calendar-registration).

## Turbo Charge Your Business With SBA

Thursday, February 25, 2:30 pm - 4:00 pm

Looking to expand your business? Attend a **FREE SBA workshop on Thursday, February 25, 2:30 pm - 4:00 pm** at the Metro South Chamber of Commerce, **60 School Street in Brockton**. Attendees will gain a better understanding of SBA programs and services. General information will be provided on the following:

- **MSBDC- MA Small Businesses Development Center**
- **SCORE- Counselors to America's Small Business**
- **SBA Guaranty Loan Programs:** 7(a), Micro Loans, 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**

To register, visit <http://bit.ly/1UhbtWk> or visit [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar) to learn more.



Our new SBA rep. Pauline Swanson, Economic Development Specialist, left, and Christopher Cooney, Chamber President & CEO



## GOVERNMENT Affairs

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

Join us on **Friday, February 19** for the next monthly Government Affairs Luncheon, **12:00 pm - 1:30 pm** at the Metro South Chamber of Commerce, **60 School Street in Brockton**. We will be hosting **John Regan**, Executive Vice President, Government Affairs at Associated Industries of Massachusetts (AIM).

John manages all government affairs functions for the organization, overseeing AIM's activities in four principal areas: administrative and legislative advocacy, regulatory



John Regan, AIM

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ry issues, litigation, and ballot initiatives. AIM is a community of Massachusetts employers working together to improve the business climate and create economic opportunity. Learn more at [aimnet.org](http://aimnet.org)

Please register in advance by contacting Athena at 508.586.0500 x231, [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com) or online at [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar). The cost to attend is \$8 for members and \$15 for future-members and includes a light lunch.

## Basics of Contingency Planning Workshop

Wednesday, February 24, 9:45 am - 11:30 am

Join us on **Wednesday, February 24, 9:45 am - 11:30 am** at the Metro South Chamber, **60 School Street in Brockton** for a **member-led workshop** on the Basics of Contingency Planning, taught by new member, Trinity Security Solutions.




Are we safe? As national and global terrorist attacks occur on a weekly basis, are our offices, facilities, and employees safe from catastrophic incidents and terrorist attacks? What have we learned from recent mass shootings and catastrophic events? From nuclear reactor meltdowns, tsunamis, the Boston Marathon bombings, terrorist attacks in San Bernardino, California, and the Paris, France massacre - all of these traumatic events,

which targeted large populations, producing PANIC, international chaos, and mass casualties have a relative and common thread, Trinity states; the victims had zero contingency training.

By Attending Trinity Security Solutions' **"Contingency Planning"** class, the instructor will provide you with the knowledge of how to react, respond, escape, and conduct yourself before, during, and after any catastrophic event.

This member-led workshop is complimentary to attend. Register by emailing [jamesjoconnell@gmail.com](mailto:jamesjoconnell@gmail.com), or visit [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar) for more information. Registration is limited to the first 30 attendees.

BOARD OF DIRECTORS	DIRECTORS
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	<b>Dr. Charles Wall</b> - <i>Massasoit Community College</i>
<b>CHAMBER STAFF</b>	<b>508-586-0500    Front Desk x 221</b>
<b>Christopher Cooney, CCE, IOM</b> President and CEO   x 223	<b>Alison van Dam, IOM</b> VP of Business Development/Operations x 225
<b>Athena Lavoie</b> Director of Programs & Events x 231	<b>Doris Flecchia</b> Office Assistant x 221
<b>Melanie McGrath</b> Communications Coordinator x 222	<b>Marissa Recor</b> Finance/Controller x 230
<i>Newsletter Written &amp; Designed by Melanie McGrath Printing Provided by The Enterprise</i>	



**ACCREDITED**  
CHAMBER OF COMMERCE

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

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

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

**Photography by: Rich Morgan \*    www.richmorganphotography.com**

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

FEBRUARY *Calendar*

<b>3</b>	<b>Ambassadors Meeting</b>	8:00 am
<b>10</b>	<b>Good Morning Metro South</b> <i>The Shaw’s Center, 1 Feinberg Way, Brockton</i>	7:30 am
<b>15</b>	<b>President’s Day - Chamber Closed</b>	
<b>19</b>	<b>Government Affairs</b>	12:00 pm
<b>24</b>	<b>Basics of Contingency Planning Workshop</b>	9:45 am
<b>25</b>	<b>Turbo Charge Your Business - SBA Workshop</b>	2:30 pm
<b>25</b>	<b>Business After Hours &amp; Multi-Cultural Business Forum</b> <i>The Shaw’s Center, 1 Feinberg Way, Brockton</i>	5:00 pm
<b>Coming Up March</b>		
<b>9</b>	<b>Ambassadors Meeting</b>	8:00 am
<b>11</b>	<b>Government Affairs</b>	12:00 pm
<b>15</b>	<b>Executive Committee</b>	3:00 pm
<b>23</b>	<b>A Taste of Metro South</b> <i>The Shaw’s Center, 1 Feinberg Way, Brockton</i>	5:30 pm
<b>30</b>	<b>Board of Directors</b>	12:00 pm
<b>Save the Date April</b>		
<b>5</b>	<b>Ambassador Meeting</b>	8:00 am
<b>18</b>	<b>Patriot’s Day - Chamber Closed</b>	
<b>20</b>	<b>Business After Hours</b> <i>Crescent Credit Union, 115 Commercial Street, Brockton</i>	5:30 pm
<b>29</b>	<b>Legislative Luncheon</b> <i>Bridgewater State University</i>	12:00 pm
Note: All meetings are held at the Metro South Chamber Office or Metro South Business Assistance Center (BAC), 60 School Street, Brockton unless otherwise indicated.		



# GOODNews

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



## Good Samaritan Prostate Cancer Awareness Day

Good Samaritan Medical Center recently participated in Prostate Cancer Awareness Day, in partnership with AdMeTech Foundation and Brockton NAACP. A. Jason Zauls, MD, Cancer Program Medical Director of Good Samaritan Medical Center was joined by Dr. Faina Shtern, President and CEO of AdMeTech Foundation and Dr. Quoc – Dien Trinh, an expert in prostate cancer and related health disparities at Brigham and Women's Hospital, Dana-Farber Cancer Center and Harvard Medical School in hosting educational sessions and group, family and personal consultations. The purpose was to inform and mobilize the local community in a fight against the high risk and high death toll of prostate cancer in black men of Brockton, Plymouth County and surrounding areas. Learn more at goodsamaritanmedical.org.

