



March
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.



Multi-Cultural Forum
Page 6



Legislative Luncheon
Page 7



Fred Fontaine and Michael Savage,
Page 7

CONTENTS

Calendar of Events	3
Good News	4
Taste of Metro South	8
New Members	10
Renewing Members	12
Member Profiles	12

Great Food, Fun, and Phantom Gourmet at Taste Event!

WEDNESDAY, MARCH 22, 2017

CONFERENCE CENTER @ MASSASOIT, BROCKTON • 5:30 - 8:00 PM








- Sample tastes from over 40 area restaurants
- Discover cultural and community service organizations
- Enjoy live entertainment from local performers including the **BHS Jazz Band**, **Boxwood Saxophone Quartet**, the **Khakatay West African drumming ensemble**, & more!

Plus: Phantom Gourmet Appearance

Dave Andelman, CEO of *Phantom Gourmet* will make a special guest appearance at the Taste! Phantom Gourmet is one of the best known, local brands in New England. Get your restaurant noticed; limited spaces are still available!

Tickets Available Now!

\$35. Must be purchased in advance. Visit: metrosouthtaste.com

For more information, see page 8.




Win a MassPass coupon book!

Chamber Adopts Resolution in Support of Brockton Parking Garage



View of the Enterprise Center from the nearby train station. The next phase of development will be on the right.

The Metro South Chamber of Commerce Board of Directors recently met and approved a resolution in support of the downtown Enterprise/Trinity Block parking garage. The Governor is considering a \$10 million grant toward the construction of a new 400 space parking structure on property owned by the Brockton Parking Authority and accessible from Petronelli Way. The structure will provide parking to existing properties and open up capacity for future redevelopment within the downtown and in support of near-by commuter rail service.

"The addition of well-designed, well-lit convenient parking in this area serves as an invitation and catalyst to further economic development within the district and beyond", said Christopher Cooney, president and CEO of the Metro South Chamber of Commerce.

The Chamber adopted the resolution in support of the city accepting the \$10 million dollar grant and identifying a finance plan to address the remainder of the funds required to complete the project in a timely manner. A City Council meeting will be held in February to consider the matter. Businesses and residents are encouraged to attend in support of receiving the grant and building the garage.

Chamber Convenes Regional Roundtable to Discuss Water/Sewer



On February 10, the Metro South Chamber of Commerce hosted a Regional Roundtable at Crescent Credit Union to discuss water and sewer issues affecting our region. Brockton's Mayor Bill

Carpenter discussed infrastructure capacity and an open discussion followed including participation from eight cities and towns.

Continued on page 11

Business Plan Basics

Tuesday, March 28 | 12:00 pm - 1:00 pm

Join us at the Metro South Chamber of Commerce, 60 School St., Brockton for a Member-Led workshop with Dan Genannt from TD Bank. This event is free and open to the public, but requires pre-registration. A light lunch will be served.



The importance of a comprehensive business plan cannot be overemphasized. A solid and thorough plan can aid in your business's ability to obtain outside funding, credit from suppliers, experienced management for your operation and finances, promotion and marketing of your business, and achievement of your goals and objectives. Whether you are just starting out, or need to think of what's next for your business, it starts with a solid plan!

To register, please e-mail Dan with your full name, company name, and phone number: Daniel.Genannt@td.com.

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, 60 School St., Brockton for a Member-Led workshop with Louise Backaler, Sr. H.R. Consultant of Pamela Sande & Associates, LLC. This workshop is for managers and H.R. 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 Member-Led workshop with Tricia White of T.White Creations. This will be a live, guided demonstration on the tools and features inside Constant Contact's email marketing system. In this time-efficient, highly practical 2 hour session, you will learn the basics so you can get going with your own email marketing, including:

- Setting up your Constant Contact 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 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/2IMWF3X.



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 T.White 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.

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

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Rockland Trust

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Metro South Chamber of Commerce

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Sue Joss
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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

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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

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VP of Business Development & Memberships x 225

Marissa Recor, MBA
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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.

Networking at Events

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

MARCH Calendar

1	Ambassador Meeting	8:00 am
9	Business After Hours + Young Professionals Event <i>Fuller Craft Museum, 455 Oak Street, Brockton</i> Young Professionals Networking Business After Hours	4:30 pm 5:00 pm
10	Government Affairs Meeting	12:00 pm
14	Executive Board of Directors Meeting	3:00 pm
16	Pre-Certification Workshop with OSD <i>Crescent Credit Union, 115 Commercial Street, Brockton</i>	10:00 am
22	Taste of Metro South <i>Conference Center @ Massasoit, 770 Crescent Street, Brockton</i> <i>Visit metrosouthtaste.com for more information and tickets!</i>	5:30 pm
28	Business Plan Basics	12:00 pm
29	Board of Directors Meeting	12:00 pm
30	Connecting Your Business to the Commonwealth <i>Crescent Credit Union, 115 Commercial Street, Brockton</i>	10:00 am

Coming Up April

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	Government Affairs Meeting	12:00 pm
25	30 Ways to Grow Your E-Mail Marketing List	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

Save the Date 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	10:30 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

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 STURGEON 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 first seminars are scheduled for March 8 at Microsoft's Cambridge campus and on 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.retailers-ma.org/e-training — or contact RAM directly at 1-(877) RAM-6580.

ONECommunity Scholarship Available

HarborOne believes that a quality education contributes to a person's success. HarborOne's ONECommunity Scholarship celebrates and honors a commitment to academic excellence and community. They are offering twenty \$5,000 one-time scholarships to high school seniors attending 2 or 4 year accredited colleges or universities. Note that someone in the family must have an active Harbor One account open by March 31, 2017 and that immediate relatives of HarborOne employees are ineligible. For more information, please visit www.harborone.com/aboutus/community/scholarship.

YMCA Spinathon

On March 9, join Crescent Credit Union as they join partner with the Old Colony YMCA to benefit the Y's annual campaign! Your participation will ensure that neighbors, friends, and family have access to the Y's programs regardless of circumstances. For more information, please visit www.old-colonymymca.org/events/spin.

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.

B.C. Tent Acquires Boston Party Rental

B.C. Tent & Awning Co. announced the acquisition of Boston Party Rental of Dorchester and Avon. The announcement was made by B.C. Tent President and CEO Robert Costa, who said that his company purchased the assets of Boston Party Rental, a division of Rent-All of Boston, from company President Peter Harris. Although the cost of the transaction was not disclosed, Costa said that he anticipates at least a 20% increase in revenues as a result of acquiring Boston Party Rental's accounts, customer base and inventory. Also, Costa said, the acquisition of Boston Party Rental will significantly increase his company's presence in the Boston market. Additionally, Costa said that as they assess the anticipated increase in business, B.C. Tent will likely interview and hire some of the former employees of Boston Party Rental. B.C. Tent employs approximately 40 people in its busy season, and he anticipates that as many as 5 to 10 of the former Boston Party Rental employees may join the B.C. Tent team.

Brockton Garden Club's Garden and Craft Show

On Sunday, April 9 from 10:00 am to 4:00 pm, the Brockton High School is holding a Garden and Craft Show in the school's green and azure cafeterias. 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 Randolph 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.

Costco Fundraiser for Boston's Children's Hospital

During the month of May, Costco Wholesale will again be conducting 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. Last year, Costco/Avon raised over \$20,400. With your help, we would like to exceed that in 2017. 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.

Massasoit Community College Presents A Raisin in the Sun

Join the Massasoit Theatre Company this month as they perform Lorraine Hansberry's play *A Raisin in the Sun*, in which an African-American family struggles with poverty, racism, and inner conflict as they strive for a better way of life. The Company will play four shows: one on Thursday, March 9 at 8:00 pm, one on Friday, March 10 at 8:00 pm, and two on Saturday, March 11 at 3:00 pm and 8:00 pm. Tickets are \$16 for general admission and \$14 for students and seniors. Please visit massasoit.mass.edu/about-massasoit/theater/Massasoit-Theatre-Company/index for box office information.

Brockton Symphony - Invitation to the Dance

Tap your toes to dance music for all ages, with the memorable dancers of the Matta Dance Academy, and featuring the American Premiere of William Perry's Two Dance Pieces for Trumpet and Orchestra, performed by beloved BrSO Principal Trumpet, Wayne King, at 3:00 pm on March 12 at the Christ Congregation Church, 1350 Pleasant Street, Brockton. For special family or group prices, please call (508) 588-3841 or email brockton-symphony1@gmail.com. Adults: \$20.00, Seniors 60+ and Students with ID \$15.00 and Students under 18: Free. Overflow parking is free and shuttle vans run continuously between the Pearl Street Medical Center to the Church. See www.brocktonsymphony.org for more details.

Celebrate St. Patrick's Day with McGuiggan's Pub!

Visit McGuiggan's Pub, located at 546 Washington Street in Whitman, for a celebration of St. Patrick's Day on Friday, March 17! Join us for live music by Mike and Kim Kostas, Irish Step Dancers, Bagpipes, Corned Beef and Cabbage, Guinness Beer, Giveaways, and much more! For more information, call 781-447-7333, or visit www.mcguigganspub.com.

At Stonehill College, a Small Gift Yields Big Rewards

Excerpts from The Boston Globe.

Vice President for Advancement Francis Dillon will tell you that the huge expenses associated with college aren't necessarily what makes it hard for students of limited means to get through school. Often, it's relatively small stuff that can have a huge impact. Stonehill is not unique in this regard; in fact, it's average. Tuition, room, and board at the private 2,500-student school in Easton runs about \$55,000 a year. "In most cases the financial difficulty doesn't amount to a huge amount of money," Dillon said. "But to them it's an insurmountable difficulty. We have a lot invested in these students. We don't want to lose them over a relatively trivial amount of money, and that happens." Two years ago, a benefactor surprised Stonehill with a gift of \$117,000 that came with no restrictions. Stonehill officials, including Dillon, had a novel idea for it. They decided to create a small, permanent fund to take care of the little student crises they had been quietly addressing piecemeal. One benefactor is current Stonehill accounting student named Juan Lopez, who grew up in a tough area on the South Side of Chicago called Little Village. A teacher encouraged him to enroll in a parochial school across town, from which he graduated as the valedictorian. From there, he was recruited to Stonehill. It would be nice to say that was the end of the story, but poverty has made college a challenge too, despite his part-time job as part of Stonehill's maintenance crew. At one point, he faced an unexpected crisis. His father had lost his job, and with it his family's health insurance. Stonehill requires all its students to have health insurance. Enter Dillon, with a check for the required coverage. Lopez freely admits that it wasn't the only time he has needed help. Now he is a junior with a 3.6 grade-point average. He's been hired as a summer intern at a major Chicago accounting firm. Instead of being driven out of college by an inability to keep up financially, Lopez is looking forward to a professional future.