## Cambridge Savings Bank Random Acts of Kindness

Over the recent holiday season, Cambridge Savings Bank has been surprising patrons in the community with random acts of kindness. In the spirit of giving, the Bank's employees passed out nearly 2,000 coffees, lunches and sweet treats from local companies. Keep an eye out for more random acts of kindness events planned from Cambridge Savings Bank throughout 2016, and learn more at cambridgesavings.com.

## Annual Martin Luther King, Jr. Celebration at Massasoit

The Office of Diversity & Inclusion at Massasoit Community College cordially invites you to attend the 14th Annual Dr. Martin Luther King, Jr. Celebration on February 3, 2016. This event will take place from 12:00 pm to 1:00 pm, at Massasoit Community College- Brockton Campus; Buckley performing Arts Center / Fine Arts Building. The keynote speaker is Lani Guinier, the first woman of color appointed to a tenured professorship at Harvard Law School. The event is free and open to the public. For additional information please contact Susan Haidul at 508 588-9100 x1309 or email shaidul@massasoit.mass.edu Visit massasoit.mass.edu to learn more.

## Annual Cupcake Decorating Contest

Join the Brockton Library Foundation at the WEST BRANCH Library, 540 Forest Ave on Wednesday, February 17 from 6:00 pm - 7:30 pm for the Annual Cupcake Decorating Contest. This fun event is for young kids. For more information, please visit the Brockton Library Event Calendar at brocktonpubliclibrary.org, or call 508-580-7890 x 301.

## OCES Holds Food Drives for Three Charities

Old Colony Elder Services' (OCES), the non-profit agency serving older adults and people with disabilities throughout the greater Brockton and Plymouth county area, recently held a Food Drive for three

charities in their service area - My Brothers Keeper in Easton, Father Bill's & Mainspring in Brockton, and Plymouth Area Coalition for the Homeless in Kingston. OCES' Food Drive was held among their 235 employees the week before Christmas. More than 300 non-perishable food items were collected and distributed among the three charities. Learn more at ocesma.org.

## SEED Corp. Makes Loans to Local Businesses

The South Eastern Economic Development (SEED) Corporation has recently closed on loans to Brockton businesses Old Colony Adult Day Health Center and Bill Vagenas DMD, totaling \$797,000 and enabling the businesses to expand and create ten new jobs. SEED Corp. also closed on loans to Plymouth County businesses Crayon College at Plymouth Inc., Southcoast Kitchen Designs in Carver, and South Shore Autoworks, LLC in Kingston. The loans totaling \$380,000 enabled the businesses to start-up, expand and create six new jobs. For more information about the SBA 504 Program and other SEED loan programs, please call 508-822-1020 or visit SEED at www.seedcorp.com.

## Science of Sound with Easton's STEAM Team

Did you know objects you use everyday make unique sounds? Come to the Children's Museum in Easton on Saturday, February 6 to discover the sounds everyday objects make, and create your own instruments. From 1-3 pm, girls from Easton's STEAM Education Team will be here to assist with activities. These young girls from the Middle and High Schools attended the Envision the Future Summer Camp at BSU, and serve as ambassadors for STEM/STEAM studies. They are full of energy, and looking forward to working with children in a fun and educational way. For more information, visit childrensmuseumineaston.org or call 508-230-3789. The Museum is located at 9 Sullivan Avenue in North Easton.

## Brockton Symphony Orchestra Family Concert

Warm your winter afternoon on Sunday, February 21 at the Brockton Symphony Orchestra's family-friendly concert of orchestral favorites, featuring principal clarinetist and chairman of our BrSO family, Torben Hansen. The concert will also feature four fabulously fiery symphony finales. The concert will take place at 3:00 pm at the Buckley Performing Arts Center on the campus of Massasoit Community College, located at 1 Massasoit Blvd in Brockton. Children free of charge. For information and to purchase tickets, please visit www.brocktonsymphony.org or call 508-588-3841.

## G.T. Reilly Company Announces Leadership Changes

David J. Keyo Jr., CPA, has been named President of G.T. Reilly & Company, succeeding Anthony P. Smeriglio, CPA, who has been named Chief Executive Officer of the firm. As President, Keyo will assume responsibility for the firm's operations and initiatives. Keyo joined the firm in 1996 as a staff accountant and built his career providing audit, tax and consulting services to private businesses, financial institutions and nonprofit organizations throughout Massachusetts. As Chief Executive Officer, Smeriglio will have primary responsibility for the strategic business direction, mission and vision of the firm. He began his career at G.T. Reilly in 1974 after graduating from the University of Connecticut. Visit gtreilly.com for more information.

## H&R Block Sweepstakes Winner in Brockton

H&R block is putting the "fun" back in Refund Season. James Dineen, a local winner of the H&R Block 1,000 Win \$1,000 Daily Sweepstakes, celebrated at the H&R Block office at 200 Westgate Dr, Brockton and was presented with a giant check. Anyone who files their taxes in a participating H&R Block office by Feb. 15 can be automatically entered into the \$1,000 sweepstakes being awarded to thirty-two thousand people this season. For more information, including official rules and other ways to enter, taxpayers can visit www.hrblock.com/grand.

## Family Autism Night: Children's Museum in Easton

On Friday, February 5, the Children's Museum in Easton will open from 5:30 pm - 8:00 pm exclusively to families with children ages 10 and under on the Autism Spectrum, giving them an opportunity to explore the Museum's hands-on exhibits in a less overwhelming atmosphere. This program is free but pre-registration is required. Call 508-230-3789 to register. For more information, visit childrensmuseumineaston.org.

## Mutual Bank Enters Agreement with Cape Cod Five

Mutual Bank, a full-service bank with ten offices throughout southeastern Massachusetts, has entered into an agreement with Cape Cod Five Cents Savings Bank to sell the Mutual Bank branch located at 668 Main Street in Falmouth. The sale is pending regulatory approval and, if approved, is expected to be final later this spring. "This move makes good strategic sense for Mutual Bank", said CEO Glen White. "Given our size and the footprint of our branch network, we believe it's the right thing to focus our resources more efficiently. Visit mymutualbank.com.

## Valentine's Day Teen Skate

Join the Carousel Family Fun Center for a Valentine's Day Teen Skate on Sunday, February 14th. This celebration of love will include awesome music, games, prizes, giveaways, and special gifts for the first 50

people. Activities will take place from 7:00 pm - 10:00 pm at 1055 Auburn Street, Whitman. Admission is \$10 per person and skate rental is \$3. For more information please visit www.carouselskate.com.

## [Sense]ation Day - Free Family Fun at Fuller Craft

Come to Fuller Craft Museum for a day filled with hands-on activities, craft demos, new exhibitions, and fun on Thursday, February 18! Save the date for an exciting day of discovery! FREE admission for up to 2 adults per family when accompanied by children 12 and under from 10 am - 4 pm (FREE activities from 10 am - 2 pm). February's [SENSE]ation Day will feature storyteller Tim Van Egmond at 1:00 pm who will captivate kids and parents with "the Story Bag. Fuller Craft Museum is located at 455 Oak Street in Brockton. For more info visit fullercraft.org.

## Brockton Arts - Angry Love Poetry Slam

On Thursday, February 11, Brockton Arts Night Slap presents Angry Love, an anti-Valentine's Day poetry open mic from 6 pm-9:30 pm located at Brockton Art's new space/ Gallery33 - 33 Dover Street, Suite 130, Brockton. Bring us your sad poems about love lost, angry poems about love gone wrong, funny poems about love gone awkward after sending that text to the wrong person. Tired of the parade of red and pink hearts? Come on down and vent! For more information, visit www.brocktonarts.org.

## Old Colony YMCA's Annual Spin-a-thon

Join the Old Colony YMCA as they pedal with a purpose! The 2016 Annual Spin-a-thon will take place on Saturday, March 12; help to make this year the best yet! One hour is all it takes to help make a significant impact in the life of a local family. Your participation in this event will help support those in need in our community; all proceeds raised will benefit the Y's Annual Support Campaign. Register to spin, fundraise, or contribute at oldcolonyymca.org/events/spin.

## Artistic/Development Director Joins FOST

The Friends of the State Theatre (FOST), a non-profit volunteer organization committed to preserving and revitalizing Stoughton's historic State Theatre announces the appointment of Michael La Fleur of Las Vegas, NV as Artistic/Development Director, launching FOST's mission to restore the Theatre, and provide enriching cultural experiences in dance, music, theatrical performances, visual art, literary readings and film events to the region. efforts to raise awareness for FOST's mission have allowed the organization to raise important funds. Under La Fleur's direction, the organization plans to actively restore the theatre as a vital organization to the Stoughton community. Learn more at statetheatre.us.



## Rockland Trust Supports Small Business Success

Rockland Trust recently renewed their status as Premier Sponsor of the Metro South Business Assistance Center (BAC), exemplifying their continued support of small businesses. Pictured right: Michael Savage, VP & New Markets Tax Credit & CBA Coordinator, Rockland Trust; Christopher Cooney, Metro South Chamber President & CEO



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

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

#### FREE services offered

Premier Sponsor:



- 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



## Development Continues in the Region



Bernier's Liquors, located at 905 Plymouth Street (Route 104) in Bridgewater is being remodeled. Have you seen any construction projects happening in the Metro South area? Send your photos to Melanie McGrath, mmc-grath@metrosouthchamber.com

The Santana Restaurant & Function Hall, located at 684 Crescent Street in Brockton, opened recently. The restaurant features a family friendly atmosphere, with a rental space ideal for weddings, receptions, banquets, company events, and private parties. Learn more at [santanarestaurantandfunctionhall.com](http://santanarestaurantandfunctionhall.com).



## Ambassadors Present Economic Impact Awards

Each year at the Chamber's Annual Meeting, regional companies are recognized for their significant economic impact, creating jobs and adding to the rich business culture by providing valuable products, resources, and services. Members of the Chamber's Ambassador team visited and presented plaques to two companies who have invested millions and added valuable jobs.

### Bell Stoughton



Evan Pires, Bell Stoughton Regional Manager; Debra Dion, Bell Stoughton Community Manager; Todd Drager, Chamber Ambassador, Eastern Insurance

### Phoenix Electric Corp., Canton



Paul Clark, Manager of Materials Control, Phoenix Electric Corp.; Katherine Light, Chamber Ambassador, HarborOne Bank

## Calling All Businesses; Support Career Day

Tuesday, April 5, 2016, 8:00 am - 11:45 am



We are pleased to announce the 19th Annual Connecting Activities Career Day presented by the Brockton Area Workforce Investment Board and supported by the Metro South Chamber of Commerce. This initiative is designed as an opportunity to build stronger connections between schools, businesses, and the community.

The event, which will be held on **Tuesday, April 5th** from 8:00 am to 11:45 am at **The Shaw's Center** in Brockton, will provide high school students with the opportunity to explore careers in the following areas:

Education and Human Services, Finance, Business Management, Sales and Marketing, Manufacturing and Construction Trades, Information Technology, Arts, Media & Communication, Cosmetology, Armed Services, Health and Science, Government, Court System and Law Enforcement, Travel /Hospitality, Retail, Animal Care, and Architecture.

Each business will be provided with a display table. When developing your presentation, be mindful that this is not a job fair but a career awareness activity and our intent is to provide students with information about careers in a variety of areas. For more information, please contact Nicoline Batista at [nbatista@bawib.org](mailto:nbatista@bawib.org) or (508) 584-9800 x23.

## Free Tax Preparation for Brockton Households

Low to moderate income families in the Greater Brockton area are again 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 1 - April 11, 2016 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 \$53,000. Assistance will be provided on a first come, first serve basis.

For details on required documents, limitations, and eligibility, please visit [buybrockton.org](http://buybrockton.org) and click on "News."



# buybrockton.org

  
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Buy Brockton is a public/private partnership between the City of Brockton, Brockton Housing Partnership, and Local Business who are working together to promote homeownership in the great City of Brockton.














## 24<sup>th</sup> ANNUAL TASTE OF METRO SOUTH

WEDNESDAY, MARCH 23, 2016  
THE SHAW'S CENTER, BROCKTON • 5:30 - 8:00 PM



**TICKETS AVAILABLE AT  
[METROSOUTHTASTE.COM](http://METROSOUTHTASTE.COM)**

Ticket Price: \$35. Tickets must be purchased in advance.  
Call 508.586.0500 x 231 for tickets and more information

Like us at [www.facebook.com/metrosouthchambercommerce](http://www.facebook.com/metrosouthchambercommerce) to stay up to date on participating restaurants, organizations and entertainment acts.

Bring your appetites on **March 23, 2016, 5:30 pm - 8:00 pm** to the Shaw's Center in Brockton for the 24th Annual Taste of Metro South event. This highly anticipated event features an all you can eat sampling of over 50 diverse restaurants, cultural and community organizations, live entertainment, raffle prizes, and more!

The Taste of Metro South is a highly visible, much publicized and well-received evening of enjoyment for everyone. This event has traditionally drawn between 600-700 people. Come celebrate the Metro South Region.