"Moving Heels for Meals on Wheels"

On April 2, 2017, Old Colony Elder Services is hosting our Second Annual "Moving Heels for Meals on Wheels" 5K road race and walk. The event begins at 9:00 am at the Silver Lake Regional High School in Kingston, Massachusetts. Run, walk, push a baby stroller, complete the course with your dog – enjoy the day any way that fits your lifestyle. Children under 12 and dogs (on a leash) are encouraged to wear a fun costume that reflects healthy eating. Come as a pineapple, or banana, or green salad – let your imagination run wild. Prizes will be awarded to the winning runners, best children's and best dressed dog costumes. Visit www.ocesma.org or call (508) 584-1561 for more information.

Fisher & Fuller Featured at Business After Hours on Mar 9

Please join us for a special edition Metro South Business After Hours networking event taking place on Thursday, March 9th at The Fuller Craft Museum, 455 Oak Street in Brockton, 5:00 pm - 7:00 pm. This event was postponed from February 9.

Let the art touch you at the Fuller Craft Museum. Fuller Craft Museum is a dynamic environment where craft is experienced through exhibitions, education, outreach, and collaboration. They explore the materials, techniques, and artistic expression that challenge the perception of craft, while honoring the achievements of the past. For more information, visit www.fullercraft.org.

This event is sponsored by Fisher College. Founded in 1903, Fisher College is an accredited four-year college providing a wide array of services for students to support academic success. At Fisher, college is more than an education, it is a life-changing experience providing education, dedication and life. Fisher College has offices in Boston, New Bedford, North Attleboro, and locally at 370 Oak Street, Brockton. For more information, visit www.fisher.edu.

This complimentary event is open to members and non-members and includes networking opportunities, door prizes, and catering by Peppercorns. A cash bar will also be available, and FUN Enterprises will provide caricatures. Register by visiting www.metroouthchamber.com/calendar or by contacting Athena Lavoie, alavoie@metroouthchamber.com, (508) 586-0500 x 231. If you already signed up for this event in february, you do **not** need to re-register.

Greater Brockton Young Professionals Program Launch

Join us prior to the After Hours at 4:30 pm at Fuller Craft for a soft launch of the Metro South Young Professionals program. Young professionals, emerging leaders, and anyone interested in engaging their younger staff members are invited to attend this introductory networking session. For more information or to register for this session, contact Alison van Dam, avandam@metroouthchamber.com.

Greater Brockton Young Professionals at Fuller, Mar. 9

GBYP: Who are we?

The Greater Brockton Young Professionals are next generation leaders creating a bright future for the Greater Brockton community.

Mission

"To create collaborative and engaging experiences in an inclusive environment for young professionals to network, learn and grow within the Greater Brockton community."

Values

The following values guide the actions and philosophy of the Greater Brockton Young Professionals: Diversity; Inclusivity; Professionalism; Strong Mentor/Mentee Relationships; Engagement; Connectivity; Community; Economic Vibrancy; Collaboration; Personal Advancement; and above all... Keep it FUN!

For more information or to join the mailing list to receive updates on upcoming GBYP events, contact Alison van Dam, at avandam@metroouthchamber.com.



Featured Commercial Site for Sale in Bridgewater



60 Broad Street,
Bridgewater, MA 02324

Sale: 60 Broad Street

Size: Building - 7,300 Total SF/Land - 10,010 SF

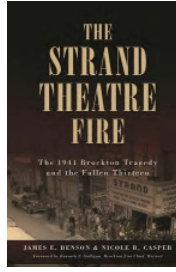
Previously Restaurant & Bar
Zoned Central Business allows Retail

Town Water and Sewer
Second Floor Office Bath & Storage
Brick & Block ext. walls Metal
10- 12 Year Old Rubber Roof
Interior Needs Improvements

For more information on this property, please contact Donahue Associates at (508) 588-1717, or visit www.donahueassociates.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.

New Brockton History Book Released



Stonehill Archivist Nicole Casper and Parish Administrator Jim Benson have collaborated on a book with the History Press about the tragic 1941 Strand Theatre Fire. The popular entertainment spot caught ablaze early one morning; though initially minor, it quickly spread, resulting in a roof collapse that killed 13 firefighters and injured 20. This book provides a full narrative history along with a selection of photographs. On Sunday, March 12 the authors will hold a book signing at the Brockton Historical Society and Fire Museum at 216 North Pearl Street from 12:00 pm to 4:00 pm.



MA Supplier Diversity Regional Series

Thursday, March 16 | 10:00 am - 12:00 pm



This month, the Operational Services Division and Supplier Diversity Office are offering a Pre-Certification Workshop on Thursday, March 16 from 10:00 am to 12:00 pm.