Entertainment acts to include the Brockton High School Jazz Band, Brockton Symphony Orchestra, Rob Peters Entertainment, Cardinal Spellman High School's acapella group Symphonium, and more!

Tickets are available by contacting Athena Lavoie at 508.586.0500 x 231, [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com), or by visiting the Metro South Chamber

office, 60 School Street, Brockton, on Monday-Friday, 9am-5pm.

You may also purchase tickets online at [metrosouthtaste.com](http://metrosouthtaste.com). Visit [metrosouthchamber.com](http://metrosouthchamber.com) or [facebook.com/metrosouthchambercommerce](http://facebook.com/metrosouthchambercommerce) for an updated list of participating restaurants and entertainment, and for more information.

### CALLING ALL RESTAURANTS:

Area restaurants are encouraged to participate by signing up for a free booth space or sponsoring the event. All those who do participate will gain exposure through direct interaction with new potential customers, word of mouth, through advertisements in the Enterprise, Action Report and Program Guide, and potential coverage on the Brockton Community Access Channel. Don't miss this invaluable opportunity. For more information, please contact Athena Lavoie at 508.586.0500 x 231 or email [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com).

## Economic Development Head at Breakfast

Sponsored by:



Photos by Rich Morgan Photography.  
Sound by Rob Peters Entertainment.  
Video by Brockton Community Access Channel (check listings for air times).



Jay Ash, Secretary of Housing & Economic Development for the Commonwealth of MA



Event Host & Sponsor, The Martin Institute for Law & Society at Stonehill College in Easton, challenges students to explore the vital issues of public policy and social justice through rigorous, critical interdisciplinary inquiry. Learn more at [stonehill.edu/community-global-engagement/martin-institute](http://stonehill.edu/community-global-engagement/martin-institute).



Lee Farrow speaks on behalf of Stonehill College. Farrow is the Director of the College's Center for Nonprofit Management



Dan Trout, Mutual Bank, interviews Brockton City Planner Rob May about exciting projects planned for Brockton's downtown



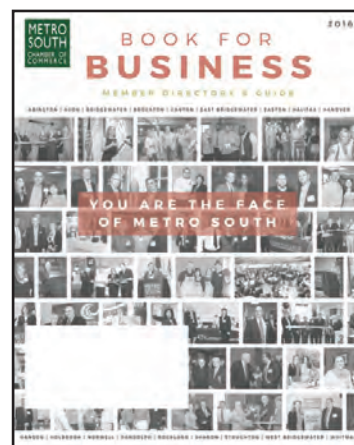
Diana DiGiorgi, OCES; Craig Pina, Commonwealth Financial Group; Lucille Dallaire, OCES



John Moran, Cambridge Savings Bank; Bruce Hughes, Old Colony Planning Services

## 2016 Book For Business Arriving Soon

The Chamber of Commerce will soon be distributing the 2016 Metro South Book for Business. The book features area dining, lodging, public golf courses, recreation, legislative leaders, community demographics, regional and economic data and a complete membership listing. The book also includes a full color map of the Metro South region, highlighting



hotels, golf courses, industrial parks, town halls and other points of interest.

Copies of the 2016 Book for Business will be distributed throughout the region to banks, real estate offices, town halls, all Chamber members, area colleges, and sent to all relocating businesses and families interested in the Metro South area. For more information, contact Melanie McGrath, 508.586.0500 x 222.

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## Workshops at Chamber Benefit Business



Cyber liability expert David P. Finneran of Cushman Insurance taught a member-led lunch & learn on how to survive a data breach, an important topic for businesses in the digital age. Visit [cushmaninsurance.com](http://cushmaninsurance.com) to learn more about the company and services.



SEED Corp. and Rockland Trust Community Development Corporation recently led a series of two Basic Entrepreneurial workshops at the Chamber building. Attendees learned the "Fundamentals of Planning, Preparing, & Financing" their business, as well as the purpose of financial statements. Visit [seedcorp.com](http://seedcorp.com) to learn more.

Do you have knowledge you'd like to share with the business community? Host a member-led workshop at the Metro South Chamber of Commerce and help others learn about an important topic. Hosting a workshop is a member benefit; it's free of charge for members and includes use of conference space at the Chamber office building in Brockton.

Past topics have included: investing, marketing, social media, and more. If you are interested in hosting a member-led workshop, contact Athena Lavoie at 508.586.0500 x231, [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com).

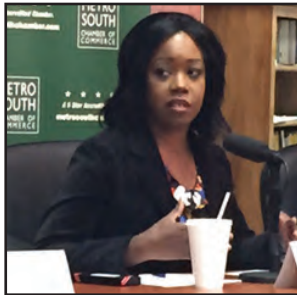
## State Rep. Candidates Address Chamber

During a special Government Affairs Luncheon held in January, the Chamber hosted candidates for the 9th Plymouth District seat in the Massachusetts House of Representatives left open by Michael Brady's election to State Senator. Candidates Shirley Asack, Brockton City Councilor; Shaynah Barnes, Brockton City Councilor at Large; and Gerry Cassidy, Former City Councilor and Aide to Senator Thomas Kennedy, answered questions on public safety, education, business development, the proposed Brockton casino, and more.

The program is airing on Brockton Community Access, (check listings for air times) and was sponsored by UMass Boston.



Shirley Asack,  
Brockton City Councilor, Ward 7



Shaynah Barnes,  
Brockton City Councilor at Large



Gerry Cassidy, Former City Councilor & Aide  
to Senator Thomas Kennedy

## Updated Brockton Info Boards at 6 Locations



The Brockton Information Boards, (BIBs), were created to assist with visitor navigation, feature local attractions as well as a map of Brockton containing major routes, transportation services, schools, and train stations.

The seven BIBs, placed in six locations around Brockton, have been updated to feature new attractions and the branding tagline "When Brockton is Home, Everything's Within Reach." Sponsors, featured on the BIBs, include Brockton Area Transit Authority, Brockton Visiting Nurse Association, City of Brockton, Good Samaritan Medical Center, Kindred Hospital Northeast, Old Colony Elder Service (OCES), St. Joseph Manor Health Care, and Trinity Management/Financial.