To apply for certification as a Minority, Woman, and/or Disadvantaged Business Enterprise, you must attend a Pre-Certification Workshop. Get information on how to begin the certification process. You will:

- Become more marketable for government entities
- Learn about new government bidding opportunities
- Create business to business partnerships

To register, please visit bit.ly/2lZqELQ. For more information, please contact the OSD Training Department at (617) 710-3300, or osdtraining@state.ma.us. This meeting will occur at the Crescent Credit Union at 155 Commercial Street in Brockton.

Thursday, March 30 | 10:00 am - 12:00 pm

The Operational Services Division and Supplier Diversity Office offer a free workshop, "Connecting Your Business to the Commonwealth," designed for businesses who are interested in learning how to do business with the State.

Learn how to do business with the Commonwealth of Massachusetts. Find out:

- The procurement process for Statewide and Executive Department contracts
- Where to find bidding opportunities
- The basics of COMMBUYS
- How to market to public entities
- What the Small Business Purchasing Program (SBPP) is
- What Supplier Diversity Office Certification is
- How the Supplier Diversity Office supports SDO-certified businesses

To register, please visit bit.ly/2mKZ2s1. For more information, please contact the OSD Training Department at (617) 710-3300, or osdtraining@state.ma.us. This meeting will occur at the Crescent Credit Union at 155 Commercial Street in Brockton.

Travel to Peru With the Chamber in 2017!

Call now for an Early Bird rate of \$3,249!



Discover Peru's dazzling highlight, Lima, Machu Picchu, the Incan wonders of Cusco and much more. With a culture and history as assorted as its countryside, Peru offers travelers unmatched adventure and moments of heightened emotion. See the dramatic peaks and valleys of the Andes and the pre-Columbian cities that have been carved into its landscape.

In the evenings, relax in well-appointed and comfortable accommodations. Stroll the historic city of Cusco that seamlessly blends Spanish and Incan cultures. Travel by train along the Urubamba River to the Sacred Valley and foothills of the Andes, and arrive in Machu Picchu. This and much more awaits you. The trip will take place from October 12 through October 20 and will cost \$3,249. Please visit <http://tbf.me/a/CP2QF1> for a video showcasing the trip's highlights.

For more information about this, great opportunity, please visit www.metroouthchamber.com/events/travel or contact Doris at doris@metroouthchamber.com or at (508) 586-0500 x. 221.

Multi-Cultural Business Event Features Local Business Success, Resources



Krystel Love and Nicoline Batista, Brockton Area Workforce Investment Board, and Murray Velstein, Source4



Christopher Cooney, Chamber President and CEO and Fred Fontaine, The Perfect Place



Monica Whitaker, Shop.com



Phyllis Ellis, Brockton Area Branch NAACP



Nato Fonseca, Joan Richards, and Kevin Brower, HarborOne Bank



Darren Duarte, City of Brockton, and Robert Jenkins, Brockton Redevelopment Authority



Jane Wells, Christine DaSylva, Crescent Credit Union, and Lynn Smith, Old Colony Elder Services



Albert Senesie, Victory Human Services, and Brockton Mayor Bill Carpenter



Luis Ramos, Bridgewater State University and Metro South Chamber of Commerce



Veronica Martins, Office of Consulate General of Cape Verde, Robert Jenkins, Monikka Jenkins, MBJ Wines, and Mary Fernandes, Vermarje Tea & More



Jacqueline Lupica, Greater Brockton Young Professionals



George Loan-Baker, Brenda Loan-Baker, InnerOvation, and Murray Velstein, Source4



Candida Rose, guest singer



Brockton Mayor Bill Carpenter

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ROB PETERS
ENTERTAINMENT

Photography by:

RICHMORGAN
PHOTOGRAPHY



Right to Left, Monikka Jenkins, MBJ Wines, Albert Senesie, Victory Human Services, and Fred Fontaine, The Perfect Place, shared the stories of their success



Bob Saltzman, Titi Ngwenya, Fuller Craft Museum, Eddie Jules, INFocus Entertainment, Christopher Cooney, Chamber CEO and President, Vincent Marturano, Old Colony YMCA

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Christopher Cooney, Chamber CEO and President, Fred Fontaine, The Perfect Place, Monikka Jenkins, MBJ Wines, Albert Senesie, Victory Human Services, Susan Joss, Brockton Neighborhood Health Center, and Michael Savage, Rockland Trust Company

Congressman Joe Kennedy III Discusses Local and National Topics at Chamber Luncheon

Photos by www.RichMorganPhotography.com. Sound by www.RobPetersEntertainment.com. Video by Brockton Community Access.

2017

Legislative Luncheon

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MASSASOIT COMMUNITY COLLEGE



Congressman Joe Kennedy III



Christopher Cooney, Chamber President and CEO



Gerry Nadeau, Rockland Trust and Chamber Chair



State Representative Claire Cronin, Stephanie Fleming, Shayna Barnes, Brockton City Councilor at Large, and Senator Michael Brady.

On Tuesday, February 21, The Chamber hosted over two hundred business leaders and elected officials at the Conference Center at Massasoit in Brockton for the Annual Legislative Luncheon. Attendees of the luncheon had the opportunity to hear from U.S. Congressman Joe Kennedy III about his thoughts on the Commonwealth and the Trump Administration, including issues in healthcare, education, immigration, water/sewer capacity, infrastructure and the highlights of being a U.S. Congressman.