## St. Joseph Manor Health Care Hosts Networking

Photos by C&C Design Studio, [ccdesignstudio.com](http://ccdesignstudio.com)



Al Lawrence, Capital Lease Group;  
Greg Glennon, Eastern Bank



Lorraine Albert, Brockton Area Workforce Investment Board;  
Stephanie Freedman, Brockton Visiting Nurse Association



Marjorie Hewitt, Fisher College;  
Len Pudt, National Physical Therapy



Rich Morgan, Rich Morgan Photography;  
Jim Benson, First Evangelical  
Lutheran Church



Melanie McGrath, Metro South Chamber of  
Commerce; Gwendolyn Gavin,  
Fuller Craft Museum



Christopher Kenney, CEO of St. Joseph Manor Health Care  
(Event Host & Sponsor);  
Christopher Cooney, Chamber President & CEO



Staff at St. Joseph Manor Health Care join guests for networking & refreshments catered by the facility. St. Joseph is a 5-star rated facility and one of the leading providers of rehab. services in the Metro South and Greater Boston area. Visit [sjmbrockton.org](http://sjmbrockton.org) to learn more.

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Workplace Wellness - Top 10 FAQ



Kathleen Nelson, PT, Director of Population Health and Brenda Curry-McKeon, NP, Population Health Coordinator at Signature Healthcare speak at the Chamber Board of Directors meeting

The Metro South Chamber of Commerce recently heard from two experts from Signature Healthcare’s Wellness Together program, informing the Chamber’s Board of Directors about the benefits of incorporating a wellness program at their company. Learn more about Signature Healthcare’s Wellness Together program in the top 10 FAQ below:



1.) What is necessary to qualify for the MA Wellness Tax Credit?

Employ 200 or fewer employees, the majority of whom work in the Commonwealth. The employer must offer healthcare benefits to employees. Businesses must be in compliance with all legal obligations of employers. (Learn more about this at [mass.gov/wellnesstaxcredit](http://mass.gov/wellnesstaxcredit)).

2.) How do you measure ROI?

- Harvard University study showed a properly designed wellness program could expect a ROI of 3.27:1 on health care costs and another 2.73:1 on absence related costs.
- According to Control Data Corporation, employees with zero risk factors average \$250 annually in medical costs. Employees with 6 risk factors average \$1,600 annually in medical costs.

3.) What are the benefits of implementing a worksite wellness program?

Business Group Health show that businesses with highly effective wellness programs have significantly lower employee attrition.

4.) How can Signature Healthcare Wellness Together (SHC WT) help you implement the 8 components of a certified wellness program?

SHC Wellness Together has the data tools and evidence based programs to assure DPH approval for a certified wellness program.

5.) Why SHC Wellness Together?

Signature Healthcare is a leader in the greater Brockton community and recognized with many national healthcare quality and service awards. We are dedicated to improving the health and well being of our community.

6.) How do you measure improvement of employee health?



By identifying the health risk factors of the employees that are associated with development of a chronic disease such as diabetes, you are able to trend the employee optimal health year over year. SHC WT offers this service. Studies show the reduction of just ONE health risk factor improved presenteeism by 9%.

7.) How do you assure you have a system to collect

Protected Health Information (PHI) and keep it secured?

SHC WT has a secure portal to collect and store employee PHI. The employer receives an aggregate report of the health of their employees to help identify areas for improvement and measure success.

8.) How would you facilitate employee health related behavior changes?

SHC WT teams are experts in health management and behavior modification. Our Nurse Practitioner and Nurse Health Coaches will provide onsite clinical care, education, and support to encourage employees to achieve an improved state of health.

9.) Do you have the tools and pathways to encourage and measure employee engagement?

One-third of the employees must participate in the program to qualify for the MA Wellness Tax Credit. SHC WT has the tools to influence engagement and measure the success through an interactive portal and detailed reports.

10.) How do you get started?

Contact Signature Healthcare Wellness Together Director Kathleen Nelson at [Wellness@Signature-Healthcare.org](mailto:Wellness@Signature-Healthcare.org), or call 508-894-9355.

Call For Small Biz Award Nominations

The Metro South Chamber and Bank of America recognize the achievements and contributions 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 2016 Small Business of the Year and Entrepreneur of the Year awards. **Nominating someone is easy...**

You may nominate your own business or any other business you deem worthy. **Call the Chamber at 508.586.050 x 231 for nomination forms.** You may include any additional documentation that will help illustrate why the business is deserving of the award. Nominees do not need to be members of the Chamber.



**Small Business of the Year Criteria:** 50 or less full-time equivalent employees; in business more than 3 consecutive years under the current ownership; for-profit business.

**The Entrepreneur of the Year Criteria:** 10 or less full-time employees or equivalent; in business less than 3 years; a for profit-business.

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 4, 2016.** Recipients will be announced at the Small Business and Entrepreneur Luncheon in May 2016.

Prior Small Business of the Year Recipients

- 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

- 2015 The Sound Lab
- 2014 JJ’s Caffè
- 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 Messinger of The Crazy Chefs Caterers
- 2002 Jerome Offutt of Top Quality Staffing
- 2001 Randy Yanoff of Eye of the Tiger Karate

ATHENA Award Recognizes Leadership

Call for Nominations

This summer, the Metro South Chamber of Commerce and Eastern Bank will present the 17th 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.



ership of our businesses, communities and government.

To nominate an individual for an ATHENA award, or for more information, please contact Athena Lavoie at 508.586.0500 x 231, or email [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com). Learn more at [metrosouthchamber.com/events/athena](http://metrosouthchamber.com/events/athena).

Prior ATHENA Recipients

- 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, WXBR 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:



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



# Chamber Convenes Regional Roundtable to Discuss Area Priorities



The recent Metro South Regional Roundtable Meeting provided a venue for neighboring towns to develop and foster relationships with one another in order to create a more economically viable whole. Towns in attendance included Abington, Avon, Bridgewater, Brockton, Easton, Halifax, Stoughton, West Bridgewater, and Whitman. Updates were provided on the topics below. For more information on any studies, contact Alison van Dam, Vice President Business Development at 508.586.0500 x225, avandam@metrosouthchamber.com.



The regional roundtable was held at the new Gallery @ Enso Flats, part of the Enterprise Center developed by Trinity Management on Centre Street in Brockton.