The event sponsors were Massasoit Community College, Bridgewater State University, and Eastern Bank. During the lunch, Charlie Wall, who recently announced his retirement as the president of Massasoit Community College after 15 years come August, was recognized for his service with the presentation of an American Flag that was flown over the nation's capital by Congressman Kennedy.

The legislative Luncheon was recorded by Brockton Community Access. Check listings for show times.



Brendan O'Neill, Eastern Bank and Susan Joss, Brockton Neighborhood Health Center



Over 200 Participants joined the Chamber to hear Congressman Kennedy



Napoleon Soares, Student at Massasoit Community College Sings the National Anthem



Lisa Field, Massachusetts Nurses Association, and Senator Marc Pacheco



Presentation of an American Flag to Dr. Charlie Wall for his service. Gerry Nadeau, Rockland Trust, Congressman Joe Kennedy III, Dr. Charlie Wall, Massasoit Community College, and Christopher Cooney, Chamber CEO



Archie Gormley, Brockton Firefighter, Mary Waldron, Bridgewater State University, State Representative Gerry Cassidy, Robert Brady Jr, Town of Randolph, and State Representative Louis Kafka

Rockland Trust Supports Business Education



Rockland Trust recently presented a generous donation to the South Business Assistance Center (BAC). Pictured are Dan Trout, Mutual Bank, Fred Fontaine, The Perfect Place, Michael Savage, Rockland Trust, Brockton Mayor Bill Carpenter, Jim Smith, Rockland Trust Company, and Christopher Cooney, Chamber CEO and President

For upcoming workshops, please see page 2.

METRO SOUTH BAC

Business Assistance Center

Starting a Business?

Need help starting your business?

Looking for money to start your business?

The Business Assistance Center Can Help!

COUNSELING: Individual counseling is available by appointment for start-up and existing businesses. Counselors are working or retired professionals, highly experienced and willing to share their knowledge in financing, marketing, management, and more.

REFERENCE MATERIALS: An outstanding collection of reference materials that include hundreds of fully detailed, step-by-step guides for every aspect of starting and maintaining a small business.

ACCESS: To computer and business-related software, including QuickBooks Pro, Business Plan Pro, Loan Builder, Microsoft Office, and more.

EDUCATION: Workshops include QuickBooks, Writing a Business Plan, SEED Commercial Loans, Social Media Series, DCAMM Certification, and more.

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- View what each restaurant will be serving
- Learn where to buy your tickets, or purchase tickets online
- View past photos and videos
- View the lineup of entertainment

metrosouthtaste.com

Great Entertainment, Phantom Featured at Taste



Brockton High School Jazz Band



Dave Andelman, CEO, Phantom Gourmet

A great lineup of entertainment will be featured at the Taste of Metro South event, with live music performances by the Brockton High School Jazz Band, the Boxwood Saxophone Quartet, Bridgewater State University West African drumming ensemble Khakatay, and George Cataldo, "The Silver Fox." Rob Peters Entertainment will be there to keep the fun going throughout the night.

Phantom Gourmet CEO Dave Andelman will make a guest appearance. The well-known restaurant show, known by the tagline "Food and Fun. That's all we serve," is on myTV38 and WBZ4 in Boston, plus stations in Providence & Maine.

Restaurant Spaces Still Available!

We invite your restaurant to participate in the widely popular and anticipated "Taste of Metro South."

Metro South is home to a multitude of multi-cultural cuisine, unique hidden gems, and fine dining options. A Taste of Metro South celebrates these restaurants, putting them in front of local consumers and business by showcasing their specialties in sample size for 500 people. Guests leave with a contact directory of participating restaurants.

This is your opportunity to participate in the premier food and entertainment event of the year while receiving free marketing opportunities! Download the vendor application and see photos from last year's event at metrosouthtaste.com.

IS THERE A RESTAURANT YOU'D LIKE TO SEE PARTICIPATE?

Let us know! Call Athena at (508) 586-0500 x231.

RESTAURANTS & ORGANIZATIONS

Baypointe Rehab & Skilled Care • Braemoor Health Center • Brockton Day Nursery • Costco Wholesale • Epicure Wine Bar/Jazz Club • Good Samaritan Medical Center • Heights Crossing Assisted Living • Hill's Home Market • JJ's Caffè • Massasoit Community College Culinary Arts Department • Just Desserts • McGuigan's Pub • Mendon Twin Drive-In • Metro South Chamber of Commerce • Not Your Average Joes • OCES • Orange Leaf • Petti's Market and Deli • Signature Healthcare • Simpson Spring • Southeastern Technical Institute • St. Joseph Manor • Stoneforge Grill • The Brook Kitchen & Tap • Webster Bank
and more restaurants to come!

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or at the Metro South Chamber of Commerce, 60 School Street, Brockton
(Across from City Hall), Monday-Friday, 9:00 am-4:30 pm.

Ticket Price: \$35. Tickets must be purchased in advance.
Call (508) 586.0500 x 231 for tickets and more information

SPONSORS



Calling All Businesses; Support Career Day

April 4, 2017, 8:00 am – 1:00 pm



We are pleased to announce the 20th Annual Connecting Activities Career Day presented by the Brockton Area Workforce Investment Board and supported by the Metro South Chamber of Commerce. This year we have decided to morph the Career Day into a mini conference, to include career readiness breakout sessions. 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 4th from 8:00 am to 1:00 pm at The Stacy Adams Cultural Arts Building in Brockton**, will provide high school students with the opportunity to explore careers in the following areas:

Agriculture, 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 or (508) 584-9800 x23.