Christopher Cooney, Chamber President & CEO; Sue Joss, Chamber Chair, Brockton Neighborhood Health Center; Mayor of Brockton Bill Carpenter



Dan Smith, Town of Easton; Christine Karavites, Proteas Consulting



Rob May, Brockton City Planner; Linda Sacchetti, Brockton Area Transit Authority



Lisa Sullivan, Town of Bridgewater; Nancy Maloney, Town of West Bridgewater; David Gagne, Town of West Bridgewater



Thomas Millias, Town of Halifax; Charlie Seelig, Town of Halifax; Richard Lafond, Town of Abington; Michael Gallerani, Brockton 21st Century Corp.; Gary Leonard, Brockton Main Street Manager; Dottie Fulginiti, Town of Easton



Pat Ciaramella, Chamber Chair of Economic Development, Old Colony Planning Council; Francis Hegarty, Town of Avon; Frank Lynam, Town of Whitman; Michael Dutton, Town of Bridgewater



## Regional Branding Study:

- Commissioned Connelly Partners (agency also contracted by the state) to establish Metro South as recognized entity with positive perceptions
- Region benefits by combining strengths of each community, i.e. resources, attractions

- Towns encouraged to adopt brand, replacing "Metro South", with their town name (used in conjunction with Metro South logo)
- Marketing ideas: post cards, maps, advertisements, radio & tv spots, speeches



## Water/Sewer Study:

- Chamber commissioned UMass Donahue Institute to conduct a study on the creation of a regional water/sewer authority
- Goal to increase competitiveness and sustainability, achieve greater water-rate stability,

make rates consistent among communities, and improve infrastructure & water quality

- Phase I - Complete: Includes key findings from interviews with local experts, regional water and sewer data for the Metro South region, and similar case studies
- May help spur development, attract business and create jobs



## CSX Railyard Study:

- Commissioned UMass Donahue Institute to conduct study of underutilized 35 acre rail yard site in downtown Brockton to determine its best potential use
- Referred to developers & City
- Redevelopment of land will lead to job creation, tax revenue and revival of the area



## Metro South SiteFinder:

- Created to connect developers with available commercial properties within the Metro South region. Also lists spaces for lease.
- Main User Features:

- 1) Submit a property with full listing info, photos and attachments
  - 2) Search through properties by criteria such as town, size, purpose, etc
  - 3) Submit information on type of property being sought and Chamber will match you
- Towns encouraged to promote website by posting properties, promoting to developers, and posting sitefinder button with link on town website



## Creative Economy:

- Designation received by MA Office of Housing & Economic Development
- Promote arts as a vehicle for economic development through exposure, access to

space, access to capital, growing talent, and business support

- Initiatives include connecting manufacturers with artists; Focus on Job Creation
- Metro South towns encouraged to get involved-submit lists to Chamber of artists and gallery space for collaborative events, promotion, & tourist/business attraction.



## Economic Development:

- Supported developments that affect the region, including Downtown Brockton Regional Higher Education Facility (BSU, Massasoit & UMass Boston), and redevelopment of Brockton Enterprise Block.

- Additional tours are conducted and being planned throughout the region, include the Avon Industrial Park, Easton Industrial Park and Manley Street in West Bridgewater.



# WELCOME *New Members*

## *Making an Investment in Our Community*

### **CWB Contractors, Inc.**

Mr. James Leonard  
80 Manley Street  
West Bridgewater, MA 02379-1029  
(508) 583-3344  
www.cwbcontractors.com  
*Contractors Building*

### **HamptonTech Solutions LLC**

Mr. Raymond Hampton  
PO Box 2405  
Taunton, MA 02780  
(508) 685-7542  
*IT Support Services*

### **Datel Communications**

Mr. Howard Davis  
145 Bodwell Street  
Avon, MA 02322  
(508) 580-2500  
www.datelcommunications.com  
*Telecommunications*

### **Solar City - Ian Denelle**

Mr. Ian Denelle  
565 Commerce Drive  
Fall River, MA 02720  
(508) 510-9950  
www.solarcity.com  
*Energy Development*

### **Freda's Fine Food & Spirits**

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West Bridgewater, MA 02379-1211  
(508) 583-8217  
www.fredasrestaurant.com  
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To Join the Chamber, contact  
Alison van Dam,  
508.586.0500 x 227,  
avandam@metrosouth  
chamber.com  
*Annual rates start at just \$295.*

# RENEWING *Members Thank You !*

### **Associação Caboverdiana De Brockton, Inc.**

Baynes Electric Supply Co., Inc.  
Bearce Insurance Agency, Inc.  
Boys and Girls Club of Brockton, Inc.  
Bridgewater Square Chiropractic  
Brockton Area Transit Authority  
Brockton Historical Society  
Brookhaven Hospice  
Commonwealth Financial Group  
Commonwealth Mediation & Conciliation  
Controller Service & Sales Co., Inc.  
Courtyard by Marriott Boston Stoughton  
Extreme Limo & Shuttle Service  
G.T. Reilly & Company  
Good Samaritan Medical Center

HarborOne Bank  
Holmes-McDuffy Florists, Inc.  
Home Health & Child Care Services, Inc.  
Laurie B Design  
Lynch's Towing Service  
Massasoit Community College  
Minuteman Health, Inc.  
Mutual Oil Company, Inc.  
Old Colony Council Boy Scouts of America  
Old Colony YMCA  
Prophett- Chapman Cole & Gleason  
Funeral Homes & Cremation Serv  
Rich Morgan Photography  
Siri C. Steinle Orthodontics  
Stonehill College  
Westgate Lanes and Pub

## **Tuscany, Your Dream Vacation, Offered This Fall!**



Leave everyday life behind and escape to Tuscany! The Metro South Chamber of Commerce is partnering with Central Holidays to offer a 9 day, 7 night trip to Tuscany, Italy this fall - November 1-9, 2016. **Reserve your space by April 29, 2016** to reserve the early-bird rate of \$2,999, including hotels, meals, day trips, coach transportation from Brockton, and airfare from Boston. Join us as we explore the endless opportunities that Tuscany has to offer. To learn more and download reservation form, visit [metrosouthchamber.com/events/travel](http://metrosouthchamber.com/events/travel).

## Chamber Affiliation News & Events

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



The **Bridgewater Business Association (BBA)** is a non-profit corporation, originally formed in 1984, devoted to the interests of the business community and the people they serve, in the Towns around Bridgewater, MA. The BBA is committed to promoting goodwill among business owners, interacting with Town government, and encouraging growth of member businesses. Learn more at [bridgewaterbiz.biz](http://bridgewaterbiz.biz)

The **Stoughton Chamber of Commerce (SCC)** plays an important role through its representation of the business community, which helps to preserve the overall community's interests and needs. As an advocacy for the business community, the SCC promotes well-being of the entire community through charitable donations, fundraising and scholarship programs for our graduating students. Visit [stoughtonma.com](http://stoughtonma.com) for more information.



The mission of the **Norwell Chamber of Commerce** is to promote the civic, economic, and social welfare of its members and the town of Norwell. Visit [norwellchamberofcommerce.com](http://norwellchamberofcommerce.com) for more information.