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 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 x231 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 the current ownership; and be a for-profit enterprise.

Sponsored by:
Bank of America

The Entrepreneur of the Year Criteria: a business must have 10 or fewer full-time employees or equivalence; 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 4, 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 Duplitrion, 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 Caffe
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 Chrzanoski 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

On Friday, June 16, the Metro South Chamber of Commerce and Eastern Bank 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.

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 leadership 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. Learn more at metrosouthchamber.com/events/athena.

Sponsored by:

Eastern Bank

Prior ATHENA Recipients

2016, Cheryl Oppen, 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



GOVERNMENT Affairs

The monthly Government Affairs meetings provide an opportunity for area businesses to discuss issues important to them with their elected officials.

Friday, March 10, 12:00 pm

Join us at our next Government Affairs Meeting as we welcome Ken Reardon, the Director of UMass Boston's Urban Planning and Community Development program. Reardon has a long history of partnering with communities to reinvigorate urban environments. Among his accomplishments include the rebuilding the Lower Ninth Ward in New Orleans following Hurricane Katrina. Learn about his past experiences as well as possible

Sponsored by:



Ken Reardon

partnerships and opportunities for the City of Brockton.

This meeting will take place at the Metro South Chamber of Commerce, 60 School Street, Brockton. The cost to attend is \$8 members, \$15 future-members and includes lunch. For more information or to register, visit www.metroouthchamber.com/calendar-registration.

Friday, April 14, 12:00 pm

Join us at our Government Affairs Meeting in April 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 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 serves as the Secretary of the

Sponsored by:



Mahsa Khanbabai

New England Chapter. Attorney Khanbabai is a lecturer on issues involving immigrants and the immigration process and has presented seminars for a number of companies, organizations, community meetings, and radio shows. She also travels to the Middle East and Europe to provide immigration counsel to law firms.

This meeting will take place at the Metro South Chamber of Commerce, 60 School Street, Brockton. The cost to attend is \$8 members, \$15 future-members and includes lunch. For more information or to register, visit www.metroouthchamber.com/calendar-registration.

"In Business With Canada" at BSU



Recently, Bridgewater State University's Canadian Studies Program hosted a symposium Canadian-American Trade called "In Business with Canada." featured several panels and a luncheon. An afternoon session titled "Accessing the Canadian Market" featured panel member Richard Dalton, Regional Director of Business Development for the Massachusetts Office of International Trade & Investment.



"Accessing the Canadian Market" featured several other panelists, including Anthony Cierone of Bridgewater State University's Canadian Studies Department, Erin Donahue, Trade Commissioner of the Consulate General of Canada, Jim Paul, Director of the United States Commercial Service's Boston Office, and Yann Lamarche, Economic Attaché of the Délégation du Québec.



The event's luncheon featured keynote speaker David Biette who presented a speech entitled "U.S.-Canada Relations in the Age of Trump: It's Fluid." Biette is a Global Fellow for the Polar Initiative and the Senior Advisor for the Woodrow Wilson International Center for Scholars' Canadian Institute. He is also a co-editor of *Canada and the United States: Difference that Count*.

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

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 will be provided on a first come, first serve basis.

For details on required documents, limitations, and eligibility, please call NeighborWorks at (508) 587-0950.

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.



The **Bridgewater Business Association (BBA)** is holding their monthly meeting on March 16, 2017 from 6:30 pm - 8:00 pm at Physical Therapy U, 985 Pleasant Street in Bridgewater. There is no charge to attend and non-members and new members are always welcome! Bring a friend or family member to hear the BBA's newest updates.

The **Stoughton Chamber of Commerce** invites you to join them on March 20, from 6:00 to 9:00 pm on the third floor of Stoughton Town Hall for a Candidate's Forum moderated by Joseph Feaster, Esq. Seats are available on the Board of Selectmen, the School Committee and Town Moderator. The meeting features refreshments provided by Panera Cafe, Stop and Shop Supermarket and Alltown Centre Street Kitchens! For more information, visit www.stoughtonma.com.



The **Norwell Chamber of Commerce** is hosting a Business After Hours on March 20 from 5:30 pm to 7:30 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 hosting a Lunch and Learn on Tuesday, March 21 from 11:30 am to 1:00 pm at CareOne @ Randolph, 49 Thomas Patten Drive. For more information, please visit conta.cc/2mXA9JG. This event is free of charge and lunch will be provided.



ProLink Networking Group is an invitation-only, non-competitive business networking group. Meetings are held on alternating Tuesdays, 7:30 am at the Metro South Chamber. For meeting schedule or more information, visit www.prolinknetworking.com or contact Craig Pina at (508) 279-4194 or email craigpina@gmail.com.



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.



WELCOME New Members

Making an Investment in Our Community

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To Join the Chamber, contact
Alison Van Dam
(508) 586-0500 x 225,
avandam@metrosouthchamber.com

MEMBERProfile



Rashaud Garner, Founder/President of Entertainment One Stop Shop



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Year Established:
We first established in 2004.