The **East Bridgewater Business Association (EBBA)** exists to promote a healthy and ethical business environment in East Bridgewater and to provide services to assist its members including education, networking, and fellowship. Please visit [www.eastbridgewaterbiz.com](http://www.eastbridgewaterbiz.com) for more information.



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, Avon, MA. For more information, call Bob Costa at 508-586-0900. Visit [avonindustrialpark.org](http://avonindustrialpark.org).

The **Randolph Chamber of Commerce** is a not-for-profit corporation founded in 1986 representing businesses in Randolph and the surrounding communities. The chamber provides leadership in fostering business success, growth and development. Visit [www.randolphchamberofcommerce.org](http://www.randolphchamberofcommerce.org).



**ProLink Networking Group**, now in its third year, is a unique, category-exclusive business networking group in the Metro South region where members enjoy long-term friendships, referrals, informative presentation, and more. Meetings are held on alternating Tuesdays, 7:30 am at the Metro South Chamber of Commerce. For meeting schedule or more information, visit [www.prolinknetworking.com](http://www.prolinknetworking.com) or contact Craig Pina at 508-279-4194 or email [craigpina@gmail.com](mailto:craigpina@gmail.com).

The **South Shore Women's Business Network (SSWBN)** will hold a "Writing Well" Workshop on Wednesday, February 17 at South Shore Bank, 1484 Main Street in Weymouth from 5:30 pm - 7:00 pm. In this free three-part Workshop, experienced writer/editor Patty Funder will guide you through a simple process to generate effective writing that gets read! Visit [www.sswbn.com](http://www.sswbn.com) to learn more and register for the event.



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## Chamber's Mission, Vision, Values



Take a look at the set of priorities that the Metro South Chamber of Commerce has established to drive and guide our organization as we continue to actively support and foster the business community in 2016.

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

**Vision:** To be the Metro South Region's qualified leader for:

- Attracting and harnessing the energies, capabilities, and ambitions of businesses;
- Catalyzing critical public discussion on key issues and mobilizing political support;
- Projecting a positive image of the region & bolstering awareness of its many advantages;
- Striving to position the region to seize the variety of emerging economic opportunities

### Values:

- Independent & Objective
- Transparent, Open, & Honest
- Collegial, Cooperative, & Inclusive (Both members and non-members)
- Focused on fostering a broader sense of community involvement, engagement, & advancement
- Relationship-driven & focused on deepening connectivity throughout the region & beyond
- Ready, willing, and eager to lead the charge (advocacy, policy making, etc.)

Visit [metrosouthchamber.com](http://metrosouthchamber.com) to learn more.



## Governor Proposes Single Sales Factor

Governor Charlie Baker has proposed expanding a tax incentive now available to only manufacturers, defense contractors and mutual fund companies, to every type of business in Massachusetts.

The proposal was outlined in his recent State of the Commonwealth address. The governor had sought last year to completely eliminate the film tax credit, meant to lure filmmakers to the Bay State, but acknowledged in the speech that legislators supported the incentive. He floated a "modest adjustment" to the tax credit instead; one that his administration projected would save \$43 million a year.

Baker proposed using the savings from the film tax credit adjustment for two items: creating more affordable housing and lowering the tax burden for businesses that sell products and services out-of-state. By the administration's own projections, however, those savings would not cover the cost



of accomplishing the two goals. In five years, the proposal could cost the state more than twice as much as it would save by altering the film tax credit.

To help companies, Baker would make available what is known as single sales factor apportionment

to every industry in the commonwealth. The incentive has been available to mutual fund managers, manufacturers and defense contractors since the 1990s, after companies like Raytheon and Fidelity Investments pushed the legislature to enact the tax break for their industries. Under the incentive, only a firm's sales in Massachusetts - not its property or payroll in the state - are used to calculate how much of its net income the state can tax, a major benefit for companies whose employees are concentrated in Massachusetts but whose sales are spread nationwide.

## Metro South Chamber Featured - Top 10 CICE



SEED Corporation is a non-profit economic development organization certified in 1982 by the U.S. Small Business Administration. SEED is a Community Development Financial

Institution (CDFI) under the U.S. Department of the Treasury and the SBA Micro Lender for the region. Under various programs, SEED makes loans from \$1,000 up to \$5.5 million to assist small businesses to grow and create jobs throughout the region.

Under the SBA 504 Program, SEED can provide up to 40 percent of the financing needed behind a bank for the purchase of buildings and equipment with a life of 10 years. SEED's portion can range from \$120,000 to \$5 million for most small businesses, and \$5.5 million for manufacturing businesses, at a fixed interest rate below market for 20 years, currently 4.84 percent.

SEED can also make direct loans up to \$200,000 for working capital and other uses. The term on the loans is up to 10 years with longer repayment periods, if necessary. Interest rates range from 5 percent to 6 percent fixed depending on whether there is bank participation.

For more information about the SBA 504 Program and other SEED loan programs, please call 508-822-1020 or visit SEED at [www.seedcorp.com](http://www.seedcorp.com).



The Metro South Chamber of Commerce was recently featured on the Chambers for Innovation and Clean Energy's "Top 10 Featured Chambers in 2015" for

leading the way in driving the economic development benefits of clean energy in 2015.

From Chambers for Innovation and Clean Energy: "Chambers for Innovation and Clean Energy and EnergySage launched a partnership in 2014 for local chambers to help their member companies install solar panels more quickly while saving money. Last year, the Metro South Chamber of Commerce in Brockton, pioneered the partnership with EnergySage." The program is available for the Chamber's member businesses.

"Chris Cooney, President and CEO of the Metro South Chamber, was the catalyst in helping nine additional local chambers participate in CICE's EnergySage partnership.

'Lowering costs, saving time and creating local jobs is a winning combination that strengthens our member businesses and increases profits,' he said. 'The EnergySage process makes it easy for businesses to receive multiple quotes instantly, learn about tax credits and explore potential long-term gains.'

The EnergySage Marketplace provides instant estimates of the costs and savings of solar with various financing options and the ability to include local companies in any price comparisons.

Diane Doucette, Executive Director of Chambers for Innovation and Clean Energy, applauded Cooney's efforts in reaching out to other area chambers.

'We launched our partnership with EnergySage knowing that it was a 'win-win' for local chambers and their member companies,' she said. 'Chris is an enthusiastic ambassador, turning our vision into a reality across Massachusetts.'

New participating chambers include: the Fall River Area Chamber of Commerce, Blackstone Valley Chamber, North Suburban Chamber, Neponset Valley Chamber, Nashoba Valley Chamber, Stoughton Chamber, Taunton Area Chamber, Greater Chicopee Chamber, and North Central Chamber."

## Chamber Welcomes Marissa Recor to Staff



The Metro South Chamber is pleased to announce the addition of Marissa Recor to its staff in the position of Finance/Controller.

Marissa is responsible for all of the Chamber's financial reporting. She works cooperatively with the management team to produce forecasts, projections, and budgets.

She graduated in 2009 from Bentley University with a MBA and a Master's degree in Accountancy. For the past 17 years, she has run her own company providing accounting and human resource management to a variety of small to mid-sized firms in the professional services, medical, and manufacturing fields. You can contact Marissa to welcome her to the Metro South Chamber, or for financial matters at 508.586.0500 ext. 230 or via e-mail at [finance@metrosouthchamber.com](mailto:finance@metrosouthchamber.com).



## Buy Local From These Chamber of Commerce Members

### Hampton Tech Solutions, LLC



P.O. Box 2405, Taunton

508-685-7542 • [hamptontechsolutions@gmail.com](mailto:hamptontechsolutions@gmail.com)  
HAMPTONTECH is a small multilingual IT Services company that provides IT support to local communities in Brockton, Taunton, New Bedford, Fall River, and Pawtucket, RI that have English as the second language. The main goal is to provide cutting hedge IT services to a community that is more comfortable to explain their concerns in their mother language. We mainly speak Capeverdean Creole, Portuguese, Spanish and Italian.

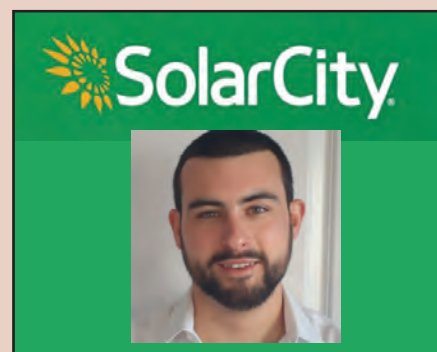
### Trinity Security Solutions



208 South Sea Avenue, West Yarmouth

781-816-7475 • [www.trinitysecuritysolutions.com](http://www.trinitysecuritysolutions.com)  
Trinity Security Solutions is a certified Service Disabled Veteran Owned Small Business (SDVOSB) providing proactive security and safety in uncertain times to all industries, facilities, and corporations. We identify and mitigate gaps in your security defenses while protecting you from imminent threats before you are exploited by nefarious means. Today the best offense is a solid defense.

### Solar City - Ian Denelle



565 Commerce Drive, Fall River

508-510-9950 • [www.solarcity.com](http://www.solarcity.com)

SolarCity is America's largest solar power provider. We offer a wide variety of programs and services; from residential and commercial to nonprofits and government organizations. SolarCity can help anyone, in any situation upgrade to clean, solar energy. We've revolutionized both the solar and energy industry by offering a superior customer experience, a commitment to lowering costs and offering cleaner, more affordable energy. At SolarCity, we believe in a better way.

### Join The Chamber!

## YOUR BUSINESS PROFILE HERE...

...When You Join the Chamber.  
Call Alison at 508.586.0500 x 225,  
or email: [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com)

60 School Street, Brockton • 508-586-0500

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

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

**When Metro South is Home, Everything's Within Reach**

Hundreds of Dining Options • Great Conference Space  
Over 500 Hotel Rooms • Many Parks & Lakes

The Metro South region offers the best of all worlds: cultural and corporate advantages, natural beauty, and the serenity of historic New England.

The region features top notch education, including three institutes of higher education, exceptional health care facilities, including four major hospitals. Rich in culture, the region is also home to symphonies, a craft museum, children's museum, and various historic museums. It also contains many recreational activities, including baseball outings, golfing and many parks and lakes for walking, biking, and fishing. With over 500 hotel rooms, the Metro South region is a great place to stay and competitive housing is available for affordable and varied living opportunities.

Whether for Business or Pleasure, The Metro South region provides exceptional value in the heart of Eastern Massachusetts, centrally located between Boston, Providence, Plymouth and Cape Cod. Ride the rail to Taunton in only 35 minutes! Call 508.586.0500 for your free map.

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

**Metro South Site Finder**

[metrosouthsitefinder.com](http://metrosouthsitefinder.com)

Search for available commercial sites for purchase or lease in the Metro South region, or list a property!

## BUSINESS EVENTS Planner

### February 10

#### Good Morning Metro South

7:30 am - 9:00 am

The Shaw's Center

1 Feinberg Way, Brockton

This breakfast program features guest speaker Hank Phillippi Ryan and allows for networking opportunities. (see p. 1)

Cost: \$25 members, \$35 future-members  
Register at [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar)

### February 19

#### Government Affairs

12:00 pm - 1:30 pm

Metro South Chamber of Commerce

60 School Street, Brockton

Speaking at the Government Affairs luncheon will be John Regan, Executive V.P. of the Associated Industries of Massachusetts (AIM) (see p. 2)

Cost: \$8 members, \$15 future-members  
Register at [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar)

### February 24

#### Contingency Planning Workshop

9:45 am - 11:30 am

Metro South Chamber of Commerce

60 School Street, Brockton

Learn how you can keep you and your company safe during times of crisis at this free member-led workshop (see p. 1)

Cost: Complimentary  
Register at [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar)

### IT'S EASY TO REGISTER!

508-586-0500 x 231 ☎

508-587-1340 📠

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

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

Send reservation and payment to: 💳

**Metro South Chamber of Commerce**

Sixty School Street  
Brockton, MA 02301-4087



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[issuu.com/metrosouthchamber](https://issuu.com/metrosouthchamber)

### February 25

#### Turbo Charge Your Business

2:30 pm - 4:00 pm

Metro South Chamber of Commerce

60 School Street, Brockton

Looking to expand your business? Learn about helpful services and programs offered through SBA. (see p. 2)

Cost: Complimentary  
Register at [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar)

### February 25

#### Business After Hours/Multi-Cultural Business Forum

5:00 pm - 8:00 pm

The Shaw's Center

1 Feinberg Way, Brockton

Featuring a Business Resource Expo, Woman & Minority Owned Business Panel, followed by networking. (p.2)

Complimentary to Attend  
Register at [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar)

### March 23

#### A Taste of Metro South

5:30 pm - 8:00 pm

The Shaw's Center

1 Feinberg Way, Brockton

This family event is a great opportunity to sample restaurants from throughout the region while enjoying live entertainment. (p. 1)

Cost: \$35  
Reserve your tickets at [metrosouthtaste.com](http://metrosouthtaste.com)