Products of Services:
Our available services range from event planning and rentals, to wedding photog-

raphy and decor, to children's entertainment and covers every niche in between.

Number of Employers:
20 of our employees work in the Boston market.

What is unique or special about your firm and the products and services you offer?:
We are a one-stop company that provides entertainment services from A-Z.

What is your market area?:
Our market area is the state of Massachusetts.

What markets do you serve?:
We are happy to serve all markets.

What is your main business objective concerning your customers and the business community?:
We want to provide excellent services that any family or business can afford.

New Storm Water Regulations Discussed



Doug Foy, CEO and founder of the environmental consulting firm Serrafix, recently presented at a meeting in Braintree's city hall regarding new storm water regulations. This was part of a joint effort including the Metro South Chamber of Commerce and the South Shore Chamber of Commerce.

Chamber Tours RPE



Chamber President & CEO Chris Cooney and Chamber Program Director Athena Lavoie recently met with Rob Peters of Rob Peters Entertainment at his new offices located at 53 Plain Street in Braintree. Rob Peters Entertainment is a professional full service mobile entertainment company, providing musical entertainment and sound for events of all sizes, ages and scopes throughout New England. Rob Peters Entertainment also offers special services including extreme bingo, game shows, photo-tainment and uplighting. For more information, call (781) 848-4235 or visit www.robpetersonentertainment.com.

Chamber Convenes Regional Roundtable to Discuss Water/Sewer, Continued from Cover



Michael Gallerani, Brockton 21st Century Corporation; Mallory Aronstein and David Gagne, Town of West Bridgewater; Charlie Seelig, Town of Halifax



Thomas Millias, Town of Halifax; Pat Ciaramella, Old Colony Planning Council; Gerry Cassidy, State Representative



Johan Wein and Richard Hooke, Crescent Credit Union; Francis Crimmins and Bill Fitzgerald, Town of Avon



Pamela McCarthy, Town of Stoughton; Peter Czymbor, City of Brockton; Phil Sheppard, Massasoit Community College; Samuel Butcher, Loureiro Engineering



Darren Duarte, City of Brockton; Stephanie Danielson, Town of Easton; Rob May, City of Brockton



Chris Cooney, Chamber President & CEO; Ray Ledoux, Chamber Vice Chair of Government Affairs; Bill Carpenter, Mayor of Brockton

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 town leaders, the Mayor of Brockton, and regional agency heads into one room. The meeting was held in the Learning Center at Crescent Credit Union in downtown Brockton. The focus of this year's forum was water and sewer capacity.

During the meeting, Brockton Mayor Bill Carpenter announced a recent EPA and DEP permit that will allow the Brockton Advanced Water Reclamation Facility (AWRF), which recently underwent \$100 million in facility upgrades and repairs, to treat 18 million gallons of waste water per day. The new permit will allow Abington and Whitman, existing users of the Brockton AWRF, to purchase additional capacity. It will also allow Brockton to open new connections with neighboring towns, including Avon, Easton, West Bridgewater, and East Bridgewater. These towns have virtually no sewer capacity and in a Regional Water/Sewer study conducted by the Chamber, expressed their interest in offering sewer capacity to foster local business growth and improve efficiency of some existing systems. As a result of the permit, new regional development and additional revenue is anticipated.

During the forum, the Mayor also announced an administrative consent order for shared use of the Monponsett Pond in Halifax/Hanson. Brockton has agreed to a 900,000 gallon flow per day limit with 50% diversion through Silver Lake on an interim basis. This is of benefit to the Silver Lake towns that pay more to have phosphorous removed from the water and lose recreation access to the lake when the water flow increases. Brockton will continue to rely on the Desalination Plant on the Taunton River to supply additional water to Brockton during peak periods.

Additional topics of conversation during the roundtable included workforce and education, a multi-cultural business forum/expo., the development of key parcels in Brockton, familiarization tours with the Massachusetts Office of Business Development, and recent Chamber studies on the best and highest uses of existing land assets, including the 65 acre Brockton Fairgrounds and 35 acre CSX Railyard. For more information on these studies, please visit www.metroouthchamber.com/studies, or contact Alison van Dam, (508) 586-0500 x 225, avandam@metroouthchamber.com.

Water Conservation Tips for Businesses

Information courtesy of Kelly Spors, in Green Business.

Water shortages and rising water and sewer costs have long been a concern of the Metro South region. As a business owner, here are some tips to get started integrating water conservation into your business's environmental sustainability model.



Go low-flow. Whether restroom or break room faucets or showers, make sure they are outfitted with low-flow restrictors. A low-flow faucet aerator, for instance, emits less than 1.5 gallons of water per minute compared with 2.2 gallons for standard faucets. Older toilets use nearly 5 gallons of water per flush, while newer high-efficiency ones use 1.6.

Get a water audit. A commercial water audit examines how much water a business uses and provides detailed information on where opportunities lie for using less (and saving money). Audits can also identify costly water leaks that should be repaired. Some water utilities provide audits to commercial customers for free and even provide rebates for water-saving initiatives.

Purchase water-efficient equipment. Various types of equipment used by businesses consume a lot of water but are available in water-efficient models, or have less-water-intensive alternatives. They may have somewhat higher upfront costs but can pay for themselves quickly through water and water-heating energy savings.

Reduce landscape water use. Lush green lawn can require dozens or hundreds of gallons of water a day to keep it looking so. Consider planting native landscapes or other less water-intensive alternatives. Also consider installing a rain-harvesting system to collect water on site for landscape irrigation or using a sensed irrigation system to better control exterior water use.

Engage and inform employees. Every employee plays a role in water usage, so this is a prime opportunity to get employees involved in the business's green efforts. Whether it's part of a green team effort or publishing articles in the newsletter, remind employees to be conscientious of water use and ask for their ideas on how to save it.

MassDOT Capital Investment Plan

MassDOT's five-year Capital Investment Plan (CIP) determines how MassDOT/MBTA prioritizes its transportation investments, from highway and bridge construction and regional airport infrastructure to renovations of Registry of Motor Vehicle walk-in centers and transit improvements. MassDOT is updating the CIP and wants to hear from you. Your input is essential to achieve a plan that best serves your community.

To learn more about the CIP process or to submit a comment, please visit www.mass.gov/massdot/cip or send an e-mail to masscip@state.ma.us. Comments will be accepted through Friday, March 17, 2017



Public Transportation Workshops with MassMoves

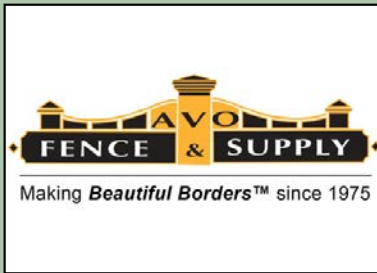
MassMoves is embarking on a public engagement initiative to create a statewide transportation vision, and we need your input. As part of the State Senate's 2017 Commonwealth Conversations tour, MassMoves, funded by the Barr Foundation, is facilitating several public workshops across the state. We want to hear your views on values, actions, and priorities for the Commonwealth's transportation future.

Locations and dates include March 7 in Buzzards Bay, March 14 in Worcester, March 21 in Lowell, March 28 in Springfield, April 4 in Framingham, and April in Haverhill. If you would like more information or to register for any of these events, please visit www.massmoves.org.



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

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MEI Security



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meisecurity.com

MEI Security provides security consulting and training, especially in areas where physical and digital security intersect. We offer comprehensive on site assessments with results and recommendations which help businesses leverage their strengths and control their vulnerabilities. MEI Security helps business understand their risk in an evolving climate and create a more secure environment.

RENEWING Members Thank You !

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Alphonse Leduc - Robert King, Inc.
Aqua Leisure Industries, Inc.
B.E. Peterson, Inc.
Bank of America Merrill Lynch
Battles Farm Company
Beacon Financial Planning, Inc
Bearce Insurance Agency, Inc.
Canoe Club Ballroom, Inc.
Cardinal Spellman High School
Cary Hill Discount Liquors, Inc.
CATAX, Inc./Christos Liapopoulos
Catholic Charities South
Chapel of New Hope, Inc.
Columbia Gas of Massachusetts
Commonwealth Mediation & Conciliation
Direct Media

DJ Dream Fund, Inc.
Energy Conservation, Inc.
F1 Outdoors
First Evangelical Lutheran Church
G.T. Reilly & Company
Good Samaritan Medical Center
Grant's Rental
H&R Block
Hilliards Chocolates
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Parker Property Management Inc.
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W.B. Mason Company, Inc.
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Westgate Mall

Join the Chamber!

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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!

BUSINESS EVENTS Planner

March 9

Young Professionals Event

4:30 pm - 5:00 pm

Fuller Craft Museum

455 Oak Street, Brockton

Meet the new Greater Brockton Young Professionals at the Fuller Craft Museum just before the Chamber's Business After Hours.

Cost: Free to Attend

Register online: metroouthchamber.com/calendar

March 9

Business After Hours

5:00 pm - 7:00 pm

Fuller Craft Museum

455 Oak Street, Brockton

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: metroouthchamber.com/calendar

March 10

Government Affairs

12:00 pm - 1:30 pm

Metro South Chamber

60 School Street, Brockton

Learn about the latest legislative issues at this luncheon meeting.

Cost: \$8 members, \$15 non-members

Register online: metroouthchamber.com/calendar

March 16

Pre-Certification Workshop

10:00 am - 12:00 pm

Crescent Credit Union

115 Crescent Street, Brockton

Learn how to apply for certification as a Minority, Woman, and/or Disadvantaged Business Enterprise.

Cost: Free to attend but registration is required

Register online: bit.ly/2IZqELQ

March 22

A Taste of Metro South

5:30 pm - 8:00 pm

The Conference Center @ Massasoit

770 Crescent Street, Brockton

Here you can sample a selection of the Metro South Region's best culinary offerings.

Cost: \$35 for everyone

Register online: metroouthtaste.com

March 28

Business Plan Basics

12:00 pm - 1:00 pm

Metro South Chamber

60 School Street, Brockton

Understand the importance of a comprehensive business plan at this workshop. Light lunch provided.

Cost: Free to attend but registration is required

Register online: metroouthchamber.com/calendar

IT'S EASY TO REGISTER!

(508) 586-0500 x 231

(508) 587-1340

E-mail: alavoie@metroouthchamber.com

Online: www.metroouthchamber.com

Send reservation and payment to:

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



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